



ECONOMIC DEVELOPMENT COMMITTEE MEETING

5 PM Tuesday, January 16, 2018

Conference Room, 275 W Continental Road Ste 123, GV, AZ 85622

The Economic Development Committee mission is to support the Chamber's Board to evaluate proposals and support initiatives that foster economic development, through networking, advocacy and education.

Co-chairs: Arturo Gabaldón and Raleigh Ormerod

Agenda for this meeting:

1. Pledge and EDC Mission
2. Opening Comments and Safety Share – Raleigh Ormerod
3. Introductions around the Room
4. Patrick Cavanaugh Guest Speaker (20 min)
5. Minutes December 18, 2017
6. Updates:
 - a. NAFTA Public Meeting Hosted by EDC (Rosanna)
 - b. Employer Resource Network Meeting 12/8/17 (Penny)
 - c. GV Economic Development Management Group (no meeting)
 - d. Tourism Committee (Dec notes attached)
 - e. Chamber Programs for 2018 (Joe)
 - f. Sahuarita Wins (Dalia)
 - g. Chamber Salary Survey (Gabaldon)
7. Announcements and review of Task List
8. Adjournment - Next EDC meeting - 5 PM Tuesday, February 20, 2018, at the Chamber Meeting Room

NOTE: Mark your Calendar for 2018 to join us at the EDC Meetings every 3rd Tuesday of the month.

**Green Valley Sahuarita Chamber of Commerce
Economic Development Committees Minutes
5 pm Monday, December 18, 2017**

The 6th meeting of the new EDC held at Chamber Conference Room, 275 W Continental Road Ste 123, GV, AZ. Arturo Gabaldón opened the meeting with the pledge, comments and reciting the EDC Mission.

Presentations:

Michelle Phillips, CEO of Green Valley Foundation (GVF), discussed with the Committee the Foundation and the support it provides to the community.

Introductions of the 8 participants present were made. See attached attendance. Minutes of November 21, 2017, were reviewed and approved as presented.

Updates and Reports:

- Rosanna Gabaldon update on NAFTA community presentation for 2018
- Raleigh Ormerod update on the ERN
- David Terrell update on the SCORE
- Joe Erceg update on the Economic Development Management Group
- Arturo Gabaldon update on programs for 2018
- Joe Erceg and Dalia Zimmerman update on Sahuarita Wins meeting

Announcements: Announced the major pending Chamber events was noted.

Next meeting: The next Economic Development meeting is 5 PM Tuesday, January 16, 2018, at the Chamber conference room.

Adjourn No other business the committee adjourned at 6:45 PM.

County business officials talk GV concerns

- By Kitty Bottemiller kbottemiller@gvnews.com Oct 24, 2016

Pima County Small Business Commission officials were in town Thursday, and when they asked about the community's most-pressing economic-development issues, they got an earful.

The crowd of about 60 at GVR's Desert Hills Center heard from the commission and staff, including Patrick Cavanaugh, county Deputy Administrator for Economic Development:

Concern from an insurance business: My Internet access is spotty; my provider makes promises but never delivers.

Response: We see this happening elsewhere, and recommend having the chamber of commerce approach other providers including smaller companies on behalf of all affected businesses to see if they're willing to enter the market, and also check to see if there are federal grants to help with funding.

Concern from a longtime community volunteer: Regarding unsightly abandoned properties affecting values of other property and discouraging newcomers, can we get a "clean it or lien-it" rule? Community volunteers recently cleaned up vacant gas stations, which is great, but the owners are getting it for free.

R: County code requires property owners to keep their sites in decent repair, and if there are violations, the owners can be cited. Getting such a ruling requires state legislative action, so push it with local elected officials, Cavanaugh said. The ideal is to get them sold and occupied.

A self-help clause can be added to the covenants, codes, and restrictions of HOAs and business associations, GVC president Don Weaver said. Then when an individual property needs attention, the association has it done at the owner's expense.

C: Improvements are needed for properties abutting Interstate 19 to mitigate noise, dust and truck traffic at night.

R: Traffic will increase as trade with Mexico expands and the prospect of a north-south Interstate 11 path through the area, so the situation will probably get worse before it gets better, Cavanaugh said.

While those corridors are under state jurisdiction, Pima County Engineering Division manager Rick Ellis noted trade-offs to each potential remedy, and that there are restrictions on public spending.

Arizona Department of Transportation prefers building roads to dealing with complaints, said Steve Christy, supervisor District 4 hopeful and who has served on several transportation-related boards.

He suggested sharing problems with ADOT's district rep and engineer on a consistent, concerted basis. Weaver said GVC Foundation's Economic Development Committee would get a task force going soon to study highway-related concerns including potential I-11 routes, I-10 tie-in, noise, volume and other issues.

Get the concerns on the next agenda for Pima Association of Governments recently launched Technology and Transportation Summit, suggested state Sen. Andrea Dalessandro (D-Sahuarita).

Concern from a nine-year Green Valley resident: Green Valley Village is declining into despair and desolation; rumors abound of high rents discouraging occupants.

R: While the fate of the shopping center is a private-sector issue, market forces should level themselves, and are now "hitting on all cylinders," Cavanaugh said, with companies such as Caterpillar relocating to Tucson prompting home sales and more tax revenue. With officials everywhere pursuing economic development, and jobs and business opportunities increasing, vacancies will decline countywide.

"In these times, you need to apply creativity, negotiate rental rates rather than leave buildings empty," commission chairwoman Lucretia Free said.

C: How can we encourage the development of nonage-restricted neighborhoods?

R: There are several hidden pockets of unrestricted homes throughout Green Valley, said a real estate representative.

C: What has, or can SBC do to help non-profits, many of which have been created here for lack of county services. There are 10 non-profits just for Arivaca, with a total population of about 2,000, and 70-plus non-profits in the area altogether. This puts a tremendous strain on business to support non-profits.

R: "Obviously there's a limit to government expenses," Cavanaugh said.

C: Can anything be done to increase the number of direct flights out of Tucson to more major cities?

R: The county is a big proponent of increased trade with and is pushing for more air service from Canada, Cavanaugh said. "We've lost a lot of economic development opportunities without direct flights to New York."

C: Are we doing all we can in funding JTED (job training) programs?

R: The SBC has a standing agenda item on the local JTED agenda in support of training, Cavanaugh said, noting the county has two One-Stop job centers and a veteran-specific assistance center. Training needs revitalizing after the recession to prepare upcoming workers. Otherwise, businesses will be considering overlooking criminal records or hiring older workers, he said.

**Green Valley Sahuarita Chamber of Commerce
Economic Development Committee Members
Updated Monday, December 18, 2017**

EDC Members	Email Distribution List	Business	Att	12/18
Arturo Gabaldon	arturo@communitywater.com ;	Community Water Company	6	X
Joe Erceg	joe@greenvalleysahuarita.com ;	GVSCC	5	X
David Terrell	dterrell@scoresouthernaz.org ;	SCORE Southern AZ	4	X
James Mshar	jim@mshar.org ;	GVR Senior Advisor	4	X
John Rinehart	john.rinehart@edwardjones.com ;	Edward Jones Investment	4	X
Raleigh Ormerod	raleigh@ormerod.us ;	Toastmasters	4	X
Rosanna Gabaldón	rgabaldon@azleg.gov ;	State of Arizona	4	X
Dalia Zimmerman	daliacarkzimmerman@gmail.com ;	SUSD	2	X
Michelle Phillips	exd@ggvcf.org ;	Community Foundation	1	X
Diana Schwartz	dianaschwartz1032@gmail.com ;	SCORE Southern AZ	3	
Gil Lusk	hglusk@msn.com ;	Sahuarita Town Council	3	
Jessica Schiff	schiff@gvcouncil.org ;	GVC	3	
Sandra Reith	shreith@cox.net ;	Insurance Broker/Medicare Products	3	
Sue Nelson	suzanne6nelson@cox.net ;	Chamber of Commerce	3	
Victoria Thornton	victoriathorntonlive@gmail.com ;	Diamond Life Coaching	3	
Carol Shaughnessy	cshaughnessy@scoresouthernaz.org ;	SCORE Southern AZ	2	
Don Weaver	dgwinvest@yahoo.com ;	GVC Exec Director	2	
Ed Freedman	edfreedman2@gmail.com ;	OLLI-UA	2	
John Malozsak	john@suburbgroup.com ;	Church/Nonprofit	2	
Mac Chernoski	machernoski@gmail.com ;	SEEF/ESGR	2	
Penny Pestle	ppestle@cox.net ;	Food Bank	2	
Sammie Wicks	sammiethepeoplesrealtor@gmail.com ;	Realtor	2	
Tim Shields	tshields@asarco.com ;	ASARCO LLC	2	
Bruce Bushey	brucebbushey@gmail.com ;	GV Resident	1	
Cindy McCain	cindy@indus.travel ;	Travel Agency	1	
Cortez Smith	csmith@email.arizona.edu ;	UA Eller College (scheduled speaker)	1	
Janie MacDonald	janie@gvsar.com ;	GV Sahuarita Association of Realtors	1	
Kathleen Wishnick	tkwishnick@gmail.com ;	Fire District	1	
Kelly Cooper	kellybestwestern@gmail.com ;	Best Western Hotel	1	
Kent Blumenthal	kblumenthal@gvrec.org ;	GVR	1	
Michael Jansen	mjansen@sahuaritaaz.gov ;	Town of Sahuarita	1	
Patrick Cavanaugh	patrick.cavanaugh1@pima.gov ;	Pima County	1	
Randy Graf	r.graf@cox.net ;	Southwest Solutions	1	
Rena Grammel	renagrammel@longrealty.com ;	Long Realty / Notary	1	
Susan Pace	susankayp@aol.com ;	First Things First	1	
Ted A. Roush	ttroush@pima.edu ;	Pima College	1	
Victor Gonzalez	vgonzalez@sahuaritaaz.gov ;	Town of Sahuarita	1	

The list will be updated soon.

Please email EDC Chair to be removed from the list. 85% of the job is showing up.

EDC members please stepped up to do outreach by inviting local employers to the next ERN Scoping Session 8:30 AM, on Thursday, December 7, 2017.

KEY POINTS WHEN INVITING BUSINESS OWNERS/ORGANIZATION LEADERS TO ERN MEETINGS

1. The goal of the Chamber and the EDC is to find ways to improve business results.
2. We have identified a business tool that can improve employee retention, attendance, and productivity
3. This tool, Employer Resource Networks, is implemented in at least 20 locations across the US.
4. It provides a success coach/resource navigator to a network of employers—usually smaller businesses, but not always. The sole goal of the success coach is to assist employees in addressing the issues that keep them from coming to and staying at work.
5. These issues include childcare, transportation, physical health and mental health problems, as well a financial stress.
6. The benefit to employers has been a significant improvement in attendance, retention and job satisfaction. It is a win-win approach.
7. The EDC would like to provide you with an introduction to ERNs and is planning two meetings—either November 15 from 1-2:30 or December 7 from 8:30-10:00 am in the second floor of Sahuarita Town Hall, just above the BizHub. Would you come to one of these meetings as my guest?
8. And as a special introduction to ERNs, the Pima County ERN is providing the services of the success coach/resource navigator at no cost through March 31, 2018. After that, there would a cost, depending on how much your company/organization uses this resource. Employer experience is that reducing one or two turnovers will balance the out-of-pocket costs.

**Green Valley Sahuarita Chamber of Commerce
Plan for Evaluation of the Employer Resource Network Program
Updated October 11, 2017**

The Chambers EDC has accepted the challenge to review, evaluate and determine how the ERN will work in the Green Valley Sahuarita area. Until we reach out to our membership, the EDC doesn't have enough information to make a motion to the board describing the Chamber's level of participation and how much resources to request, if any.

The EDC will host four focus group meetings limited to about 10 participants, train and encourage them in how to use the ERN services. If after they have evaluated the program during the "free" test period, they will be used to establish the ERN program in our area.

I met with Penny and Victor 10/4/17 and agreed to the following:

- ~~1. October 17, 2017, present the plan to the EDC for review~~
- ~~2. October 24, 2017, present the plan to the Chamber Board meeting, as part of the EDC Report, no action necessary by the board at this time~~
- ~~3. Report at each EDC Meeting and Chamber Board Meeting the results of the Focus Group meetings~~
4. The EDC will sponsor four ERN Focus Groups meetings
 - ~~a. 1:00 PM Wednesday, November 15, 2017~~
 - ~~b. 8:30 AM Thursday, December 7, 2017~~
 - c. 1:00 PM Wednesday, January 17, 2018
 - d. 1:00 PM Wednesday, February 14, 2018
5. Venue for the meetings is Town of Sahuarita (the venue might change if the location isn't working out)
6. Penny Pestle will arrange to have speakers
7. Arturo Gabaldón is to identify the Targets List to invite to Focus Group Meetings
 - a. Obtain from the Chamber the list of Expo participants (food and services)
 - b. Preliminary target list will include companies with employees
 - c. EDC members to make personal contact with the target list**
 - d. EDC goal is that at each Focus Group meeting at least 10 of the Target List participants will attend
8. Participants of the Focus Group will be encouraged to try the ERN during its free period, and report back their opinions on the program
9. At the February Chamber Board meeting a motion will be presented that will identify the chambers possible going forward commitment and budget if any.

Please review this plan. We are open to suggestions and changes.



GVSCC Regional Tourism Taskforce Meeting Minutes for December 1, 2017

Attendees: Paul Loomans, Tim Campbell, Mary Ann Simonds, Joe Erceg, Polly Stidham, Tignesh Patel, Paula Beemeg, Veletta Canouts, Jessica Schiff, and Chair, Kathleen Wishnick

- Jessica demonstrated the updates on the potential website and announced she is moving to Gilbert AZ to attend AZ State University. Her departure from GV Council and the GVSCC Taskforce should not have a negative impact on the website development since she will still be working for GV Council by telecommunicating. Her telephone contact information will remain the same as will her email address the only difference is t she will be working via computer from Gilbert.
- Veletta showcased the design of AZ 19 post cards.
- Discussed the Marketing Plan and using the website as a marketing tool within the region. Kathleen discussed Pleasant Bent Tours and showed their website. This company organizes day trips as well of as longer extended stay trips. The original owner, of eighteen years, just sold the company to someone who does not have travel background. Kathleen and other members of the group suggested it might be a good time to reach out to the new owner and possibly form some sort of partnership or agreement between Pleasant Bent Tours and GVSCC Regional Tourism. Someone else suggested we should also reach out to Experience Tours in Tubac, a company that specializes in day trips in the southern part of the region.
- Discussed holding a meeting with our Regional Partners, Tubas Golf Resort, Tubac Chamber, the Presidio and the Nogales Chamber prior to our Jan 5th meeting to discuss how to formulate an Az19 Tourism Council, responsibilities, governance and other roles of the Council for a Regional marketing campaign.
- Kathleen shared a multiple page grant informational brochure from USDA. USDA has several grants available during the submission timeframe. The grant cycle opens in April and awards are usually presented in August or September. Kathleen will have reached out to Jeff Hays with questions and requesting he be a presenter at our January meeting.
- Kathleen shared a promotion materials budget which included both print (material information presented by Southwest Solutions) and non-print materials. The proposal also included Website Development and year one maintenance fees. A copy of the budget is attached for your convenience.

Reviewed funding opportunities available through USDA, VISIT Tucson and AOT •

- Discussed starting to work on developing content for the AOT Rural Cooperative Marketing campaign. Kathleen to reach out to AOT, set up a meeting with Community Marketing Manager or request a representative from AOT attend one of our meetings.
- A committee member submitted a list of possible income opportunities for the taskforce.

Grants

1. Visit Tucson
2. Desert Diamond
3. GVR/GVC
4. San Javier Mission
5. Pima County
6. Freeport
7. AOT Contest

Donations

1. Desert Diamond
2. GVR/GVC
3. Rio Rico Growers
4. Golf Courses
5. Town of Sahuarita
6. ASARCO
7. Pima Air & Space

- Action items Included:
- Meet with GVSC Foundation to discuss being a fiscal agent for grant through 501c3 organizations
- Request the following people come to our meeting and provide information for special funding:
- Contact Jeff Hays, Program Director USDA rural Development
- Judith Ripple Grant Writing consultant to discuss funding opportunities for 501c6 organizations
- Contact Representative from AOT to discussion Rural Marketing campaign

Next Meeting 1-4 pm, January 5, 2018, GVSCC Chamber of Commerce Conference Room

Green Valley Sahuarita Chamber of Commerce (GVSCC)

Schedule of Events As posted on GVSCC Calendar January 10, 2018



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Chamber of Commerce & Visitor Center

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JAN
16
Tue

Economic Development Committee Meeting @ Chamber Conference Room
Jan 16 @ 5:00 pm – 6:00 pm

JAN
20
Sat

Taste of the Valley Business Expo @ Desert Diamond Casino Pima Mine Road
Jan 20 @ 10:00 am – 2:00 pm

Can't miss event!!!

JAN
23
Tue

Chamber Board of Directors Meeting @ Chamber Conference room
Jan 23 @ 7:00 pm – 8:30 pm

JAN
24
Wed

Publicity and Advertising Committee Meeting @ Chamber Conference Room
Jan 24 @ 2:00 pm – 3:00 pm

FEB
9
Fri

Digital Marketing Demystified @ La Villita Rm Club Rancho Sahuarita
Feb 9 @ 7:00 am – 9:00 am

FEB
13
Tue

Special Events Committee @ GVSCC Conference Room
Feb 13 @ 5:00 pm – 6:00 pm

FEB
20
Tue

Economic Development Committee Meeting @ Chamber Conference Room
Feb 20 @ 5:00 pm – 6:00 pm

FEB
22
Thu

February Mixer @ Country Club of Green Valley
Feb 22 @ 5:00 pm – 7:00 pm

FEB
27
Tue

Chamber Board of Directors Meeting @ Chamber Conference room
Feb 27 @ 7:00 pm – 8:30 pm

FEB
28
Wed

Publicity and Advertising Committee Meeting @ Chamber Conference Room
Feb 28 @ 2:00 pm – 3:00 pm

MAR
13
Tue

Government Relations Committee @ Chamber Conference Room
Mar 13 @ 7:30 am – 9:00 am

Special Events Committee @ GVSCC Conference Room
Mar 13 @ 5:00 pm – 6:00 pm

MAR
17
Sat

AZ 19 Car Show @ Walden Grove High School
Mar 17 @ 9:00 am – 2:00 pm

MAR
20
Tue

Economic Development Committee Meeting @ Chamber Conference Room
Mar 20 @ 5:00 pm – 6:00 pm

MAR
28
Wed

Publicity and Advertising Committee Meeting @ Chamber Conference Room
Mar 28 @ 2:00 pm – 3:00 pm

APR
10
Tue

Special Events Committee @ GVSCC Conference Room
Apr 10 @ 5:00 pm – 6:00 pm

APR
17
Tue

Economic Development Committee Meeting @ Chamber Conference Room
Apr 17 @ 5:00 pm – 6:00 pm

APR
25
Wed

Publicity and Advertising Committee Meeting @ Chamber Conference Room
Apr 25 @ 2:00 pm – 3:00 pm

Can't miss event!!!!

APR
26
Thu

GVSCC Annual Membership Dinner @ Desert Diamond Casino Pima Mine Road
Apr 26 @ 4:00 pm – 9:00 pm

Green Valley Sahuarita Chamber of Commerce – EDC Committee Potential Speakers

The Chambers EDC strives to educate Committee members through a variety of speakers to get us up to do date on the various efforts that impact our community. The following is a list of potential speakers and topics that we wish to cover.

1. Local Stakeholders
 - a. ASARCO
 - b. Freeport
 - ~~c. Green Valley Council (Don Weaver speaking in November 2017)~~
 - ~~d. Green Valley Foundation (Michelle Phillips speaking in December 2017)~~
 - e. Green Valley Recreation (Kent Blumenthal rescheduled for 2018)
 - f. Hudbay
 - g. Realtors Association
2. The State of Arizona
 - a. Commerce Authority
 - b. Corporation Commission
 - c. Mexico Commission
 - d. Office of the Governor
 - e. Office of Tourism
 - f. Small Business
3. Pima County
 - a. Board of Supervisors
 - b. Economic Development (Patrick Cavanaugh speaking in January 2018)
 - ~~c. SCORE (David Terrell speaking in October 2017)~~
 - ~~d. Employer Resource Center~~
4. Town of Sahuarita
 - a. Mayor and Council
 - ~~b. Economic Development (Victor Gonzales speaking in August 2017)~~
5. Regional Leadership
 - a. NAFTA Discussion (Guillermo Valencia public meeting sometime in March 2018**)
 - b. Mexican Government
 - c. Nogales Chamber of Commerce EDC
 - d. Hispanic Chamber of Commerce EDC
6. Major Stakeholders
 - a. University of Arizona Tech Park
 - ~~b. University of Arizona Eller School of Business (Cortez Smith UA Eller College Oct 2017)~~
 - c. Pima Community College (Ted Roush speaking May 15, 2018) **

Please email arturo@communitywater.com if you have suggestions for additional stakeholders to consider.

Task List

Responsible Person	Task	Date Assigned	Due Date	Date Completed
Nohl Lyon	Report web page update to board	170221	070228	
Arturo Gabaldon	Mission of EDC presented and approved by Committee	170621	170718	170718
Jessica Schiff	Present SWOT analysis for EDC	170815	170919	170919
Penny	Present EDC Plan for approval by committee	NA	171017	171017
Penny	ERN Focus Group Meeting	171017	171115	171115
Penny	ERN Focus Group Meeting	171017	171207	171207
Penny	ERN Focus Group Meeting	171017	180117	
Penny	ERN Focus Group Meeting	171017	180215	
Arturo	ERN Motion Presented to Chamber Board	171017	180227	
David T	SCORE Public Meeting - Hosted by Chamber	171017	180215	
David T	SCORE Public Meeting - Hosted by Chamber	171115	180315	

Historical Notes:

Project	Update (yymmdd)
Chamber EDC Meeting	<p>170221 – Meeting with 15 members/guest present</p> <p>170418 – No meeting held</p> <p>170621 – Unannounced informal meeting held with six members present. Joe Rinehart and Arturo Gabaldón agree to co-chair EDC meetings. The EDC will now meet every 3rd Tuesday of each month. Mission discussed at the next meeting of the EDC.</p> <p>170718 – Meeting had 18 participants; Mission was adopted, the speaker was Joe Erceg, Chamber CEO, and Kelly Cooper (representing ED Council) update on their respective missions.</p> <p>170815 – Meeting had 15 participants; speaker Victor Gonzales presented how the Town developed strategies for Economic Dev.</p> <p>170919 – Meeting had 17 participants; SWOT evaluated, reported on events.</p> <p>171017 – Meeting had 15 participants, report by SCORE and ERN</p> <p>171115 – Meeting had 14 participants, report by GVC and updates</p> <p>171218 – Meeting had 8 participants, a report by Foundation, discussed market boot camp, and strategic plan development opportunities</p>
Speakers	<p>170818 – Victor Gonzales, Town of Sahuarita August 2017</p> <p>170919 – Jessica Schiff, presented SWOT of committee</p> <p>171017 – Cortez Smith UA Eller, David T (SCORE) and Penny P (ERN)</p> <p>171115 – Don Weaver, GVC</p> <p>171218 - Michelle Phillips, Green Valley Foundation</p> <ul style="list-style-type: none"> • Economic Development (Patrick Cavanaugh talking in January 2018) • Green Valley Recreation Kent Blumenthal
SCORE	<p>171115 – Plan for public outreach presented by David Terrell, Counselor outreach in February and client outreach in March.</p> <p>171218 – Plan for February focus on mentors, and in March focus on businesses</p>
ERN	<p>171017 – Penny Pestle presented ERN Program to the EDC, the program adopted and submitted to Chamber board in October</p> <p>171117 – Penny reported on first scoping meeting 11/15/17</p> <p>171218 – Secured several businesses in the ERN</p>
NAFTA	<p>171117 – Discussed public education opportunities, it was the consensus of the committee to move forward on this for 2018</p> <p>171218 – Announced plan for a public meeting</p>

Historical Completed and/or Parked Projects:

Gas Station on Esperanza	170221 – Rinehart discussed at EDC, looking for a group to evaluate options 170718 – the topic was brought up as a concern no action taken 170815 – Announced that the GV Mall (Villages of GV) was up for sale 171017 – not discussed
Website Addition	170221 – Lyons reported on the web page for tourism. ACTION – Lyon report to board 171017 – not discussed
Rodeo	170221 – Mr. Kempton and Ms. Parker reported on the status of the Rodeo 170621 – The Rodeo Committee disbanded
TOS EDC	170221 – Mr. Gonzalez reported on a \$3 million grant proposal and a small business BMP prize 170718 – Michael Jansen said on grant proposal and growth in the Town of Sahuarita 170815 –Victor Gonzales presented strategies for Economic Dev. 170919 –no action taken