



# Greater Yuma

ECONOMIC DEVELOPMENT CORP

May 2, 2018

Mayor Gerardo Sanchez  
City of San Luis  
P.O. Box 1170  
San Luis AZ 85349

Dear Mayor Sanchez,

Greater Yuma Economic Development Corporation (GYEDC) is very grateful to the City of San Luis for the outstanding partnership we have, and the financial support given to this organization. The City elected leaders and the administration continue to be disciplined stewards for all San Luis residents and visitors. The dedication and diligence demonstrated by all of you is sincerely appreciated.

I am certain you are well into your budget process and I sincerely apologize for the tardiness of my letter. The reason for this however is good. We have been traveling and meeting with industry experts in the Food Processing and Aerospace sectors. I have just returned from these meetings. All meetings went extremely well and we are poised to gain much interest from these industry leaders.

I continue to champion the per capita funding model. As you are aware, budget stability has been a key focus of the GYEDC Governance Committee. The per capita method is widely accepted nationwide and implemented across the State of Arizona as well. The City of Yuma has met their per capita budget requirement and the County has systematically increased their annual budget allocation by \$10,000 per year and will meet their per capita budget requirement in 2019/20.

The City of San Luis currently invests \$40,000 annually in our efforts – for which we are most grateful. On average throughout the State of Arizona, per capita spending by Public EntitieEconomic Development is \$5.32 per person based upon 2000 census population. Currently the City of San Luis per capita requirement is \$63,763, a gap of \$23,763 from the past year investment. I respectfully request the City commit to an annual increase of \$5,000, which would put you on track to meet the per capita requirement in five years time. With this commitment to increase, GYEDC can continue to grow our efforts in attracting and retaining the industries desired by the entire region.

We are grateful to you for your consideration of this request. Please feel free to call or email me with any questions you may have about our programs. We thank you for your partnership and look forward to many more great years together.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Julie Engel', is written over a light blue circular stamp.

Julie Engel  
President/CEO

cc: Maria Cecilia Ramos, Vice Mayor  
Tadeo De La Hoya, City Administrator  
Matias Rosales, Councilmember