

# Economic Development



**Community Development**  
**Senior Center**  
**\$395,944 CDBG**  
**\$200,000 City Match**



# Infrastructure Support

- Rancho Los Oros Phase I \$300,000 CDBG  
\$200,000 City Match
- Phase II Engineering \$40,000
- Build Grant Consultant \$50,000
- CJB-AZ State Land Dept. \$121,000
- CJB-Private Land \$ 226,800





## Business Attraction

- |  |           |
|--|-----------|
| • Mixed Use Commercial Development (Hotel)     | \$369,860 |
| • Infrastructure Development (Retention Basin) | \$130,000 |
| • Incentive Policy                             | \$200,000 |



Small businesses are the backbone of rural communities.





Border Crossings - San Luis, AZ	May 2018	Jun 2018	Jul 2018	Aug 2018	Sep 2018	Oct 2018	Nov 2018	Dec 2018
Buses	18.0	12.0	11.0	20.0	13.0	14.0	18.0	12.0
% Chg from Year Ago	38.46% <span style="color: green;">↑</span>	-25.00% <span style="color: red;">↓</span>	-45.00% <span style="color: red;">↓</span>	53.85% <span style="color: green;">↑</span>	-23.53% <span style="color: red;">↓</span>	-33.33% <span style="color: red;">↓</span>	20.00% <span style="color: green;">↑</span>	33.33% <span style="color: green;">↑</span>
Pedestrians	198,102	179,261	147,681	156,686	167,362	197,599	220,715	253,557
% Chg from Year Ago	-3.61% <span style="color: red;">↓</span>	6.86% <span style="color: green;">↑</span>	-2.71% <span style="color: red;">↓</span>	-6.29% <span style="color: red;">↓</span>	-10.91% <span style="color: red;">↓</span>	-11.07% <span style="color: red;">↓</span>	-11.91% <span style="color: red;">↓</span>	-2.52% <span style="color: red;">↓</span>
Personal Vehicle Passengers	499,962	472,177	487,903	475,705	469,964	501,309	445,468	459,720
% Chg from Year Ago	4.39% <span style="color: green;">↑</span>	1.35% <span style="color: green;">↑</span>	-0.09% <span style="color: red;">↓</span>	1.65% <span style="color: green;">↑</span>	2.04% <span style="color: green;">↑</span>	-1.79% <span style="color: red;">↓</span>	-13.13% <span style="color: red;">↓</span>	-12.70% <span style="color: red;">↓</span>
Personal Vehicles	277,206	266,230	268,234	269,948	263,898	279,305	248,285	254,984
% Chg from Year Ago	3.48% <span style="color: green;">↑</span>	3.86% <span style="color: green;">↑</span>	2.45% <span style="color: green;">↑</span>	3.62% <span style="color: green;">↑</span>	2.79% <span style="color: green;">↑</span>	-1.75% <span style="color: red;">↓</span>	-13.24% <span style="color: red;">↓</span>	-12.32% <span style="color: red;">↓</span>
Trucks	2,147	1,985	1,799	1,987	1,915	2,134	2,337	2,378
% Chg from Year Ago	-23.16% <span style="color: red;">↓</span>	-9.94% <span style="color: red;">↓</span>	-10.41% <span style="color: red;">↓</span>	3.71% <span style="color: green;">↑</span>	3.12% <span style="color: green;">↑</span>	-0.93% <span style="color: red;">↓</span>	5.32% <span style="color: green;">↑</span>	0.30% <span style="color: green;">↑</span>

Source: Research and Innovative Technology Administration, Bureau of Transportation Statistics, U.S. Dept. of Transportation

Border Crossings - San Luis, AZ	2011	2012	2013	2014	2015	2016	2017	2018
Buses	16.0	13.0	16.0	36.0	70.0	117.0	228.0	169.0
% Chg from Year Ago	-46.67% <span style="color:red">↓</span>	-18.75% <span style="color:red">↓</span>	23.08% <span style="color:green">↑</span>	125.00% <span style="color:green">↑</span>	94.44% <span style="color:green">↑</span>	67.14% <span style="color:green">↑</span>	94.87% <span style="color:green">↑</span>	-25.88% <span style="color:red">↓</span>
Pedestrians	2,762,696	2,497,321	2,315,369	2,287,955	2,351,506	2,583,851	2,645,119	2,640,907
% Chg from Year Ago	13.22% <span style="color:green">↑</span>	-9.61% <span style="color:red">↓</span>	-7.29% <span style="color:red">↓</span>	-1.18% <span style="color:red">↓</span>	2.78% <span style="color:green">↑</span>	9.88% <span style="color:green">↑</span>	2.37% <span style="color:green">↑</span>	-0.16% <span style="color:red">↓</span>
Personal Vehicle Passengers	3,941,304	4,575,051	5,088,810	5,536,747	5,575,238	5,462,649	5,752,538	5,854,901
% Chg from Year Ago	2.09% <span style="color:green">↑</span>	16.08% <span style="color:green">↑</span>	11.23% <span style="color:green">↑</span>	8.80% <span style="color:green">↑</span>	0.70% <span style="color:green">↑</span>	-2.02% <span style="color:red">↓</span>	5.31% <span style="color:green">↑</span>	1.78% <span style="color:green">↑</span>
Personal Vehicles	2,171,396	2,689,727	2,948,504	3,028,042	3,106,744	3,062,196	3,212,702	3,257,990
% Chg from Year Ago	6.80% <span style="color:green">↑</span>	23.87% <span style="color:green">↑</span>	9.62% <span style="color:green">↑</span>	2.70% <span style="color:green">↑</span>	2.60% <span style="color:green">↑</span>	-1.43% <span style="color:red">↓</span>	4.91% <span style="color:green">↑</span>	1.41% <span style="color:green">↑</span>
Trucks	34,190	34,891	33,402	31,968	33,712	31,338	31,940	28,211
% Chg from Year Ago	-7.85% <span style="color:red">↓</span>	2.05% <span style="color:green">↑</span>	-4.27% <span style="color:red">↓</span>	-4.29% <span style="color:red">↓</span>	5.46% <span style="color:green">↑</span>	-7.04% <span style="color:red">↓</span>	1.92% <span style="color:green">↑</span>	-11.68% <span style="color:red">↓</span>

Source: Research and Innovative Technology Administration, Bureau of Transportation Statistics, U.S. Dept. of Transportation

The graphic features the words "SALES TAX" in large, bold letters. "SALES" is in red, and "TAX" is in green. Each letter is supported by a stack of silver coins. The stacks increase in height from left to right, with the tallest stack under the letter 'X'.

	<b>Fiscal Quarter 1, 2016</b>	<b>Fiscal Quarter 2, 2016</b>	<b>Fiscal Quarter 3, 2016</b>	<b>Fiscal Quarter 4, 2016</b>	<b>Fiscal Year 2016</b>
	\$ 1,741,598.34	\$ 1,942,465.66	\$ 1,949,166.33	\$ 1,875,129.10	\$ 7,508,359.43
	<b>Fiscal Quarter 1, 2017</b>	<b>Fiscal Quarter 2, 2017</b>	<b>Fiscal Quarter 3, 2017</b>	<b>Fiscal Quarter 4, 2017</b>	<b>Fiscal Year 2017</b>
	\$ 1,812,096.95	\$ 1,870,274.84	\$ 2,064,751.08	\$ 1,947,443.12	\$ 7,694,565.99
% change from Year Ago	4.0% ↑	3.7% ↓	5.9% ↑	3.8% ↑	2.4% ↑
	<b>Fiscal Quarter 1, 2018</b>	<b>Fiscal Quarter 2, 2018</b>	<b>Fiscal Quarter 3, 2018</b>	<b>Fiscal Quarter 4, 2018</b>	<b>Fiscal Year 2018</b>
	\$ 2,050,976.51	\$ 2,092,880.35	\$ 2,075,748.09	\$ 2,769,878.28	\$ 8,989,483.23
% change from Year Ago	13.1% ↑	11.9% ↑	0.5% ↑	42.2% ↑	16.8% ↑
	<b>First Quarter 1, 2019</b>	<b>Fiscal Quarter 2, 2019</b>			
	2,179,717.84	2,299,032.59			
% change from Year Ago	6.2% ↑	9.8% ↑			



## Downtown Stores

- New Men
- Payless Shoe Store
- Linda Fashion
- La Moda Fashion
- Del Sol Building





## Downtown Redevelopment

- Designation of District      FY 2019-2020      \$75,000
- Develop Master Plan      FY 2020-2021      \$75,000
- Phase I      FY 2021-2022
- Phase II      FY 2022-2023

“We shape our dwellings and afterwards our dwellings shape us”  
Winston Churchill.

**Patience**

**Performance**

**Persistence**

**Excel**

**SUCCESS**

**Determination**

**Discipline**

**Risks**

**Attitude**

**Hard work**

**Failures**

