

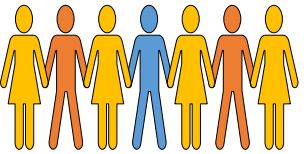


# Economic Development

**Jenny Torres**  
**Economic Development Manager**

# San Luis Demographic Statistics

## Population Projections



2019  
37,990

2020  
39,390

2027  
49,830

Labor Force  
5,732

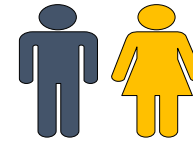
Employment  
5,467

Unemployment  
264

Unemployment Rate  
4.6%



76%  
College going rate



Median Age  
28



Median Household Income  
\$37,800

## New Dwelling Units

2018  
193

2019  
340

## Single Family Homes

2018  
258

2019  
314

# Transaction Privilege Taxes

## Sales Tax Revenue-San Luis

	Fiscal Quarter 1, 2018	Fiscal Quarter 2, 2018	Fiscal Quarter 3, 2018	Fiscal Quarter 4, 2018	Fiscal Year 2018
	\$ 2,050,976.51	\$ 2,092,880.35	\$ 2,075,748.09	\$ 2,769,878.28	\$ 8,989,483.23
	Fiscal Quarter 1, 2019	Fiscal Quarter 2, 2019	Fiscal Quarter 3, 2019	Fiscal Quarter 4, 2019	Fiscal Year 2019
	2,179,717.84	2,299,032.59	2,600,487.24	2,641,491.50	\$ 9,720,729.17
% change from Year Ago	6.3%	9.9%	25.3%	-4.6%	8.1%

## Sales Tax Without Construction Taxes-San Luis

	Fiscal Quarter 1, 2018	Fiscal Quarter 2, 2018	Fiscal Quarter 3, 2018	Fiscal Quarter 4, 2018	Fiscal Year 2018
	\$ 1,694,069.25	\$ 1,905,099.47	\$ 1,815,371.56	\$ 1,771,368.51	\$ 7,185,908.79
	Fiscal Quarter 1, 2019	Fiscal Quarter 2, 2019	Fiscal Quarter 3, 2019	Fiscal Quarter 4, 2019	Fiscal Year 2019
	1,815,121.97	1,964,182.23	2,010,347.79	1,891,647.46	\$ 7,681,299.45
% change from Year Ago	7.1%	3.1%	10.7%	6.8%	6.9%

# Business Retail Growth

Downtown  
2% to 24%

Retail Sales Tax  
2018    2019  
\$5.3m    \$5.1m  
-3.9%

Shopping  
Center  
-4% to -25%



# Monthly Border Crossing Statistics

Border Crossings - San Luis, AZ	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019
Buses	1.0	7.0	5.0	6.0	8.0	5.0	2.0	1.0
% Chg from Year Ago	-94.44% ↓	-41.67% ↓	-54.55% ↓	-70.00% ↓	-38.46% ↓	-64.29% ↓	-88.89% ↓	-91.67% ↓
Pedestrians	186,061	175,687	163,209	164,893	190,186	224,689	271,689	263,862
% Chg from Year Ago	-6.08% ↓	-1.99% ↓	10.51% ↑	5.24% ↑	13.64% ↑	13.71% ↑	23.09% ↑	4.06% ↑
Personal Vehicle Passengers	424,739	401,506	406,343	425,658	401,766	412,274	416,541	441,982
% Chg from Year Ago	-15.05% ↓	-14.97% ↓	-16.72% ↓	-10.52% ↓	-14.51% ↓	-17.76% ↓	-6.49% ↓	-3.86% ↓
Personal Vehicles	234,680	218,228	221,231	234,824	224,540	238,357	235,635	247,148
% Chg from Year Ago	-15.34% ↓	-18.03% ↓	-17.52% ↓	-13.01% ↓	-14.91% ↓	-14.66% ↓	-5.09% ↓	-3.07% ↓
Trucks	2,707	2,463	2,564	2,575	2,536	2,995	3,062	3,448
% Chg from Year Ago	26.08% ↑	24.08% ↑	42.52% ↑	29.59% ↑	32.43% ↑	40.35% ↑	31.02% ↑	45.00% ↑

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

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# Annual Border Crossing Statistics

Border Crossings - San Luis, AZ	2011	2012	2013	2014	2015	2016	2017	2018	2019
Buses	16.0	13.0	16.0	36.0	70.0	117.0	228.0	169.0	<u>82</u>
% Chg from Year Ago	-46.67% ↓	-18.75% ↓	23.08% ↑	125.00% ↑	94.44% ↑	67.14% ↑	94.87% ↑	-25.88% ↓	-51% ↓
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	<u>2,648,577</u>
% Chg from Year Ago	13.22% ↑	-9.61% ↓	-7.29% ↓	-1.18% ↓	2.78% ↑	9.88% ↑	2.37% ↑	-0.16% ↓	0.3% ↑
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	<u>5,069,868</u>
% Chg from Year Ago	2.09% ↑	16.08% ↑	11.23% ↑	8.80% ↑	0.70% ↑	-2.02% ↓	5.31% ↑	1.78% ↑	-13% ↓
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	<u>2,833,220</u>
% Chg from Year Ago	6.80% ↑	23.87% ↑	9.62% ↑	2.70% ↑	2.60% ↑	-1.43% ↓	4.91% ↑	1.41% ↑	-13% ↓
Trucks	34,190	34,891	33,402	31,968	33,712	31,338	31,940	28,211	<u>36,885</u>
% Chg from Year Ago	-7.85% ↓	2.05% ↑	-4.27% ↓	-4.29% ↓	5.46% ↑	-7.04% ↓	1.92% ↑	-11.68% ↓	31% ↑

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

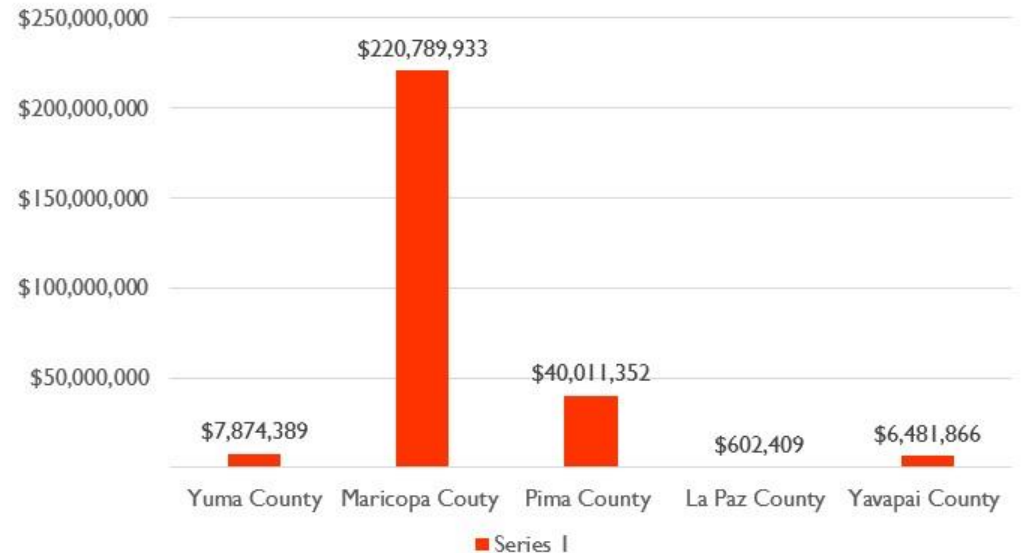
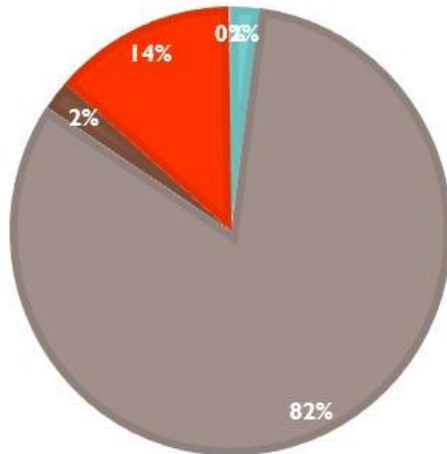
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# Gross Domestic Product

## GDP

■ Yuma County ■ Maricopa County ■ Yavapai County  
■ Pima County ■ La Paz County



# Job Growth Projections

## METRO SPIN

**165,691 JOBS**

Projected to be added in the next 2 years

**84.7%**

Of job growth accounts from the Greater Phoenix area



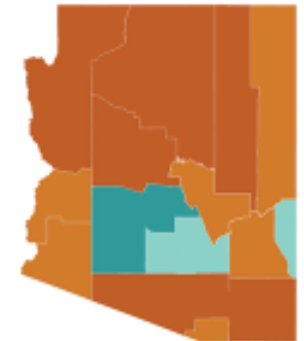
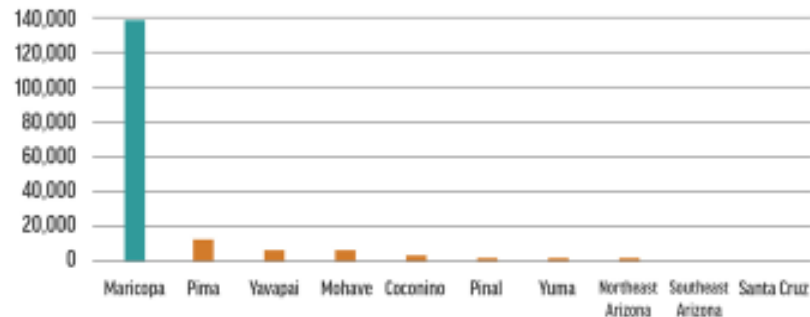
**#2** in the U.S. for job growth  
(Bureau of Labor Statistics)

**#4** fastest growing state in the U.S.  
(U.S. Census Bureau)

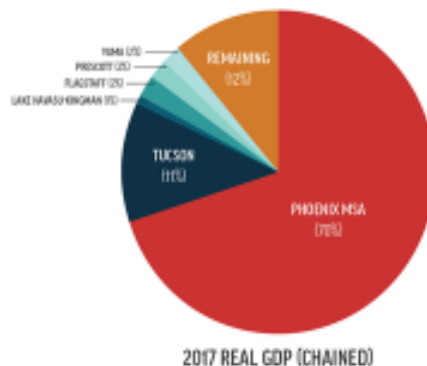
**#3** in GDP growth in the U.S.  
(Bureau of Labor Statistics)

## RURAL REALITY

JOBS ADDED BY REGION



■ Loss of 250 Businesses or More  
■ Increase of 250 Businesses or More  
■ Loss of 1 to 249 Businesses  
■ Stable or Increase of 1 to 249 Businesses



**78 JOBS / PER MONTH**  
Yuma job growth through 2020

**190 JOBS / PER DAY**  
Maricopa job growth through 2020

**<30%**  
Rural Real GDP

**70.2%**  
Greater Phoenix Real GDP


**LOCAL FIRST ARIZONA**  
 FOUNDATION  
 Rural Development Council


**Greater Yuma**  
 ECONOMIC DEVELOPMENT CORP

# Economic Stability



Rural  
Communities  
offer many  
opportunities,  
but we also face  
unique  
challenges

# Industrial Investment



Natural Gas  
Broadband  
Rail

Incentive  
Policy

# Commercial Investment

Redevelopment  
Master Plan  
\$80,000

- Establish Redevelopment District
- Develop Master Plan
- Establish New Policies
- Establish Entertainment District
- Grants-
  - Transportation
  - Place Making
  - Brownfields
- Revolving Loan
- Store Front Initiative



Commercial  
Development  
\$500,000

Marketing

Business  
Retention and  
Expansion  
Program

Business  
Training  
\$5,000

# Infrastructure Investment

## BUILD Grant

### Cesar Chavez Widening

## CDBG SSP Grant

### Rancho Los Oros Phase II

State Land	\$400,000
Private	\$200,000
Grant Consultant	\$50,000

CDBG Grant	\$500,000
City Match	\$207,000
Mesa Street Design	\$35,000



# Road to Recovery



**“Forget all the reasons why it won’t work  
and believe the one reason why it will”**

**“Crisis provides opportunities  
for those that are prepared”**

**“The road to recovery is to stimulate  
small business and innovation”**

PHOTO: THINKSTOCK