

San Luis Economic Development Commission



**ECONOMIC
DEVELOPMENT**
CITY OF SAN LUIS, ARIZONA

October 1st, 2025

ADOPTED SEPTEMBER 2025
Prepared by Designing Local, Ltd.

CITY OF SAN LUIS

EL CORAZÓN DE SAN LUIS

Historic Preservation & Public Art Plan



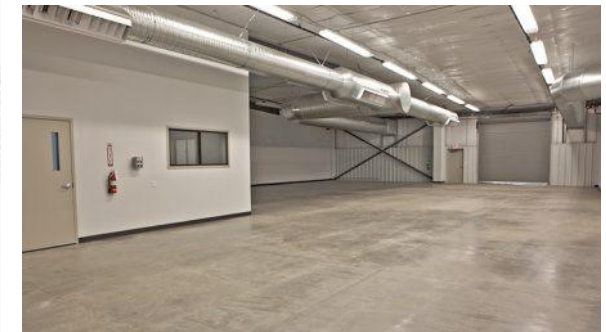


CITY OF
SAN LUIS
A R I Z O N A

PROPOSAL TO EVALUATE AND ENHANCE
THE CITY OF SAN LUIS BUSINESS
INCUBATOR PROGRAM

JANUARY 2025

San Luis Business Incubator



An opportunity to start, grow and expand your business in San Luis!

The City of San Luis Business Incubator



- 20,000SF Facility
- Seven Suites Ranging from 1,430SF to 4,237SF
- Located inside the San Luis Industrial Park

Business Incubator Program

Basic Services include:

- Annual or 3-Year Lease Options
- Water & Sewer Inclusive
- High Speed Internet Service
- Video Conference/Training Room
- On-Site Training Programs
- Paved Parking Lot
- Management Assistance
- Exposure to Critical and Technical Support Services
- Building Receptionist
- Network Opportunities



The Team



Armando Esparza
*Director of Economic Development
and Government and Foreign Affairs*



Yigal Duarte
Economic Development Assistant



Rogelio Martinez
Administrative Coordinator



Humberto Arcos
Grants Coordinator

Tenants

JVR TRADE LLC



Past Tenants



Candidate Evaluations

Qualifying applicants are evaluated on the following key criteria:

- Potential for growth and job creation
- Hiring of San Luis residents
- Need for services of the Business Incubator program
- Viability of the business and potential for success
- Resources available for the business
- Market for the business
- Compatibility of the business to the Incubator program and facility

Minimum Qualifications

- New or Expanding Business
- Potential for Expansion or Growth
- Job Creation using Industry Standard
 - 1 Employee per 1,000SF of Warehouse/Distribution
 - 1 Employee per 400SF of Manufacturing
 - 1 Employee per 200SF of Office Space
- Business and Staffing Plan
- Pass a background check


Questions ?

Economic Development Upcoming Projects



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April 16th, 2025



City of San Luis Public Art Policy & Selection Framework

Building a Vibrant, Community-Driven Arts Program

Introduction

PURPOSE: ESTABLISH A FRAMEWORK FOR A PUBLIC ART PROGRAM



GOALS: ENRICH QUALITY OF LIFE, CELEBRATE COMMUNITY IDENTITY, AND SUPPORT ECONOMIC DEVELOPMENT



MODEL: HYBRID APPROACH INFORMED BY PEORIA, AVONDALE, GOODYEAR, GILBERT

Governance Structure

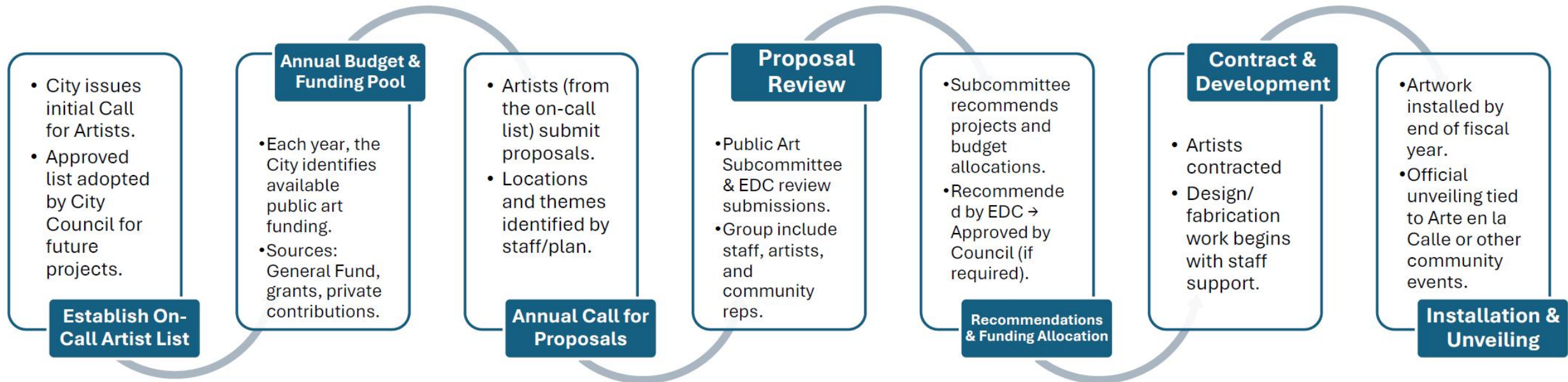
Oversight: Economic Development Commission (EDC)

Public Art Subcommittee: Includes EDC members, artists, educators, community reps

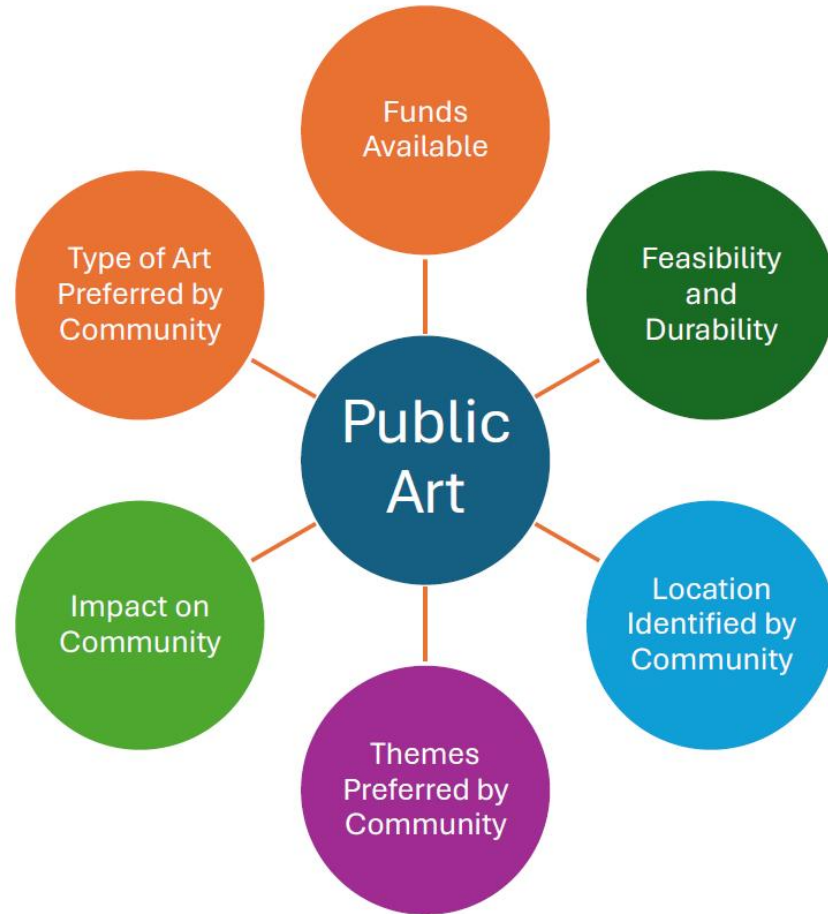
Staff Support: City staff manage logistics, contracts, and installations

Approval Path: City of San Luis Staff → EDC → Subcommittee → EDC → City Council → City of San Luis Staff

Public Art Development Process



Public Art Development Process



Community input: From the Designing Local engagement report and ongoing feedback, ensuring art reflects community.

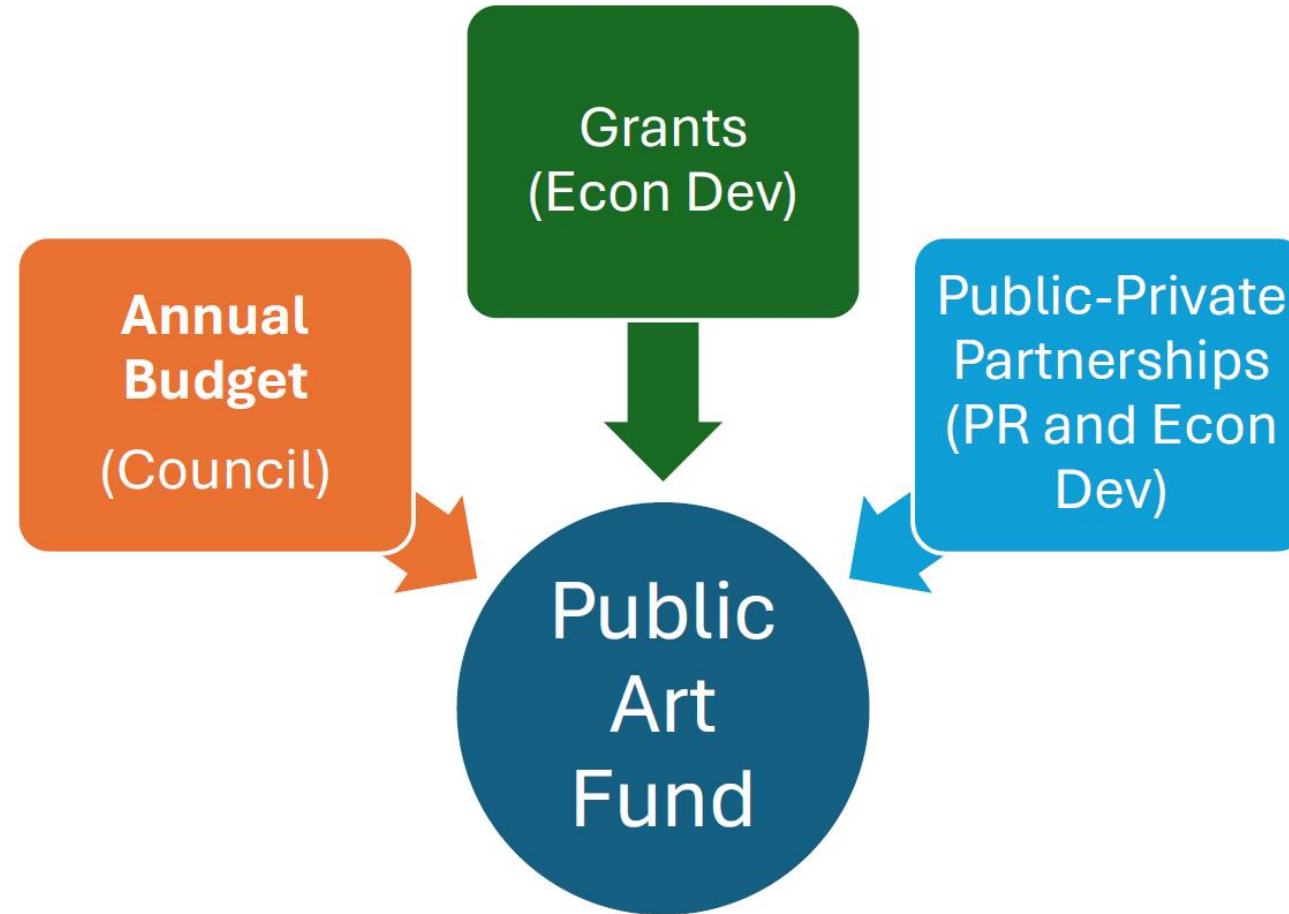


Technical considerations: Staff expertise on feasibility, durability, and location appropriateness.



Funding alignment: Making sure the project fits within available budgets and funding sources

Public Art Development Process



BUSINESS RETENTION & EXPANSION

The main goals of business retention are to provide assistance with issues that could force a company to fail or close, and to prevent companies from relocating to a new community. The main goal of business expansion is to help businesses grow!



BUSINESS RETENTION & EXPANSION

A successful business retention and expansion program retains existing businesses, creates a supportive environment for growth, attracts new investment, and ultimately fosters economic development within the region.



Core Elements of a BRE

Intelligence/Data

Gathering industry knowledge, discovering trends and identifying challenges/opportunities via visits, business walks and surveys.

Relationship Building

Creating opportunities for engagement via networking events, focus groups and social media.

Customer Service

Responding quickly to address issues with a team of partners within the City and via community organizations, such as non-profits, business groups, educators, etc.

BRE Management

Developing goals and systems for accountability.

Reporting/CRM

Tracking interactions and storing market/industry intelligence.



Defining Success

It all starts with WHO to target and WHY we are targeting them. We do this to:

- Identify opportunities and threats to our business community
- Support growth of quality jobs
- Connect businesses with workforce solutions
- Seek realistic ways to minimize obstacles to success
- Build trust with our business community



Measuring Success

Tracking Wage Changes

Monitoring increases/decreases helps tell a story about industry trends. Is it signaling labor tightness/weakness? Are skills required for jobs changing?

Monitoring Job Creation

Tracking new positions added by existing businesses highlights successes and helps tell an economic development story beyond retention.

Counting Expansions/Retentions

The majority of job growth in a community comes from its existing businesses. Measuring the number of businesses growing operations or deciding to stay rooted in a community showcases this economic impact.

Keeping Pulse on Economic Outlook

Gathering feedback on business confidence and industry trends provides early warning signs about risks and opportunities that shape business decisions.



KEY TAKEAWAYS



BRE IS NOT ONE SIZE FITS ALL

Every community is unique. Urban, rural and tribal areas each require tailored strategies that reflect local industries, workforce and resources.



KNOW YOUR GOALS AND PREPARE

Clarity of purpose drives effective outreach. Before meeting with businesses, understand what you want to learn, what support you can offer, and how the information will be used. Preparation sets the tone for meaningful conversations.



RELATIONSHIPS CRUMBLE WITHOUT FOLLOW-THROUGH

Trust is built on action. Honoring commitments and providing timely responses ensures businesses see value in the relationship. Without follow-up, even good visits lose impact.



Open Discussion



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