

ECONOMIC DEVELOPMENT DEPARTMENT

Budget Retreat 2026



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

EDA Grant: USHWY 95 Water and Sewer Line Expansion (FY 2026 Carryover)

Purpose: Expands water and sewer capacity along US Hwy 95 to support industrial growth, site readiness, and large-scale economic development projects.

Cost Estimate:

Grant: \$1,277,920 / Match \$455,480



CDBG RA - Merrill Avenue Street Improvements Phase II (Carryover)

Purpose: Continues phased infrastructure improvements to support neighborhood stability, property values, and reinvestment.

Cost Estimate:

Grant: \$233,320 / Match \$327,540



CDBG SSP – Los Oros Street Improvements Phase III (Los Valles St, Los Portales St, El Chamizal St)

Purpose: Completes infrastructure improvements in established neighborhoods to support connectivity, safety, and long-term redevelopment potential.

Cost Estimate:

Grant: \$466,640/ Match \$271,060

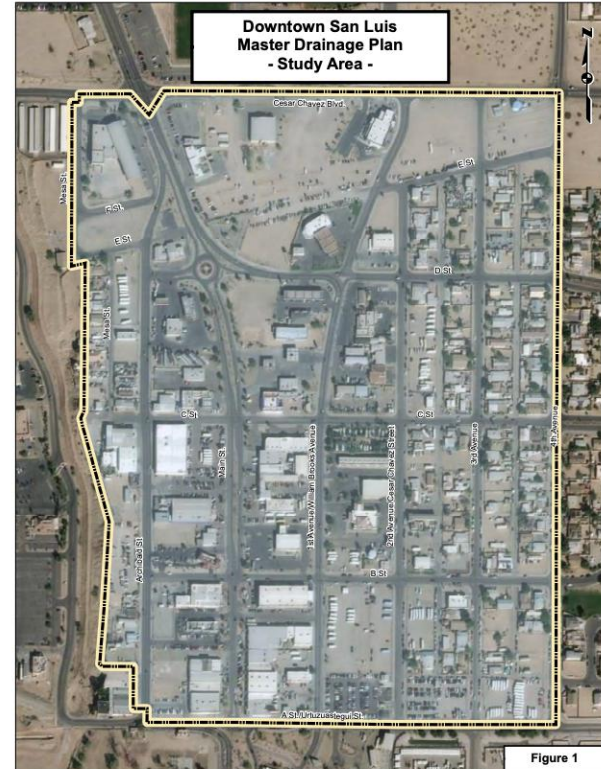


NADBank CAP – Downtown San Luis Master Drainage Infrastructure

Purpose: Addresses critical drainage constraints in downtown, enabling future redevelopment, reducing flood risk, and making sites development-ready.

Cost Estimate: \$1,427,000

Grant: \$750,000 / Match \$677,000

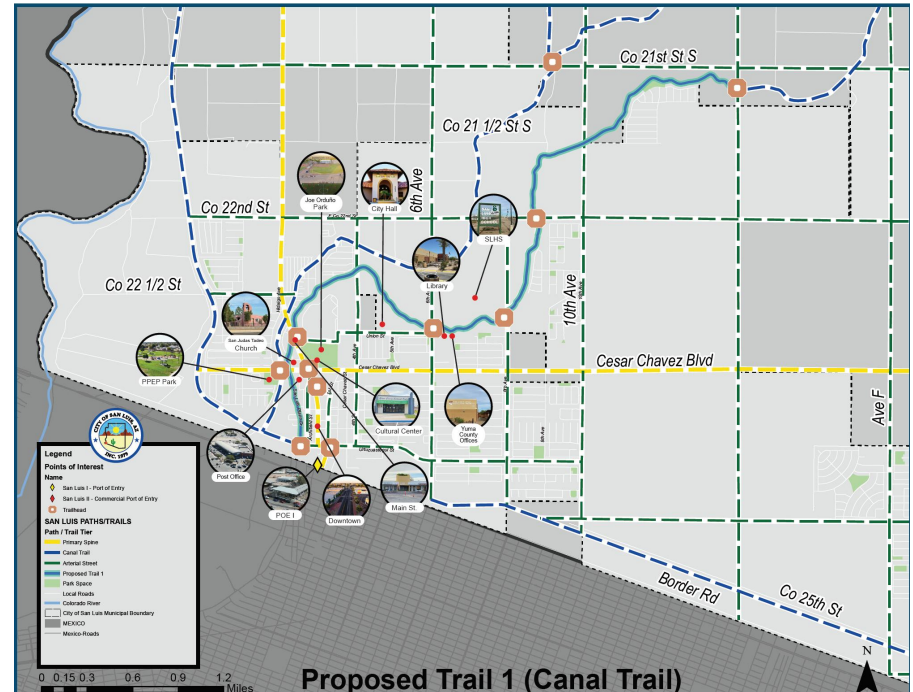


ADOT TAP Grant – East Main Canal Shared-Use Path

Purpose: Funds scoping of a shared-use path along the East Main Canal, improving pedestrian and bicycle connectivity between neighborhoods, schools, and key destinations while supporting safe transportation.

Cost Estimate: \$500,000

Grant: \$471,500 / Match \$28,500



Cesar Chavez Blvd Commercial Land Development – State Land Auction Preparation Study (Carryover)

Purpose: Funds due diligence, market analysis, and auction preparation to ensure successful disposition of State Land for high-quality commercial development.

Cost: \$28,000

Potential Future State Perspective Rendering (Mid-Sized Retail Mix Option)



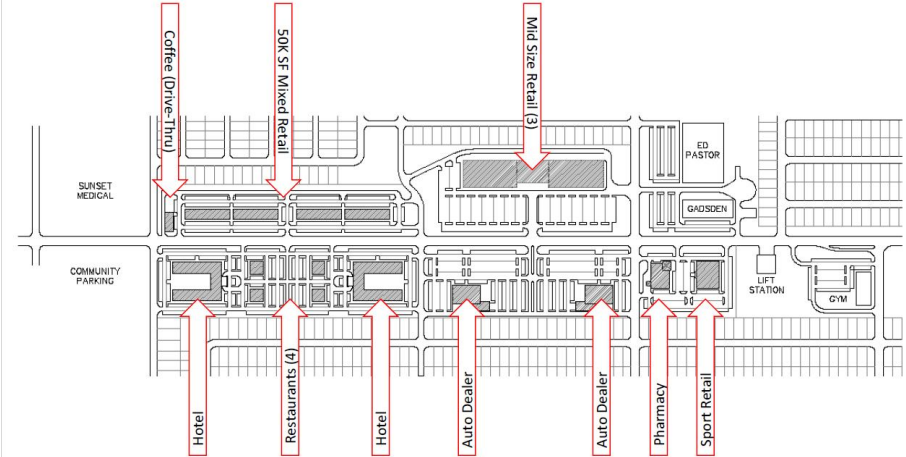
Cesar Chavez Blvd Commercial State Land Purchase

- **Purpose:** The City to purchase and reposition state land as a strategic economic asset, enabling the City to generate revenue through commercial development, land sales, and increased sales tax. This investment transforms currently non-performing land into a long-term driver of private investment and municipal revenue growth.

Cost: \$120K-\$150K per acre

Site Fit Study (Mid-Sized Retail Mix Option)

Site Fit Analysis



Public Art Program

Purpose: Implements localized placemaking efforts through public art installations to enhance the visual identity of San Luis, support downtown activation, and complement grant-funded projects.

Programs Funded:

City Contribution: \$30,000

T-Mobile Hometown Grant (Requested):
\$50,000

GM on Main Street Grant (Requested):
\$60,000



Historic Preservation & Cultural Revitalization

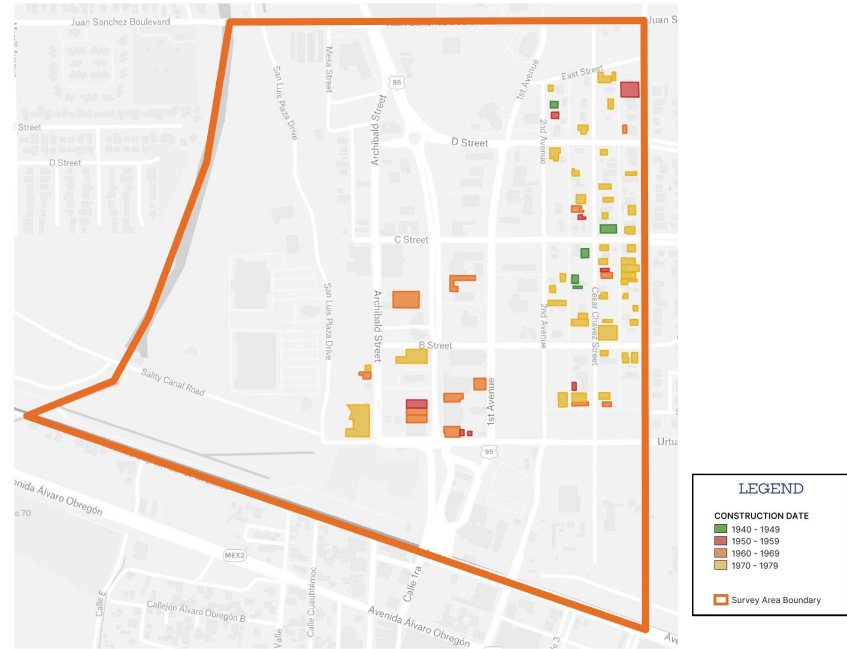
Purpose: Supports the preservation and activation of historic and cultural assets in San Luis, strengthening community identity while leveraging state and partner funding to drive downtown revitalization.

Programs Funded:

Campesinos Sin Fronteras – Nuestra Herencia Grant – \$36,000

Historic Preservation Heritage Fund Grant – \$90,000

Includes \$54,000 State Grant with \$36,000 City Match



Small Business Development Programs

Purpose: Provides direct support to local entrepreneurs and small businesses through technical assistance, training, and cohort-based programming to increase business formation, sustainability, and local job creation.

Programs Funded:

Small Business Development Center (SBDC) – \$16,000

Fuerza Local Cohort Program (Cohort 3) – \$5,000



Data & Business Intelligence – Placer.ai

Purpose: Provides real-time consumer analytics, trade area data, and retail leakage insights to support business recruitment, site selection, and data-driven decision-making.

Programs Funded:

Placer.ai Location Analytics Platform (1-Year Subscription) - \$20,000



Economic Development Strategic Plan

Purpose

- The Economic Development Department requests City Council to consider funding a Strategic Plan to establish a clear roadmap to guide business attraction, retention, and downtown revitalization
 - Align land use, infrastructure, and economic development priorities
 - Position San Luis to compete for investment, grants, and quality development

Funding Request

- **\$100,000 total** (Split over two fiscal years)

Why This Matters

- **Critical growth window:** POE expansion, Cesar Chavez Blvd, and other developments are reshaping the city now
- **Maximize revenue capture:** Reduce retail leakage and increase local sales tax generation
- **Proactive vs. reactive:** Ensure coordinated, strategic growth instead of fragmented development decisions

Questions or Comments?



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