



Pima County Industrial Development Authority

c/o Community Investment Corporation

2033 East Grant Road

Tucson, AZ 85719

VIA EMAIL

February 17, 2026

Jennifer Allen, Chair

Andrés Cano

Steve Christy

Matt Heinz

Rex Scott

Pima County Board of Supervisors

County Administration Building

33 North Stone Avenue, 11th Floor

Tucson, Arizona 85701

COB_mail@pima.gov

Re: The Industrial Development Authority of the County of Pima – Appointment of Member

Dear Chair and Members of the Board:

The Industrial Development Authority of the County of Pima currently has a board vacancy, due to the resignation of Jeff Singleton on December 5, 2025.

As the Board President of the Industrial Development Authority of the County of Pima (“Pima IDA”), I am respectfully requesting that the Pima County Board of Supervisors consider appointing Patrick DeConcini for the remainder of Mr. Singleton’s term, to run until September 5, 2028. The Pima IDA Board moved to support the nomination at their meeting on February 13, 2026.

Mr. DeConcini has over 35 years of diverse leadership in law, Arizona National Guard, education, congressional affairs, homeland security, technology development, defense contracting, commercial real estate, military aviation, intelligence and cyber security operations and policy. He is currently the Managing Partner for 4-D Properties, LLP and is responsible for the development of commercial real estate assets, a role that will strongly support the economic development mission of the IDA.

In addition to the valuable service he will offer as an IDA Board Member, we are confident that his expertise will bring significant insight and support to each of our three affiliate

organizations: Community Investment Corporation, Family Housing Resources, and Southern Arizona Land Trust.

We appreciate consideration of this matter being placed on the Board of Supervisors' Meeting for March 3, 2026. I have enclosed the resume and additional information on Mr. DeConcini for consideration.

Sincerely,

THE INDUSTRIAL DEVELOPMENT
AUTHORITY OF THE COUNTY OF PIMA

/S/

Diane G. Quihuis, President

Enclosures

cc: Melissa Manriquez, Clerk (with enclosure)
Bobby Yu, Esq., Counsel to the Board
Jan Leshner, Pima County Administrator
Heath Vescovi-Chiordi, Director of Economic Development
Frank Dillon, Deputy Director of Economic Development
Patrick Griffin, Esq., Miller, Pitt, Feldman & McAnally
Meghan Heddings, Executive Director for the Pima IDA

PATRICK DECONCINI, COL (Ret)

CAREER SUMMARY

Over thirty-five years of diverse leadership in law, Arizona National Guard, education, congressional affairs, homeland security, technology development, defense contracting, commercial real estate, military aviation, intelligence and cyber security operations and policy. DOJ Trial Attorney, company President & Chief Operating Officer, extensive experience working with the Departments of Homeland Security and Justice, state and local law enforcement and emergency management agencies. Served as Air National Guard Commander, Command Chief of Staff and F-16/F-22 Pilot with two combat tours and 9/11 “alert scramble” mission over Washington D.C.

BUSINESS EXPERIENCE

- 4-D Properties, LLP – Managing Partner** (Tucson, Arizona) *April 2018-Present*
Oversee and manage all company operations and personnel. Responsible for development of commercial real estate assets, including sale of existing assets and purchase of new properties. Analyze new development opportunities, manage current assets, assess market risks, develop and implement new strategies to preserve longevity of real estate asset base. Ensure compliance with legal and regulatory requirements and provide guidance and recommendations to Board of Directors.
- 4-D Properties, LLP – Director of Operations** (Tucson, Arizona) *June 2016-March 2018*
Responsible for overseeing all company commercial real estate assets, daily operations and maximizing revenue generation.
- DeConcini & Associates, LLC – Principal** (Hampton, Virginia) *March 2013-May 2016*
Strategic business consultant to and minority shareholder in emerging technology companies. Provided guidance and direction on product development, placement, value propositions, marketing, partner selection, pricing, IP protection, distribution channels and strategies and mergers and acquisitions. Developed long-term business strategies, plans and models and connected clients to key partners and stakeholders.
- Zel Technologies, LLC (ZelTech) – Senior Vice President** (Hampton, Virginia) *July 2012-March 2013*
Provided strategic advice and counsel to corporate leadership on key partnerships, initiatives and valuation. Advised leadership on product development, business development priorities, key customer segments and strategic relationships. Demonstrated products to priority customers and ensured customer feedback was translated into new features and functions. Supervised all day-to-day operations for the software product line, including software development, project management, customer service, IP protection, training, business development, sales, marketing and external affairs.
- SpectraRep, LLC – President and Chief Operating Officer** (Chantilly, Virginia) *April 2011-July 2012*
Managed and supervised all corporate day-to-day operations including business development, product development, program management, IP Protection, external affairs, services/support, finance, sales, marketing and personnel issues. Established product development priorities and managed strategic relationships with government and commercial customers. Represented company to private equity investors, at public forums and conferences and demonstrated products to working groups and technology advisory councils. Ensured product development and services were synchronized with government and industry policy and standards development. (Minority Stockholder)

Total Immersion Software, Inc. (Intific, Inc.) – VP, External Affairs *August 2010-April 2011*
 – **Director, Business Development** (Hampton, Virginia) *May 2008-April 2011*
 – **Member, Board of Advisors, Stock Owner** *March 2005-April 2011*
 Opened new, international markets in Europe and North America and managed strategic relationships with government officials and public-sector organizations (universities, councils, coalitions, etc.). Assessed market trends in the field of immersive modeling and simulation. Communicated corporate strategic vision to key economic buyers. Provided export control oversight. Provided strategic counsel, advice and key introductions to CEO and Board of Directors. Helped develop initial product, market strategy and IP. (Stock liquidation through M&A)

DCP Properties, LLC – Founder and Partner (Tucson, Arizona) *1988-Present*
 Develop and manage commercial and residential real estate in California and Arizona.

LEGAL EXPERIENCE

Corporate Executive (Positions described above) *May 2008-Present*
 Relied on legal education and experience to support executive level decision making. Provided advice and counsel on issues related to real estate transactions, intellectual property (patent, trademark, copyright, trade secrets and work product) and competitive IP strategies, International Traffic in Arms Regulations (ITAR), corporate structure, capitalization, commercial transaction oversight, HR matters and mergers and acquisitions.

U.S. Department of Justice – Trial Attorney, Special Assistant U.S. Attorney *June 1995-May 1999*
 Based in Washington D.C. and assigned as lead counsel for large, multi-agency, international drug cartel prosecutions. Served as Special Assistant United States Attorney in the Districts of Maryland, Eastern Virginia and Western Texas. Lead counsel for numerous OCDEF and HIDTA investigations with indictments for narcotics smuggling and trafficking, gang offenses, fraud, bank robbery, mail fraud, wire fraud, armed robbery, child abduction, sex offenses, destruction of government property, alien smuggling and various gun related offenses. Participated in fourteen jury trials, lead counsel for eight, the majority of which were multi-defendant conspiracy cases. Significant experience with undercover operations, CIs, covert surveillance, cooperating witnesses and presenting wiretap evidence at trial. Appeared for hundreds of pretrial, presentencing and sentencing hearings. Prepared appellate briefs and oral arguments. Active member of VA State Bar.

MILITARY SERVICE

Arizona Air National Guard *September 2017-April 2022*
Director of Air Staff, JFHQ – Phoenix, Arizona (December 2020-April 2022)
 Senior Staff Officer and advisor for the Assistant Adjutant General for Air and represented the agency on all critical matters pertaining to the state's F-16/MQ-9 Wing, KC-135 Air Refueling Wing, and over 2,700 Airmen. Chief advisor to the Adjutant General on cyber security related matters and assisted with legislative affairs support and national level policy initiatives.

Commander, Cyber Joint Task Force – Phoenix, Arizona (September 2017-December 2020)
 Led joint, Army and Air NG operational cyber unit, which performs penetration testing, vulnerability assessments, defensive strategy development, education and community awareness and response and recovery operations to AZ state agencies. Worked closely with AZ state senior leaders and other stakeholders - AZ Counter-Terrorism Information Center, FBI, DHS, Phoenix Police Dept, Salt River Project, AZ Department of Administration, and county and municipal governments - to develop policy and governance structures to respond to cyber-security related incidents.

Command Chief of Staff, JFHQ – Phoenix, Arizona (February-November 2020)

Principal advisor to the Adjutant General and Deputy Adjutant General on a broad range of matters concerning the Army, Air Force and Air National Guard. Assisted in development and implementation of strategic plans and messaging regarding state and national level issues.

Director of Strategic Plans (J5), JFHQ – Phoenix, Arizona (April 2019-February 2020)

Developed and implemented long-range strategy related to new mission acquisition, force structure, equipment and end strength. Assisted in formulating responses to National Guard Bureau and Department of Defense reports and new policies. Coordinated with senior civilian and military staff from other states to formulate unified positions and messaging strategies.

Virginia Air National Guard

September 1990-September 2017

Director of Operations (A3) VA National Guard JFHQ – Sandston, Virginia (February 2016-September 2017); **Director of Plans (A5)** (Mar 2015-Feb 2016); **Director of Operations (A3)** (June 2012-March 2015); **Chief, DET 1, 192FW** – Joint Forces Command, Suffolk, Virginia (May 2010-June 2012);

Commander – 192 Fighter Wing, Operational Support Flight (G-Series Orders), Langley AFB (September 2008-May 2010); **Legislative Liaison** - Langley AFB, Hampton, Virginia (August 2003-June 2010); **Pilot** – F-22 (initial cadre), 149th Fighter Squadron, second Air National Guard pilot to fly F-22, Langley AFB (December 2005-November 2008); **Chief** – Low Observable/Survivability Flight and **Deputy Chief**, Advanced Programs Office, Langley AFB (February 2006-May 2008); **Total Force Integration (TFI) Team Member** – Sandston, Virginia & Langley AFB (August 2003-October 2007); **Instructor Pilot** – F16C, Sandston, Virginia (May 2001-December 2005); **Deployed** in support of OIF, Qatar (2003); **Mission Commander/Electronic Combat Pilot**, Deployment Readiness Officer, Squadron Pilot, Sandston, Virginia (May 1999-2005); **Deployed** in support of OPC, Turkey (1996); **Squadron Pilot** – F-16C, Sandston, Virginia (January 1990-May 2001).

Safety Office, National Guard Bureau HQ – Flight Safety Officer

October 1993-April 1995

Assembled mishap investigation boards, authored safety related articles, assisted in policy development, tracked safety trends, compiled data and published reports (Andrews AFB, Maryland)

EDUCATION

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| Attendee , National and International Leadership Seminar (NISLS), Alexandria, VA | October 2020 |
| Graduate , Dual Status Commander's Course, NORTHCOM, Colorado Springs, CO | November 2018 |
| Graduate , Joint Task Force Commander's Training Course, NORTHCOM, Colorado Springs, CO | August 2018 |
| Graduate , Executive Leadership Cyber Security Training, TX ANG/UT, San Antonio, TX | August 2018 |
| Graduate , DHS National Guard Cybersecurity Coordination Course, Arlington, VA | May 2016 |
| Graduate , Air Force Cyber Operations Fundamental Course (IOS-COFC 001), Vermont ANG | June 2015 |
| Graduate , Air War College, USAF Air University, Maxwell, AFB, AL | April 2014 |
| Graduate , Air Command and Staff College, USAF Air University, Maxwell AFB, AL | January 2005 |
| Graduate , Squadron Officer School, USAF Air University, Maxwell AFB, AL | March 2002 |
| Graduate , Fighter Electronic Combat Officers Course, Nellis AFB, NV | November 1999 |
| Jurist Doctorate , University of Arizona College of Law, Tucson, AZ | May 1990 |
| Bachelors of Science , University of Southern California, Los Angeles, CA | May 1986 |

COMMUNITY & PROFESSIONAL SERVICE

Pima Community College, Business & Industry Advisory Committee – Board Member *Nov 2018-Present*

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| Southern Arizona Leadership Council (SALC) – Member | <i>October 2017-Present</i> |
| Business and community leaders promote economic development and educational opportunities in Tucson, AZ | |
| Carondelet Hospitals Governing Board of Director – Board Member (Tucson, Arizona) | <i>Jan 2018-Jan 2024</i> |
| Governing Board of Director for three Tenent Health hospitals in Tucson, AZ. | |
| City of Tucson Homeless Coalition - Member | <i>May 2017-Present</i> |
| Secure Commonwealth Panel – Panel Member (Richmond, Virginia) | <i>June 2014-July 2017</i> |
| Governor of Virginia appointed security policy advisory board for All Hazards threats. | |
| Virginia Cyber Security Partnership – Member | <i>Nov 2015-July 2017</i> |
| Public/private/law enforcement cross-talk and collaboration on cyber security and protection of CIKR (RVA). | |
| Virginia Air and Space Center – Board Member (Hampton, Virginia) | <i>Nov 2014-July 2017</i> |
| Menchville House – Board Member (Newport News, Virginia) | <i>Nov 2013-June 2016</i> |
| Temporary boarding home and job opportunity support for homeless women and children. | |
| American Red Cross, Life Saving Society – Member (Hampton, Virginia) | <i>Sep 2008-Present</i> |
| Financial contributor and volunteer. | |
| Virginia Operational Integration Cyber Center of Excellence | |
| – Board Member (Hampton, Virginia) | <i>Oct 2010-Jan 2013</i> |
| Cyber security municipal test bed and technology center for cyber defense. | |
| Lead Virginia – Graduate (Richmond, Virginia) | <i>Class of 2009</i> |
| Executive level leadership program focused on creating social capital and understanding Virginia’s regional opportunities and challenges in relation to education, health care and economic development. | |
| Big Brother Big Sister Program (National Capital Region, Alexandria, Virginia) | <i>1998-2003</i> |
| Big Brother of the Year (2001). | |
| Kino School – Vice President & Board Member (Tucson, Arizona) | <i>1986-1990</i> |
| Provided policy direction and governance for private school, grades K-12. | |

REFERENCES

Honorable Mark Kelly
 United States Senator
 (Contact info upon request)

Honorable Jeff Flake
 United States Senator (Ret)
 (Contact info upon request)

Dr. Ernest Calderon
 Board of Regents (Ret)
 (602) 510-0706

Honorable Hannah Locke
 Chief Judge, United States District Court, Eastern District of Virginia
 (804) 212-3264

Paul Kraft
 CEO Clover Company
 (520) 271-1559

**NOMINATING INFORMATION FOR APPOINTMENT TO
THE INDUSTRIAL DEVELOPMENT AUTHORITY
OF THE COUNTY OF PIMA
March 3, 2026**

APPOINTEE'S NAME: Patrick DeConcini

ADDRESS:



OCCUPATION: Managing Partner for 4-D Properties, LLP

APPOINTMENT TERM: Remainder of Jeff Singleton's term. Mr. Singleton resigned for personal reasons on December 5, 2025. Term to run until September 5, 2028.

REASONS FOR
NOMINATION:

Patrick DeConcini brings over 35 years of diverse leadership in law, Arizona National Guard, education, congressional affairs, homeland security, technology development, defense contracting, commercial real estate, military aviation, intelligence and cyber security operations and policy.

Currently, Patrick serves as Managing Partner for 4-D Properties, LLP. He oversees and manages all company operations and personnel and is responsible for the development of commercial real estate assets, including the sale of existing assets and the purchase of new properties.

Patrick is also a Board Member for Pima Community College, Business & Industry Advisory Committee and a member of the Southern Arizona Leadership Council.

BY: DIANE G. QUIHUIS
PIMA IDA BOARD CHAIR
(520) 308-7268