



COB - BOSAIR FORM

06/16/2026 11:55 AM (MST)

BOARD OF SUPERVISORS AGENDA ITEM REPORT (BOSAIR)

All fields are required. Enter N/A if not applicable. For number fields, enter 0 if not applicable.

Record Number: PO ECD PO2500018868

Award Type: Contract

BOSAIR Activity: Board Meeting Request

Requested Board Meeting Date: 06/23/2026

Supplier / Customer / Grantor / Subrecipient: The Chamber of Southern Arizona, Inc.

Project Title / Description: Economic Development Support Services for Pima County and Southern Arizona

Purpose: The primary goal of this professional services agreement is to help increase the number of base industry jobs within the region and by doing so, significantly accelerate expansion of the tax base, as well as increase average regional income levels.

Procurement Method: Direct Select for Professional Services: Direct Select per Board of Supervisors Policy D29.6, III-C.

Procurement Method Additional Info: N/A

Program Goals/Predicted Outcomes: Increase the number of base industry jobs within the region and by doing so, significantly accelerate expansion of the tax base, as well as increase average regional income levels. Support the implementation of the current Pima County Economic Development Strategic Plan, and the CSA Economic Blueprint and Pivot Playbook plans.

Public Benefit and Impact: Increase jobs, expansion of the tax base and increase in average regional income levels.

Strategic Plan Pillar

- Infrastructure & Growth

Support of Prosperity Initiative:

- 11. Improve Job Quality for Low-Income Workers

Provide information that explains how this activity supports the selected Prosperity Initiatives

Through the attempted attraction of quality jobs, The Chamber of Southern Arizona, Inc. will improve the opportunity for enhanced job quality for low-income workers.

Metrics Available to Measure Performance: Monthly, quarterly and annual reports by The Chamber of Southern Arizona, Inc. discussing progress in attaining targets including reporting the numerical results for each performance measurement stipulated in the service agreement. Monthly and

Retroactive:

NO

Amendment / Revised Award Information

Record Number: PO ECD PO2500018868

Document Type: PO

Department Code: ECD

Contract Number: PO2500018868

Amendment Number: 1

Commencement Date: 07/01/2026

Termination Date: 06/30/2027

Supplier / Subrecipient Headquarters Location: Tucson, Arizona

* Headquarters information is not a consideration for awards

Is the Termination Date new?

YES

Classification: Expense

Adjust Level: Increase

Prior Contract Number (If Applicable): N/A

Amount This Amendment:

\$550,000.00

Funding Source(s) required: General Fund

Funding from General Fund?

YES

If Yes Provide Total General Funds:

\$550,000.00

Percent General Funds: 100%

Contract is fully or partially funded with Federal Funds?

NO

Contract is fully or partially funded with Non-Federal Grant Funds?

NO

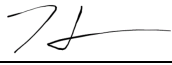
Department: Economic Development

Name: Julie McWilliams


Telephone: 520-724-8450

Add GMI Department Signatures

No

Department Director Signature:  _____ Date: 6/18/2026 | 9:28 AM MST

Deputy County Administrator Signature:  _____ Date: 6/18/2026 | 10:40 AM MST

County Administrator Signature:  _____ Date: 6/18/2026 | 12:51 PM MST

Pima County Department of Economic Development

Project: Economic Development Support Services for Pima County and Southern Arizona

Contractor: The Chamber of Southern Arizona, Inc.

Contract No.: PO2500018868

Contract Amendment No.: 01

Orig. Contract Term: 07/01/2025 - 06/30/2026	Orig. Amount:	\$ 550,000.00
Termination Date Prior Amendment: N/A	Prior Amendments Amount:	\$ 0.00
Termination Date This Amendment: 06/30/2027	This Amendment Amount:	\$ 550,000.00
	Revised Total Amount:	\$ 1,100,000.00

CONTRACT AMENDMENT

The parties agree to amend the above-referenced contract as follows:

1. Background and Purpose.

1.1. Background. On July 1, 2025, County and Contractor entered into the above referenced agreement to provide Contractor funding to perform prescribed duties as described within the above referenced contract document. Sun Corridor, Inc. was established in 2005 and acted as one of the County’s primary partners in economic development. In 2025, Sun Corridor, Inc. merged with the Tucson Metro Chamber to create The Chamber of Southern Arizona, Inc. (CSA). The County is now contracting out with the new entity, CSA, for economic development support services, including supporting and engaging in discussions with potential future employers and/or expansion of existing employers within the region.

1.2. Purpose. The primary goal of this professional services agreement is to help increase the number of base industry jobs within the region and by doing so, significantly accelerate expansion of the tax base, as well as increase average regional income levels.

2. Term. The County is exercising the first extension option to renew the contract for one additional year commencing on July 1, 2026 and terminating on June 30, 2027. If the commencement date is before the Effective Date of this amendment, the parties will, for all purposes, deem the amendment to have been in effect as of the commencement date.

2.1. Maximum Payment Amount. The maximum amount the County will spend under this Contract, as set forth in Section 4, is increased by \$550,000.00. County’s total payments to Contractor under this contract, including any sales taxes, will not exceed \$1,100,000.00.

3. Change Section 1.3, paragraph 2:

*FROM: "CSA also supports Pima County's economic activities related to Mexico and Canada."
TO: "CSA also supports Pima County's economic activities related to Foreign Direct Investment from Mexico, Canada, Taiwan and other global markets as identified by Pima County."*

4. Delete from Section 1.3, paragraph 4:

"CSA brings together a broad range of interests to promote the "Sun Corridor mega-region" as a single economic entity."

5. Change Section 1.4:

*FROM: "...that will improve the mega region's economic competitiveness..."
TO: "...that will improve the region's economic competitiveness ..."*

6. Change Section 1.5.1:

*FROM: "...to execute the regional Pima County Economic Development Strategy 2023-2026..."
TO: "...to execute the regional and most current Pima County Economic Development Strategy..."*

7. Change Section 1.5.2:

*FROM: "...within the Pima County Economic Development Strategy 2023-2026..."
TO: "...within the most current Pima County Economic Development Strategy..."*

8. Change Section 1.5.5:

*FROM: "...as outlined in the Pima County Economic Development Strategy 2023-2026 Roadmap to Implementation..."
TO: "...as outlined in the most current Pima County Economic Development Strategy..."*

9. Change Section 1.5.7:

*FROM: "...include Pima County Economic Development Staff on select marketing..."
TO: "...coordinate with Pima County Economic Development Staff on marketing ..."*

10. Replace Section 3. Scope of Services in its entirety:

"Contractor will provide County with the services and support as described in Exhibit A ("Performance Goals and Services") and Exhibit D Pima County Economic Development Strategy. Timing requirements are set forth in Exhibit A. These Performance Goals and Action Items will be used to evaluate and report progress on CSA's activity. In the event of changing market conditions, funding availability, unforeseen expenses or other circumstances beyond CSA's reasonable control, these Performance Goals and Services and Action Items may be revised with County's prior written approval. The annual Budget of CSA is attached as Exhibit B."

11. Change Section 4.1:

*FROM: "...This amount will be for administrative and operating expenses..."
TO: "...This amount will be for programming, administrative and operating expenses..."*

12. Change Section 29. List of Exhibits:

*FROM: Exhibit B – SCI FY 2025/26 Adopted Operations Budget
TO: Exhibit B – CSA FY 2026/27 Operations Budget*

FROM: Exhibit D – Pima County Economic Development Strategy 2023-2026, Road to Implementation

TO: Exhibit D – Pima County Economic Development Strategy (Current)

13. **Replace** Exhibit A in its entirety (attached).

14. **Replace** Exhibit B in its entirety (attached).

15. **Delete** Exhibit C in its entirety

16. **Replace** Exhibit D in its entirety (attached).

17. **Replace** Exhibit E in its entirety (attached).

18. **Replace** Exhibit F in its entirety (attached).

All other provisions of the Contract not specifically changed by this Amendment remain in effect and are binding upon the parties.

PIMA COUNTY

CONTRACTOR

Chair, Board of Supervisors

Authorized Officer Signature

Date

Joe Snell, President & CEO

Printed Name and Title

6/16/2026

Date

ATTEST

Clerk of the Board

Date

APPROVED AS TO FORM

APPROVED AS TO CONTENT

Bobby Yu
Deputy County Attorney

JH
Director, Economic Development

Bobby Yu

6-16-2026

Print DCA Name

Date

6/16/2026

Date

Exhibit A Performance Goals and Services

SCI will provide the following Services to County:

1. Meet the economic development goals set by the CSA Board of Directors. Provide County a list of goals set by the CSA Board of Directors. Provide County with quarterly statistical updates on the following:
 - 1.1. Number of Direct Jobs Facilitated
 - 1.2. Number of Indirect Jobs Facilitated
 - 1.3. Number of Jobs in Targeted Industries
 - 1.4. Number of Qualified Prospects
 - 1.5. Earned Media Reach
 - 1.6. Description summary of involvement in facilitation of reported Direct Jobs and Indirect Jobs facilitated
2. Focus in the areas as outlined below and approved by the CSA Board of Directors:
 - 2.1. High wage job development/sales and marketing
 - 2.2. Capacity development/improve competitiveness
3. Support Pima County's current Economic Development Strategy and provide assistance to the County and support the region with the implementation of areas of the plan related to employer attraction, retention and expansion, workforce development, foreign direct investment (FDI), and other aspects of SCI's established mission. Coordinate with Pima County Economic Development on proposed FDI efforts related to attraction, retention, and expansion efforts, startup company interaction, and economic and workforce development relationship cultivation.
4. Collaborate with Pima County and other regional jurisdictions to assist in developing, maintaining, and providing economic and demographic data for the contractor's regional partners, site selectors, and businesses in southern Arizona.
5. Advocate for Pima County and regional interests with the Arizona Commerce Authority (ACA) to increase information sharing and understanding of Pima County's business resources and opportunities with the objective of increasing the quality, speed, and number of ACA referrals and the number and size of ACA incentives in Pima County.
6. Proactively support Pima County and the region in the pursuit of business development opportunities and identification of competitive deficiencies within the region. Support development of materials, meetings, and/or forums involving relevant public and private organizations to address those opportunities and weaknesses and improve success ratios.
7. In coordination with Pima County, work with other corporations, agencies, or entities that are involved in economic development activities. More specifically, collaborate with regional partners that support the economic development mission of Pima County and CSA.
8. Lead in-person and virtual site selection sales efforts that provide significant Pima County and Southern Arizona exposure with site selectors and other key decision-makers. This

includes, but is not limited to site selector industry events, direct sales meetings with site selectors, industry tradeshows and conferences, in-bound site selector missions, executive leadership missions, trade delegations, and other opportunities to market regional assets.

9. Help support responses to Requests for Proposals/Information and help lead, coordinate and regionally brand market site visits from site selectors, brokers, companies, or others evaluating Pima County for possible relocation or expansion. Below is a description of the activities related to Pima County and the region involved in this effort:
 - 9.1 Provide to Pima County regional demographic, workforce quality and costs, competitive markets, and industry data, along with C-level market intelligence and information on local incentives programs.
 - 9.2 Conduct real estate searches utilizing commercial real estate data collection services, as well as CSA's network of commercial brokers, developers, landowners, and public partners.
 - 9.3 Conduct comprehensive workforce analyses utilizing data collection technology, in addition to working with public and private partners at Pima County One-Stop, Pima Community College, University of Arizona, Arizona State University, Arizona Commerce Authority, staffing agencies, industry organizations, and local companies.
 - 9.4 Conduct Economic Impact Studies on a project basis utilizing a third-party economist to help government partners evaluate potential available incentives.
 - 9.5 Utilize CRM Technology to manage projects, identify trends, track key data points, and monitor organizational goals.
 - 9.6 Help lead, coordinate and regionally brand market site visits to ensure clients receive robust overview of regional and site-specific competitiveness. Goals of visits are to be defined and achieved by coordinating with Pima County and partners throughout the region.
 - 9.7 CSA staff will help develop and lead PR efforts with staff from Pima County Economic Development, Arizona Commerce Authority, local jurisdictions, and any other key project partners to ensure comprehensive coverage of economic development wins for the region.
 - 9.8 Help to market Pima County-owned properties and the region via a variety of methods, including but not limited to, links on CSA website, site selector newsletters, social media, and direct to clients such as site selectors and corporate relocation decision makers.
10. Lead outreach and coordination with local commercial real estate network, site selectors and companies by providing value added services.
 - 10.1 Host one-on-one broker outreach meetings with local brokers to provide pipeline update and recent case studies that illustrate how CSA has added value for clients.
 - 10.2 Schedule building tours with local brokers to ensure familiarity with key industrial, office, and land properties on the market.
 - 10.3 Coordinate with state and regional partners, as well as business and community leaders, to meet with qualified prospects.
 - 10.4 Provide confidential real estate evaluation services in coordination with regional partners and real estate broker community.
 - 10.5 Host meetings with Phoenix-based commercial real estate brokers and site selectors to provide information about the Pima County market.
 - 10.6 Schedule one-on-one meetings with site selectors promoting Pima County and

Southern Arizona.

11. Support Pima County Business Retention and Expansion efforts and outreach to identify expansion opportunities that will grow the local tax base.
 - 11.1 Help support and coordinate Pima County outreach with economic development partners to base industry companies in Pima County and the region to identify expansion opportunities as a part of Business Retention and Expansion (BRE) efforts.
 - 11.2 Help identify resources for local companies in the areas of workforce development, development services, incentive programs, and infrastructure.
 - 11.3 Work with targeted sector industry organizations to identify leads.
12. Continue to be the administrative agency for Foreign Trade Zone Number 174 (FTZ). SCI will continue to receive, review, and track FTZ applications and awards.
 - 12.1 Coordinate with the County on the review and approval of applications relating to the designation or continuation of an FTZ site or operator, in cases where the company is pursuing a reduction in property taxes, as allowed by state law.
 - 12.2 Assist the County in the development of Payment in Lieu of Taxes (PILOT) agreements between companies pursuing a reduction in property taxes and taxing entities impacted by property tax reductions that result from FTZ activation.
13. Aggressively drive national and international awareness/exposure of Pima County, Tucson, other local jurisdictions and Southern Arizona. Coordinate with Pima County on:
 - 13.1 Creation and implementation of a national marketing/PR campaign to generate powerful stories (earned media) of Pima County, Tucson, other local jurisdictions, and Southern Arizona's strengths as a place to live, as well as a strong business center.
 - 13.2 Development and execution of digital marketing campaigns and web presence, highly targeted to both site selectors and corporate relocation decision makers, designed to raise awareness of key strengths of Pima County, Tucson, and other local jurisdictions, and generate inquiry for further engagement.
 - 13.3 Production of the "Select the Southern Arizona" newsletter with Pima County, Tucson, other local jurisdictions and Southern Arizona business news, announcements, property listings, trends, and targeted industry promotion.
 - 13.4 Management of the CSA website, showcasing regional strengths to drive strong visitation and business development inquiries. Ensure content is targeted and maintained quarterly with property features, updated data, testimonials, downloads, and links.
 - 13.5 Continuation of strong social media presence, including amplification of Pima County's and the region's promotional messages, in CSA social media channels.
 - 13.6 In coordination with Pima County, develop, manage, and coordinate announcements highlighting successful relocations and expansions in the region through:
 - News releases
 - Social Media
 - News section on CSA website
 - Direct pitches to national media and Economic Development publications
 - 13.7 Continuation of the "Thrive in Tucson" Talent Attraction campaign. This campaign is

aimed at finding and attracting workforce that is interested in relocating to Pima County and the region from outside of the Pima County region. Include elements of:

- Messaging surrounding job opportunities, safety and security, cost of living, geographic location, lifestyle/climate, key industries, and marketing Pima County-Tucson as more than a “college town” or retirement community.
- Further content development and updates to the ThriveInTucson.com website.
- Further content development and regular organic posts to “Thrive in Tucson”-themed social media channels on Instagram, Facebook, and LinkedIn.
- Continue benchmarking of talent attraction campaigns across the country to ensure best practices.
- Encourage the wider region’s stakeholders to use these resources and share the campaign to maximize engagement.

13.8 Support Pima County and the region in attracting Health Professions to the Pima County region.

13.9 Provide no cost access to Pima County for all Chamber programming events for up to 4 people.

REPORTING

SCI will provide periodic oral and written reports to County as described below:

1. Per Occurrence:

- 1.1. Report to the Pima County Economic Development Office any new project. Report will include project or client name (if releasable), property and/or facility requirements, projected capital investment, projected employment, average wage, and source of the project.
- 1.2. Report to and coordinate with Pima County Economic Development Office prior to CSA conducting a tour of a County economic development property with an economic development prospect or client. Report (verbal or written) will include the project or client name (if releasable), type of business, property or facility requirements, number of employees, average wage, and date of tour.

Include a verbal or written update of the tour outcomes no later than the next CSA and County meeting. If the project or client declines the property, the update should include reasons for the declination, if available.

- 1.3. Report each successful project including the details once success is determined.

2. Monthly:

- 2.1 A monthly coordination meeting will be held between Pima County Economic Development Department staff and CSA Business Development staff to discuss current projects (the Pipeline), County property prospects, and specific issues to be addressed by both organizations. Reports provided may be shared by Pima County with other local jurisdictions and regional partners.
- 2.2 A monthly Pipeline Report.

3. Quarterly:

- 3.1. A report discussing CSA's progress in attaining the targets, including reporting the numerical results for each performance measurement set forth in Exhibit A (Performance Goals and Services).
 - 3.2. A written updated list of prospects, locales and other pertinent lead information. The format will include, but not be limited to, name of project and company if provided, type of business, contact source, building/real estate size requirements, capital investment (real and personal), projected jobs, average wage (if releasable), referral source, industry, and recruitment status, if provided by the client.
 - 3.3. A narrative description of any unusual events or items of note to the extent it concerns non-protected information. If CSA fails to achieve a benchmark by the date projected, the report will include an explanation.
 - 3.4. In the case of any Performance Goals and Services that are not met or actively pursued, CSA will meet with the designated representative of the County to provide an explanation of the relevant factors and circumstances and discuss the approach to be taken to achieve the required Performance Goals and Services.
 - 3.5. A list of all leads referred to CSA by the Arizona Commerce Authority (ACA). For those leads where the region is successful in attraction, a list of the incentives provided by the ACA. For those leads that are unsuccessful the reason for such provided by the ACA.
 - 3.6. A report detailing reasons (if known) why key prospects did not select the region during site selection.
 - 3.7. Recommendations as to how the County and the region can improve competitiveness and responses to prospects.
 - 3.8. A report detailing the marketing activities conducted in the previous quarter.
4. Annually:
- 4.1. A copy of CSA's annual external audit for the preceding fiscal year to County within thirty (30) days after the approval of the annual audit by the CSA Board of Directors but not later than December 31st of that year.
 - 4.2. A written report on the effectiveness of CSA Performance Goals and Services. The report should include actual result(s)/outcome(s) of each goal. If a goal is not met, provide the reasons for not attaining the performance goals, attempted remedies during the performance period and planned remedies for future performance periods. CSA and County will discuss alternative performance goals and services for the following period if warranted.

5. Upon Request:

Provide a membership list that includes: the name of each member, member's industry, the company's country of majority ownership, the number of employees, average annual wage and human relations contact information if provided by member. Report to be organized by industry.

Exhibit B
The Chamber of Southern Arizona FY 2026/27 Preliminary Budget

ORDINARY INCOME/EXPENSE

Income:	July '26 – June '27
STAKEHOLDER	\$550,000.00
PRIVATE SECTOR INVESTOR REVENUE	\$2,815,000.00
OTHER SOURCES / REVENUE	<u>\$502,788.00</u>
Total Income	\$3,867,788.00

Expense:	
GENERAL & ADMINISTRATIVE	\$279,565.00
OCCUPANCY	\$370,000.00
BUSINESS DEVELOPMENT	\$1,273,704.00
MARKETING/COMMUNICATIONS/EVENTS	\$1,283,440.00
PUBLIC POLICY AND ADVOCACY	<u>\$661,079.00</u>
Total Expense	\$3,867,788.00

Net Ordinary Income **(\$0.00)**

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Exhibit D
Pima County Economic Development Strategy (Current)

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Exhibit E
Pima Prospers Economic Development Comprehensive Plan Initiative

<https://www.pima.gov/3392/Chapter-4-Economic-Environment>

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Exhibit F
Chamber of Southern Arizona Board of Directors List



The Chamber of Southern Arizona
Board of Directors

Board of Directors

Jose Arias Vice President, Business Banking First Citizens Bank	Paul Kramkowski Senior Director, RMD & RIS Facilities and Real Estate Raytheon Technologies
Danette Bewley President and CEO Tucson Airport Authority	Eric Majchrzak Chief Executive Officer BeachFleischman, PLLC
Don Bourn Chief Executive Officer Bourn Companies	Fletcher McCusker Chief Executive Officer UAVenture Capital
Tomás Díaz De La Rubia Senior Vice President for Research and Innovation University of Arizona	Marco Melançon General Manager Bombardier Aviation Tucson Service Center
Alison Flynn Gaffney Chief Executive Officer Banner-University Medical Center Tucson / Banner-University Medical Center South	Jennifer Mendrzycki President and CEO TMC Health
Jill German President (retired) Roche Tissue Diagnostics	Omar Mireles President HSL Properties, Inc.
Susan Gray President and CEO Tucson Electric Power	Dr. Jeffrey P. Nasse Chancellor Pima Community College
Stephanie Healy Market Vice President Cox Communications	General (ret) Robin Rand President/CEO Kyl Institute for National Security
Brian Heithoff CEO and General Manager Trico Electric Cooperative	Walter Richter Senior Legislative Policy Advisor Southwest Gas Corporation
	Rex Scott Board of Supervisors, District 1 Board Chair Pima County
	David Smallhouse Managing Director Miramar Ventures



The Chamber of Southern Arizona
Board of Directors

Linda Welter
Founder and CEO
Caliber Group

John Winchester
Senior Director,
Government & Community Engagement
Arizona State University

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