

Board of Supervisors

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District 1



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Vice-Chairman
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Deputy County Administrator

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Supervisor
District 3

Katie A. Howard
Clerk

AGENDA FOR COMMUNITY OUTREACH BOARD MEETING

Tuesday, April 5, 2011 at 3:00 p.m
Council Chambers, Douglas City Hall
425 East 10th Street, Douglas, AZ

ANY ITEM ON THIS AGENDA IS OPEN FOR DISCUSSION AND POSSIBLE ACTION

PLEDGE OF ALLEGIANCE

THE ORDER OR DELETION OF ANY ITEM ON THIS AGENDA IS SUBJECT TO MODIFICATION AT THE MEETING

ROLL CALL

Members of the Cochise County Board of Supervisors will attend either in person or by telephone, video or internet conferencing.

INTRODUCTION OF MEMBERS OF THE BOARD OF SUPERVISORS

Note that some attachments may be updated after the agenda is published. This means that some presentation materials displayed at the Board meeting may differ slightly from the attached version.

PRESENTATION

Presentation by Victor Gonzalez of the Douglas Regional Economic Development Corporation to provide an overview of their mission; discussion to follow.

CONSENT

Finance

Approve demands and budget amendments for operating transfers.

ACTION

Board of Supervisors

1. Approve a proclamation declaring the week of April 24-30, 2011, to be Childhood Cancer Awareness Week in Cochise County, Arizona.

2. Approve a proclamation proclaiming the week of April 10-16, 2011, to be National Crime Victims' Rights Week in Cochise County, Arizona and reaffirm Cochise County's commitment to respect and enforce victims' rights and address their concerns during this week and throughout the year.

Procurement

3. Approve the award of Invitation for Bids (IFB) No. 11-35-FAC-01 for a General Contractor for the Douglas Government Center Construction Project to Concord General Contracting in the amount of \$3,849,000 which includes the base bid and Alternates 1, 3, 4 & 5.

CALL TO THE PUBLIC

This is the time for the public to comment. Members of the Board may not discuss items that are not specifically identified on the agenda.

SUMMARY OF CURRENT EVENTS

Report by District 1 Supervisor, Patrick Call

Report by District 2 Supervisor, Ann English

Report by District 3 Supervisor, Richard Searle

Pursuant to the Americans with Disabilities Act (ADA), Cochise County does not, by reason of a disability, exclude from participation in or deny benefits or services, programs or activities or discriminate against any qualified person with a disability. Inquiries regarding compliance with ADA provisions, accessibility or accommodations can be directed to Chris Mullinax, Safety/Loss Control Analyst at (520) 432-9720, FAX (520) 432-9716, TDD (520) 432-8360, 1415 Melody Lane, Building F, Bisbee, Arizona 85603.

Cochise County - 1415 Melody Lane, Building G - Bisbee, Arizona 85603
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"PUBLIC PROGRAMS, PERSONAL SERVICE"

AI-138

BOS Community Outreach Meeting

Date: 04/05/2011

Presentation & Discussion Regarding Douglas Regional Economic Development Corporation Overview

Submitted By: Katie Howard, Board of Supervisors

Department: Board of Supervisors

Presentation: PowerPoint

NAME of PRESENTER: Victor Gonzalez

TITLE of PRESENTER:

ORGANIZATION NAME of PRESENTER: Douglas Regional Economic Development Corporation

Information

Agenda Item Text:

Presentation by Victor Gonzalez of the Douglas Regional Economic Development Corporation to provide an overview of their mission; discussion to follow.

Background:

Douglas' principal economic development stakeholders, the Douglas Industrial Development Authority (IDA), the Douglas International Port Authority (DIPA) and the City of Douglas acknowledge that the community's approach to economic development must reinvent itself in order to maximize its competitiveness and leverage resources. The environment in which economic development currently operates has been challenged by political and economic woes and has been discovered by those principal stakeholders that economic development can be more effective if it formalizes partners with the private sector and economic/workforce development oriented institutions to further the region economically.

It was outlined by its principal stakeholder, (IDA, DIPA, City of Douglas) that a regional framework is required for an economic development delivery system that drives industry forward, maximizes the regions investment in economic development, and sets forth an effective and accountable delivery system. A regional organization which is comprise by the public and private participation to assume the role as the leading economic development agency in the region

The Douglas Regional Economic Development Corporation, a 501(c)(6) tax-exempt nonprofit, has been created to serve and position the Douglas region as a bi-national competitive market place for Industry and Trade as well as Good and Services for the creation of wealth for generations to come. The mission of the Douglas Regional Economic Development Corporation is to promote the development of industry, trade and commerce for the diversification of the region's economic base and raising the standards of living and quality of life in the greater Douglas region.

To BOS Staff: Document Disposition/Follow-Up:

n/a - this is not an Action item.

Attachments

[EDC Overview](#)

[Regional EDC Strategic Planning](#)

An Emerging Market For Industry and Cross Roads To Trade

DOUGLAS REGIONAL ECONOMIC DEVELOPMENT CORPORATION

OVERVIEW

In coming years economic activity in the Douglas region will take place through the increase of trade in the border region resulting in the demand for transportation and distribution services provided at the border and retail and consumer spending by our neighbors to the south.

Furthermore if the distribution of maquiladora activity and other export oriented activities we know as trade is the major economic engine along the border, subsequently ports of entry are at the epicenter in which economic benefits will continue to spill into Douglas --retail, warehouse, transportation, logistics, real estate services, professional services and border protection programs.

“Proximity to Mexican markets, a land port of entry and a sophisticated cross border manufacturing hub are regional traits that must be further developed and marketed for new businesses and industry in the Douglas region and Southeast Cochise County”

BUSINESS DEVELOPMENT & EXPANSION

Create quality jobs while diversifying the region's economy
Pursue projects that meet regional traits and objectives

MARKETING & COMMUNICATIONS

Brand the region as an 'Emerging Market for Industry and Cross Roads To Trade

STRATEGIC PLANNING & PUBLIC POLICY

Engaging stakeholders and implementing initiatives supported by regional interests

WORKFORCE DEVELOPMENT

Today's regional workforce meet the needs of tomorrow's industry

Regional Competitiveness

\$52.2 million in capital improvement projects across the Cochise College district. The Douglas campus includes renovated student services facilities, new science facility with discipline specific laboratories, a new career-technical education building.

U.S. Department of Transportation and the Arizona Department of Transportation have pledged \$3 million to complete roadway infrastructure for access to the federally proposed Douglas Commercial Port of Entry.

City of Douglas approval of a 3/10 of 1% sale tax increase as an economic development tool for the expansion of Advanced Call Center Technologies (ACT), 400 jobs created to date

Agua Prieta Sonora, Mexico has over a 35 year history of foreign investment and development of the Maquiladora industry.

Agua Prieta Sonora, is one of the fastest growing communities in Mexico with an annual growth of 5-8%. (source: INEGI)

Lowest turnover and absenteeism rates 1.5%-3% in the border (Nat. Maquila Council)

Within 1-hour of U.S. Interstate 10/ Mexico Hwy #2 Connection to Hermosillo (3.5-Hours) and Cd. Chihuahua (5.5-Hours)

Agua Prieta Sonora, has remained one of the safest cities in Mexico to do business. Has yet to be included in U.S. State Dept. and/or Overseas Security Advisory Council travel alerts.

BUSINESS DEVELOPMENT & EXPANSION

FY 11 Action Items

LARGEST TEXTILE PROJECT IN THE WESTERN HEMISPHERE –NORTHERN MEXICO, AGUA PRIETA, MEXICO:

Alstyle Apparel & Active Wear has invested \$40 million in a new manufacturing plant in Agua Prieta Sonora, Mexico that includes a 700,000 square foot facility that will have the capacity to produce in excess of 2 million pounds of fabric per week with total employment to reach 4,000 people.

Douglas and the Region must market and position the region for the clustering of suppliers and vendors e.i. cotton spinning, corrugated boxing, water softening and chemical dyeing, etc. that will need to service the 'LARGEST TEXTILE PROJECT IN THE WESTERN HEMISPHERE':

At full built out ACT will generate an additional 350 jobs and a \$47 million economic impact—becoming the largest private sector employer in Southeast Cochise County.:

In 2008 Advance Call Center Technologies (ACT) located their 5th call center operation in Douglas generating \$9 million in capital investments and the creation of 350 jobs.

Douglas and the Region must facilitate the expansion of ACT assuring adequate infrastructure – business climate and readily workforce.

The Douglas Port of Entry (POE) is a model port for executing new technologies and programs by the U.S. Department of Homeland Security.

Amongst the first port of entry to integrate ACE—Automated Commercial Environment E-Manifest System for increase efficiency in the processing of commercial truck traffic. Additionally the Douglas POE has been recognized by port users as being business-friendly and having minimal wait times amongst all other commercial ports of entry in the Southwest.

Proximity to Mexican markets and a sophisticated cross border manufacturing hub are regional traits that must be further developed for new businesses and industry .

BUSINESS DEVELOPMENT & EXPANSION

Create quality jobs while diversifying the region's economy

Pursue projects that meet regional traits and objectives

Measures for FY11

Qualified Prospects

Total Number of Jobs Created

Payroll Generated

Commercial Truck Traffic

Values of Goods Through the Port of Entry

Stakeholder/ Private Sector Participation and Satisfaction

MARKETING & COMMUNICATIONS

FY 11 Action Items

Execute a comprehensive marketing and communications plan for the promotion of industry, trade and services in Southeast Cochise County.

Participation at various domestic and international trade shows and conferences as well as the execution of Sales Mission trips, Advertising and Direct Mail.

Douglas Regional EDC will target specific industries and markets relative to the region's traits. Target industries will include; Professional Services in Logistics and Transportation, Warehouse and Distribution Centers, Border Security Technologies and Renewable Energy. In addition the Douglas Regional EDC will identify businesses that wish to keep U.S. operations but with 'On Border' presence to serve the manufacturing sector in Northern Mexico.

Douglas Regional EDC will be contracting with Trike Creative for the region's identity/branding/marketing development approach.

Production of the following tools; Logo and Business System, Website Development, Press Kit, Promotional Video, Direct Mail Promotional/Follow-up Piece, Ad Production and Trade Show Booth

Marketing pieces produce will provide the tools necessary to brand and market the region for industry.

Douglas Regional EDC will be contracting with the World Economic Development Alliance (WEDA)

WEDA will assist in the organization's targeted marketing providing lead generation, 7-8 industry trade show participation, web advertising, email blast campaigns and national advertising.

Further branding the region as an 'Emerging Market for Industry and Cross Border Trade'

Marketing & Communications

Brand the region as an Emerging Market for Industry and Cross Roads to Trade

Measures for FY11

Qualified Prospects

Total Number of Jobs Created

Payroll Generated

Commercial Truck Traffic

Values of Goods Through the Port of Entry

Event Participation

Advertising

STRATEGIC PLANNING & PUBLIC POLICY

FY 11 Action Items

Engage local, regional and state stakeholders/partners in identifying barriers new and local businesses face as they try to grow and survive

Monitor initiatives that impact the region's competitiveness.

Measures for FY11

Engagement by local, state and federal stakeholder as it pertains to the needs of the region

Strategic Planning & Public Policy

Engaging stakeholders and implementing initiatives supported by regional interests

WORKFORCE DEVELOPMENT

FY 11 Action Items

Engage Cochise College and workforce training partners to assure the region's work force is meeting industry needs

Identify barriers and training programs to assure employment growth for ACT

Measures for FY11

Engagement by Workforce Development Partners

Job Training Programs

Job Creation

Workforce Development

Today's regional workforce meet the needs of tomorrow's industry

A Framework For Regional Economic Development

Port of Entry and Economic Development Oversight
Committee

- **Role of Regional Economic Development Organization**
- **Approach:** Defining A Framework
- **Institutional Organizations:** City of Douglas/ Douglas Industrial Development Authority/ Douglas International Port Authority
- **Regional Economic Development Models:** Greater Yuma EDC/ Imperial Valley EDC/ Mesilla Valley Economic Development Alliance/ El Paso Regional EDC
- **Organizational:** Structure/ Leadership/ Funding
- **Start-up:** Timeline
- **Framework:** Guiding Principles Year One

Overview

Competition for jobs is no longer focused solely on quality of life, business costs and regulatory friendliness. The ability for a region to demonstrate that it is committed to developing its own knowledge-driven economy, supported by a qualified workforce, is increasingly important in this new economy.

The fundamental premise of public-private partnerships is that activities aimed at economic development and marketing a region can be more successful if the public and private sector work together. These organizations typically remove politics from the day-to-day activities of the organizations and allow them to operate on a nonpartisan basis, with the long-term interests of the region as their top priority, versus short-term political agendas. Public-private partnerships also give regions greater flexibility to respond quickly and decisively to job creation opportunities.

Regional economic development organizations have become increasingly important in their roles as leader, facilitator and collaborator for corporate relocation/expansion/retention process.

The following are functional areas in which are common among regional economic development organizations.

- Business Recruitment and Expansion/Retention
- Marketing and Communications
- Strategic Planning and Public Policy
- Workforce Development

Regional EDC Role

- The Port of Entry and Economic Development Committee assessed current economic conditions and existing organizational strengths/ limitations pertaining to local business support/ economic development; City of Douglas, Douglas Industrial Development Authority and the Douglas International Port Authority.
- Comparative analysis/ benchmarking of regional 'on the border' economic development groups; Yuma EDC, Imperial Valley, EDC, Mesilla Valley Economic Development Council and El Paso Regional EDC. Organizational and operational structure as well as programs, services and funding.
- Defining of guiding principles that will serve as the structure framework and values of the regional EDC; Collaboration, Leadership, Advocacy, Return on Investment, Regional Interest Innovation, Public Policy, Cross Border Partnerships.
- EDC start-up- Organizational structure, leadership, administration, funding, programs, services, visibility etc.

Approach: Defining a Framework

City of Douglas Economic Development Office

Between 2006 and 2010 was to raise the standards of living for people, create employment opportunities for individuals, growth opportunities for enterprises and increase the quality of life through and by business, government and the community.

The City of Douglas Economic Development Office services included:

- 1) The promotion of trade and commerce and those activities related to the development of trade and commerce.
- 2) Business attraction and competitive positioning by actively recruit high value added businesses to Douglas, emphasizing the region's (Douglas, Agua Prieta, and southeast Cochise County) and diversify Douglas' economic base. Development of Douglas' competitive positioning for industry e.i. workforce development, quality of life, education.
- 3) Small business and entrepreneurial advancement in order to support and grow existing local businesses, improved entrepreneurial skills and establish lasting and entrepreneurial community partnerships.

Leadership

The Economic Development Office was managed by the Economic Development Director and reported to the City Manager. The Economic Development Office did not have a formal economic development advisory committee but consistently relied on the directive of the boards comprise of the DIPA, IDA and the Greater Chamber of Commerce. The Economic Development Office provided these organizations with program and administrative support integrating the efforts of the economic development office with the institutional knowledge and resources of each organization.

Funding

The Douglas Economic Development Office was funded through the City's general fund. For fiscal year 2010 the Economic Development's total department budget was \$111,580, which represented a 10% decrease from fiscal year '09.

Institutional Organizations

Douglas Industrial Development Authority

Designated by the Arizona Revised Statute has a political subdivision of the State of Arizona. The Industrial Development Authority provides financing of projects whenever appropriate and where traditional sources of funding may not be available.

Leadership

The Douglas Industrial Development Authority is governed by a nine (9) member board appointed by the Mayor and Council of the City of Douglas. Individuals appointed and serving the IDA have a broad experience and understanding, as well as a high interest in the economic well being of the community. These individuals represent the various industry sectors comprise of retail, industrial and professional services. The Industrial Development Authority board represents a body of individuals that are innovated in the promotion of economic development and job creation.

Programs

The Douglas Industrial Development Authority main function is to issue tax-exempt bonds for certain types of private developments for the purpose of attracting new economic activity to the community. Additionally the Industrial Development Authority frequently partners with the City of Douglas to identify both commercial and redevelopment projects that have significant economic impact to the community. Most recently the Industrial Development Authority and the City of Douglas partnered for the redevelopment of the Phelps Dodge Mercantile Building.

Funding

The Douglas Industrial Development Authority's operation funds are derived from real estate transactions and tax-exempt bonds issued over the years.

Institutional Organizations

Douglas International Port Authority, Inc. (DIPA)

On March 3, 2008 DIPA was incorporated largely making it the state's third port authority. The Douglas International Port Authority (DIPA), a private non-profit regional organization representative of all stakeholders in the Douglas-Agua Prieta region, is the leading agency promoting trade and commerce, and those activities related to the development of trade and commerce, including the expansion and improvement of all forms of transportation into and out of the Douglas International Ports of Entry in Southeast Arizona. Membership and support include the City of Douglas, Douglas Industrial Development Authority, SouthEastern Arizona Governments Organization and multiple private corporations.

Leadership

The Douglas International Port Authority is governed by seven member board of directors comprise of individuals representing the international trade community. The governing board consistently interacted with the City of Douglas Economic Development Office due to the economic impact the port of entry and international commerce has for the region.

Programs

The core mission of the DIPA includes

- 1) Governmental Affairs
- 2) Port User Advocacy

Funding

The Douglas International Port Authority incorporated in 2008 and since then has been strictly funded by its incorporating members and those corporations who support DIPA's mission ---*private sector dollars*. No financial cash contribution has been received from either the City of Douglas or Cochise County

Institutional Organizations

Greater Yuma Economic Development Corporation

The Greater Yuma EDC serves as the economic development entity for the following jurisdictions in the State of Arizona; Yuma County, City of Yuma, City of San Luis, City of Somerton and the Town of Wellton. Greater Yuma EDC is a public private partnership formed under a 501(c) 6 charter in 1985.

The organization is governed by an 18 member board of directors and operated under the direction of a President/CEO. Greater Yuma EDC is supported by both the public and private sector businesses (125) with an operating budget of \$600,000.

Investment Levels

Public Sector: Yuma County - \$119,000; City of Yuma -\$230,000; City of San Luis - \$40,000; Town of Wellton - \$2,500; City of Somerton - \$2,500. Private sector participation ranges from \$500-\$5,000

Strategic Focus

The Greater Yuma EDC expands the economic activity within Yuma County by attracting commerce and in industry to the region, and to assist in developing the region's existing industry to its fullest potential. The vision of the Greater EDC is one to embraces advancing technology, attracts and retains human capital and continues to develop and foster the amenities that make the Yuma region attractive and competitive for industry and investment. Greater EDC focuses on the following; Promoting Educational Excellence; Competitiveness; High Wage High Skill Job Creation; Resource Development; Enhance Yuma's Sense of Place; Cultivate Collaboration and Stewardship between Public and Private Sector

Bi-National Focus

The Greater Yuma EDC, the Greater Yuma Port Authority and COMPRESAN –San Luis Rio Colorado, Sonora (public/private economic development commission) have a formalized partnership for the development and execution of a bi-national strategy

Regional Economic Development Models

Imperial Valley Economic Development Corporation

Is a partnership of enterprise and local government that is united by the common vision of expanding and diversifying the local economy. Investors include a host of public and private organizations that benefit from the growth of the regional economy. The Imperial Valley EDC is a 501(c)6 non-profit incorporated in 2000.

The Imperial Valley EDC is governed by a 20 member board of directors and operated under the direction of a President/CEO. Imperial Valley EDC is supported by both the public and private sector businesses (130) with an operating budget of \$700,000.

Investment Levels

Public Sector: Seven municipalities support Imperial Valley EDC and comprise 60 percent of the organizations operating budget. Private Sector ranges from \$1,000- \$10,000

Strategic Focus

The mission of the Imperial Valley EDC is to help grow the regional economy by aggressively marketing the region to attract business. Core values include; commitment to enhance the quality of life experienced in Imperial Valley by engaging in initiatives that contribute to the diversification of the regional economy; dedication to a regional economic development approach; partnership between the county, local cities; elected officials; and utilities which will always be driven by private sector forces. Imperial Valley EDC provides complimentary information, facilitation and referral services within site selection, utility acquisition, workforce development, entitlement processing, incentive analysis and financial options and economic forecasting and market analysis.

Bi-National Focus

In March of 2008, San Diego Regional EDC partnered with Imperial Valley EDC to ultimately market the two respective regions and Baja California as a "mega-region" - to compete in an increasingly global economy.

Regional Economic Development Models

Mesilla Valley Economic Development Alliance

Incorporated in 1994, is a public/private sector economic development partnership that serves Dona Ana County, the second most populated county in New Mexico. MVEDA's public sector partners include the City of Las Cruces, Dona Ana County, New Mexico State University, Dona Ana Community College, the Las Cruces Public Schools, the Village of Hatch, and the New Mexico Economic Development Department. Its 90+ private sector partners are from all sectors of the economy. MVEDA's core mission is to grow the wealth of Dona Ana County through the creation of economic based job opportunities for its residents.

Investment Levels

Public Sector: City of Las Cruces and Dona Ana County provide 50% of the Mesilla Valley Economic Development Alliance operating budget --\$600,000. Private sector participation ranges from \$500-\$40,000

Strategic Focus

Partnership contributions are used to promote business expansion in Dona Ana County and for its local business assistance activities. Marketing activities include sales/recruiting missions, trade show exhibition, direct mail and national print advertising. MVEDA's professional staff utilizes a network of local, state and national contacts to support the business location and expansion decision process. Mesilla Valley Economic Development Alliance is the central point of contact for industries considering locating and expanding into Dona Ana County, providing facts and assistance needed for evaluation. Services include: Labor Market Analysis, Land and Building Options, Financial Contacts, Job Training and Employee Recruitment Assistance, Customs Research, Coordination of State and Local Assistance, Custom Site Tours, One Stop Convenience.

Bi-National Focus

The Mesilla Valley Economic Development Alliance has established the 'New Mexico Borderplex' region, comprised of the Las Cruces NM MSA, the El Paso TX MSA and Ciudad Juarez, Chihuahua, Mexico

Regional Economic Development Models

Mesilla Valley Economic Development Alliance

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Investment Levels

Public Sector: City of Las Cruces and Dona Ana County provide 50% of the Mesilla Valley Economic Development Alliance operating budget --\$600,000. Private sector participation ranges from \$500-\$40,000

Strategic Focus

Partnership contributions are used to promote business expansion in Dona Ana County and for its local business assistance activities. Marketing activities include sales/recruiting missions, trade show exhibition, direct mail and national print advertising. MVEDA's professional staff utilizes a network of local, state and national contacts to support the business location and expansion decision process. Mesilla Valley Economic Development Alliance is the central point of contact for industries considering locating and expanding into Dona Ana County, providing facts and assistance needed for evaluation. Services include: Labor Market Analysis, Land and Building Options, Financial Contacts, Job Training and Employee Recruitment Assistance, Customs Research, Coordination of State and Local Assistance, Custom Site Tours, One Stop Convenience.

Bi-National Focus

The Mesilla Valley Economic Development Alliance has established the 'New Mexico Borderplex' region, comprised of the Las Cruces NM MSA, the El Paso TX MSA and Ciudad Juarez, Chihuahua, Mexico

Regional Economic Development Models

El Paso Regional Economic Development Corporation

REDCo, incorporated in 2004, serves as a confidential, no-fee consultant to business and industry interested in relocating or expanding their operations to the Greater El Paso, Texas area - a region which also includes portions of southern New Mexico and the state of Chihuahua, Mexico.

REDCo is governed by a board of directors representing both the private and public sectors. Aside from the private sector members, REDCo works with local public sector partners, "Economic Development Allies" such as the City of El Paso, The Greater El Paso Chamber of Commerce, State of Texas, Workforce Solutions Upper Rio Grande, University of Texas at El Paso (UTEP), El Paso Community College (EPCC), El Paso Empowerment Zone, Small Business Development Center and El Paso Convention and Visitors Bureau.

Investment Levels

At least 85% of operating costs are funded by the private sector

Strategic Focus

REDCo is primarily focused on the recruitment of high quality jobs and investment in four principal industries: 1) Military/Defense/Homeland Security; 2) Life Sciences; 3) Alternative & Renewable Energy; and 4) Automotive.

REDCo provides a wide range of professional services including; Data, Industrial Briefings, Industrial Tours, Access to Government Decision Makers, Site Selection Analysis, Business Leads, Supplier Assistance, Visitation

Bi-National Focus

A Memo of Understanding (MOU) is in place with Mesilla Valley Economic Alliance and Desarrollo Economico de Juarez, El Paso is positioned as a hub to stay engaged in all aspects of economic development

Regional Economic Development Models

- A **Collaborative Culture** that recognizes that investment in results-oriented and focused economic development is an appropriate use of public funds.
- An actively engaged public and private sector **Leadership** and a qualified economic development executive who serves as the organization's president, executive director committed to the region and organization.
- An organization **Structure** that operates outside the political influence but is still accountable through mandated deliverables. An organization that operates alongside government and maintains formal partnerships with the private sector. Also an organization that acts as a **Business Advocacy** organization and provides coordination with regional and state-wide entities.
- An accountable and transparent demonstration of a **Return on Investment (ROI)** of public/private sector dollars; results oriented organization.
- **Regional Strategic Plan** and implementation initiatives supported by a collaboration of **Regional Interest** monitored/measured annually.
- Programs that support the growth of potential industry clusters. Partnership with higher education institutions with **Innovation** as the focus.
- The organization leads the **Public Policy** agenda to ensure **Regional Competitiveness**.
- Special emphasis is placed within **Bi-national and Cross Border Partnership** through an international economic development program.

Framework: Guiding Principles

A regional framework is required for an economic development delivery system that drives industry forward, maximizes the regions investment in economic development, and sets forth an effective and accountable delivery system. A Regional Economic Development Corporation (REDC) which is comprise by the public and private participation to assume the role as the leading economic development agency in the region.

Organizational Structure

The City of Douglas, the Douglas Industrial Development Authority and the Douglas International Port Authority shall serve collectively as the institutional/charter members of the Regional Economic Development Corporation (REDC).

The Regional Economic Development Corporation (REDC) shall be structured as a 501(c) tax-exempt nonprofit corporation. A nonprofit corporation is an organization that does not distribute its surplus funds to owners or shareholders, but instead uses them to help pursue its goals. A 501(c)(6) of the Internal Revenue Code provides for the exemption of business leagues, chamber of commerce , real estate boards, boards of trade, which are not organized for profit. Additionally a business league is an association of persons having some common business interest, the purpose of which is to promote such common interests and not to engage in a regular business of a kind ordinarily carried for profit.

The governing of the Regional Economic Development Corporation (REDC) shall be encompass by appointed members representing the institutional/charter members—City of Douglas; Douglas Industrial Development Authority; Douglas International Port Authority. As the REDC garners additional institutional members so will its governing board to reflect the interest of the principal stakeholders (institutional members).

Organizational Structure

Leadership

The Regional Economic Development Corporation's (REDC) guiding principles shall be set and executed by the members of its governing board. The guiding principles shall communicate how the organization will operate but how it will implement the strategic plan and those critical issues identified such as maximizing Douglas' proximity to Mexico and the international economic opportunities, creating better paying jobs as to retain Douglas' youth, increase standard of living for all residents—which will greatly improve the quality of life, provide services and goods to support the local and regional economy, create and sustain an environment where people who work in Douglas choose to live in the community, increase and enhance educational opportunities within the community, enhance the image of Douglas, Arizona internally and externally.

If guiding principles are to be effectively implemented through programs and projects, an actively engaged and qualified economic development professional is critical to carry out the duties necessary.

Funding

Adequate funding for the Regional Economic Development Corporation (REDC) must be provided to accomplish the organization's objectives. First year funding shall be provided by the originating institutional members-- the City of Douglas, Douglas Industrial Development Authority and the Douglas International Port Authority. Funding in subsequent years shall be derived from additional institutional members—Cochise College; Cochise County; Douglas Unified School District, Private Sector. It will be the responsibility of the REDC governing board to set participation levels for future institutional members.

Comparatively Year One funding for the REDC should equal the funding level of the previous economic development program of \$110,000. The recommended funding level for the REDC will assure the continuation of services previously provided by the City of Douglas Economic Development Office.

Leadership/Funding

Douglas IDA
Financing of projects whenever appropriate and where traditional sources of funding may not be available

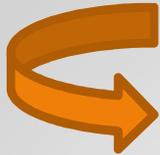
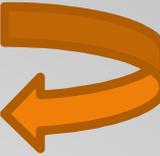
DIPA
Promotion of trade and commerce and activities related to the development of trade and commerce including infrastructure

City of Douglas
Raise the standards of living for people and quality of life

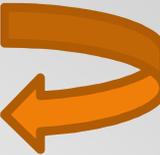
Service agreement in which the REDC can provide a service in return of investments- to define and agreed by the REDC



Regional EDC
Raise the standards of living for people, create employment opportunities for individuals, growth opportunities for enterprises and increase the quality of life



Focus areas that are supported by the institutional membership, regional interest and organizations



Short Term Solution/Long Term Approach
Competitive Positioning, Local Business Outreach, Attraction, Bi-National

Organizational Visibility
Establish the REDC as the go to agency for economic development in Southeast Cochise County. Local /Regional Partnerships

Institutional Members
Engage Cochise County and Cochise College for institutional membership and partnerships

Structure – Year 1

PROGRAMS

I. A “performance based funding model” to be created to demonstrate a return on dollars invested in the organization;

- **Facilitating business expansion**
- **Local Business Outreach**
- **Regulatory**

REGIONAL LEADERHSIP

II. Engage Cochise County, Cochise College and regional interest groups.

- **Regional Strategic Plan and implementation initiatives supported by a collaboration of regional interest.**
- **Demonstrating a return on dollars invested in the organization through service contract agreements.**

COMPETITIVENESS

III. The REDC lead the Public Policy agenda to ensure Regional Competitiveness.

- **Workforce Development**
- **Commercial Development**
- **Industrial Development**

PARTNERSHIPS

IV. Special emphasis is placed within Bi-national and Cross Border Partnership through an international economic development program.

REDC Guiding Principles: Year One

AI-163

Action 1.

BOS Community Outreach Meeting

Date: 04/05/2011

Proclamation Childhood Cancer Awareness Week

Submitted By: Kim Lemons, Board of Supervisors

Department: Board of Supervisors

Presentation: No A/V Presentation

Recommendation:

Document Signatures:

of ORIGINALS

Submitted for Signature:

NAME n/a

TITLE n/a

of PRESENTER:

of PRESENTER:

Mandated Function?:

Source of Mandate
or Basis for Support?:

Information

Agenda Item Text:

Approve a proclamation declaring the week of April 24-30, 2011, to be Childhood Cancer Awareness Week in Cochise County, Arizona.

Background:

Founded nearly twenty years ago by Steven Firestein, a member of the philanthropic Max Factor family, the American Cancer Fund for Children, Inc. and sister organization, Kids Cancer Connection, Inc. are dedicated to helping these children and their families and the American Cancer Fund for Children and Kids Cancer Connection provide a variety of vital patient psychosocial services to children in Phoenix as well as participating hospitals throughout the country among other services.

Department's Next Steps (if approved):

n/a

Impact of NOT Approving/Alternatives:

April 24-30, 2011, will not be declared Childhood Cancer Awareness Week in Cochise County, Arizona.

To BOS Staff: Document Disposition/Follow-Up:

2 originals provided for signature - file one in the Clerk of the Board's office and send one to: Kids Cancer Connection Family House, 20978 Bandera St., Woodland Hills, CA 91364, c/o Amy Goldring

Attachments

Proclamation

PROCLAMATION

Childhood Cancer Awareness Week

WHEREAS, the American Cancer Fund for Children and Kids Cancer Connection report cancer is the leading cause of death by disease among children in the United States. This tragic disease is detected in nearly 15,000 of our nation's young people each and every year; and

WHEREAS, founded nearly twenty years ago by Steven Firestein, a member of the philanthropic Max Factor family, the American Cancer Fund for Children, Inc. and sister organization, Kids Cancer Connection, Inc. are dedicated to helping these children and their families; and

WHEREAS, the American Cancer Fund for Children and Kids Cancer Connection provide a variety of vital patient psychosocial services to children undergoing cancer treatment at the Phoenix Children's Hospital: Department of Pediatrics; Division of Hematology/Oncology, as well as participating hospitals throughout the country, thereby enhancing the quality of life for these children and their families; and

WHEREAS, through its uniquely sensitive and comforting Magical Caps for Kids program, the American Cancer Fund for Children and Kids Cancer Connection distributes thousands of beautifully hand made caps and decorated baseball caps to children who want to protect their heads following the trauma of chemotherapy, surgery and/or radiation treatments; and

WHEREAS, the American Cancer Fund for Children and Kids Cancer Connection also sponsor nationwide Courageous Kid recognition award ceremonies and hospital celebrations in honor of a child's determination and bravery to fight the battle against childhood cancer.

NOW, THEREFORE, BE IT RESOLVED THAT WE, the Cochise County Board of Supervisors do hereby proclaim the week of April 24-30, 2011, to be Childhood Cancer Awareness Week in Cochise County, Arizona.

APPROVED AND ADOPTED this 5th day of April, 2011.

Patrick Call, Chairman

Ann English, Vice-Chairman

Richard Searle, Supervisor

AI-164

Action 2.

BOS Community Outreach Meeting

Date: 04/05/2011

Proclamation National Crime Victims Rights Week

Submitted By: Kim Lemons, Board of Supervisors

Department: Board of Supervisors

Presentation: No A/V Presentation

Recommendation:

Document Signatures:

of ORIGINALS

Submitted for Signature:

NAME n/a

TITLE n/a

of PRESENTER:

of PRESENTER:

Mandated Function?:

Source of Mandate
or Basis for Support?:

Information

Agenda Item Text:

Approve a proclamation proclaiming the week of April 10-16, 2011, to be National Crime Victims' Rights Week in Cochise County, Arizona and reaffirm Cochise County's commitment to respect and enforce victims' rights and address their concerns during this week and throughout the year.

Background:

Since 1981, National Crime Victims' Rights Week (NCVRW) has been observed each April by promoting victims' rights and honoring crime victims and those who advocate on their behalf.

Cochise Victim Awareness, Inc. is joining forces with Cochise County Victim Witness Program, other victim service programs, criminal justice and law enforcement officials, and concerned citizens in Sierra Vista and Cochise County to raise awareness of victims' rights.

Department's Next Steps (if approved):

n/a

Impact of NOT Approving/Alternatives:

April 10-16, 2011, will not be proclaimed National Crime Victims' Rights Week in Cochise County, Arizona.

To BOS Staff: Document Disposition/Follow-Up:

2 signed originals: file one in the Clerk of the Board office and present the other to the representative from the Cochise County Victim Witness Program.

Attachments

Proclamation

PROCLAMATION

National Crime Victims' Rights Week (NCVRW)

WHEREAS, 20 million Americans are victims of crime each year and each crime affects many more, including families, friends and communities; and

WHEREAS, crime exacts an emotional, physical, psychological, and financial toll on victims as they have lost lives, loved ones, life savings, physical and mental health, and their sense of security; and

WHEREAS, the theme for this year is "Reshaping the Future, Honoring the Past," calling us to reflect on the meaning of justice for those harmed by crime; and

WHEREAS, we know that, by working together, we can help victims of crime reshape their futures and ensure that they receive the support they need, the respect they deserve, and the rights they have earned; and

WHEREAS, Cochise Victim Awareness, Inc. is joining forces with Cochise County Victim Witness Program, other victim service programs, criminal justice and law enforcement officials, and concerned citizens in Sierra Vista and Cochise County to raise awareness of victims' rights; and

WHEREAS, Since 1981, National Crime Victims' Rights Week (NCVRW) has been observed each April by promoting victims' rights and honoring crime victims and those who advocate on their behalf;

NOW, THEREFORE, BE IT RESOLVED THAT WE, the Cochise County Board of Supervisors do hereby proclaim the week of April 10-16, 2011, to be National Crime Victims' Rights Week in Cochise County, Arizona and reaffirm Cochise County's commitment to respect and enforce victims' rights and address their concerns during this week and throughout the year.

APPROVED AND ADOPTED this 5th day of April, 2011.

Patrick Call, Chairman

Ann English, Vice-Chairman

Richard Searle, Supervisor

AI-158

**Action 3.
Board of Supervisors**

BOS Community Outreach Meeting

Date: 04/05/2011

Award of Contract - Douglas Government Center General Contractor

Submitted By: Dave Seward, Procurement

Department: Procurement

Presentation: No A/V Presentation

Recommendation: Approve

Document Signatures: BOS Signature Required

of ORIGINALS 2

Submitted for Signature:

NAME of PRESENTER: Dave Seward

TITLE of PRESENTER: Procurement Director

Mandated Function?: Federal or State Mandate

Source of Mandate or Basis for Support?:

Docket Number (If applicable):

Information

Agenda Item Text:

Approve the award of Invitation for Bids (IFB) No. 11-35-FAC-01 for a General Contractor for the Douglas Government Center Construction Project to Concord General Contracting in the amount of \$3,849,000 which includes the base bid and Alternates 1, 3, 4 & 5.

Background:

On January 18, 2011 the Board of Supervisors approved the award of Request for Qualifications (RFQ) No. 11-25-FAC-01 to establish a list of pre-qualified general contractor's to bid on the construction of the Douglas Government Center project. A pre-bid meeting and job walk was held on January 26, 2011. All six pre-qualified contractors were present. Five bids were received prior to the bid closing date and time of February 15, 2011 at 4:00 p.m. The bid from Lang Wyatt Construction was late and not accepted.

The award of bid recommended is for the base bid including four alternates. The alternates consist of:

- No. 1 Tin ceiling instead of mineral fiber panels
- No. 3 Translucent sandwich panels instead of aluminum storefront walls
- No. 4 Prismatic glass
- No. 5 Mechanical yard acoustical panels

Alternate No. 2 to provide a complete build-out for Cafe will not be awarded

A bid tabulation is attached showing Concord General Contracting as the lowest responsive and responsible bidder for the base bid and Alternates 1, 3, 4, & 5.

Department's Next Steps (if approved):

Execute contract, obtain performance bond, payment bond and certificates of insurance. Issue Notice to Proceed. Schedule and conduct pre-construction meeting. Monitor contract performance and make progress payments as work is performed.

Impact of NOT Approving/Alternatives:

County offices in Douglas will continue to reside in their current facilities.

To BOS Staff: Document Disposition/Follow-Up:

Contracts will be hand carried to the Clerk of the Board when signed copies are received from the Contractor.

Fiscal Impact

Fiscal Year:

One-time Fixed Costs? (\$\$\$):

Ongoing Costs? (\$\$\$):

County Match Required? (\$\$\$):

A-87 Overhead Amt? (Co. Cost Allocation \$\$\$):

Source of Funding?:

Fiscal Impact & Funding Sources (if known):

To be completed by L.H.

Fiscal Year:

FY 10/11

One-time Fixed Costs? (\$\$\$):

Ongoing Costs? (\$\$\$):

County Match Required? (\$\$\$):

A-87 Overhead Amt? (Co. Cost Allocation \$\$\$):

Source of Funding?:

Fiscal Impact & Funding Sources (if known):

Douglas Regional Service Center - Budget
Construction (Base bid excluding Alt. #2) \$3,849,000.00
IT Network Cabling \$52,000.00
Sheriff Security and Automated Gate \$35,000.00
Court Security \$22,000.00
TAB Rolling File
(JP and Juvenile Probation) \$27,600.00
Furnishings \$250,000.00
Construction Management \$15,000.00
Parking Lot Improvements \$40,000.00
Contingency \$200,000.00
SUBTOTAL \$4,490,600.00 Total Project Cost
Less Cochise County Contribution (3,246,500.00)
Less City of Douglas Contribution (755,026.00)
TOTAL Contingency \$489,074.00

Attachments

Bid Tabulation

Alternates

GENERAL CONTRACTOR – DOUGLAS GOVERNMENT CENTER - IFB 11-35-FAC-01

	Summit Builders	Core Construction	Lloyd Construction	Concord General Contracting	T. L. Roof
Base Bid	\$3,815,000.00	\$4,398,000.00	\$3,777,000.00	\$3,762,000.00	\$3,767,000.00
Alternate #1	\$38,000.00	\$38,000.00	\$41,119.00	\$38,000.00	\$38,000.00
Alternate #2	\$231,000.00	\$250,000.00	\$234,429.00	\$247,000.00	\$227,000.00
Alternate #3	\$6,600.00	\$19,000.00	\$15,539.00	\$14,000.00	\$17,000.00
Alternate #4	\$12,000.00	\$12,000.000	\$12,000.000	\$12,000.000	\$12,000.000
Alternate #5	20,000.00	\$30,000.00	\$32,890.00	\$23,000.00	\$24,000.00
Total	\$4,122,600.00	\$4,747,000.00	\$4,112,977.00	\$4,096,000.00	\$4,085,000.00

Totals without bid alternate #2	Summit Builders	Core Construction	Lloyd Construction	Concord General Contracting	T. L. Roof
Base Bid	\$3,815,000.00	\$4,398,000.00	\$3,777,000.00	\$3,762,000.00	\$3,767,000.00
Alternate #1	\$38,000.00	\$38,000.00	\$41,119.00	\$38,000.00	\$38,000.00
Alternate #3	\$6,600.00	\$19,000.00	\$15,539.00	\$14,000.00	\$17,000.00
Alternate #4	\$12,000.00	\$12,000.000	\$12,000.000	\$12,000.000	\$12,000.000

Alternate #5	20,000.00	\$30,000.00	\$32,890.00	\$23,000.00	\$24,000.00
Total	\$3,891,600.00	\$4,497,000.00	\$3,878,548.00	\$3,849,000.00	\$3,858,000.00

5. Include as part of each Alternate miscellaneous devices, accessory objects and similar items incidental to or required for a complete installation whether or not mentioned as part of the Alternate. The alternate amount shall include all costs related to the alternate such as, but not limited to, subcontractor costs, taxes, and cost of bond.

PART 2 - PRODUCTS (Not Applicable)

PART 3 - EXECUTION

- A. GENERAL: Alternates are noted on the drawings using the following numbering.
1. **Additive Alternate No. 1** – Instead of 2' x 2' mineral fiber acoustical lay-in ceiling provide 2' x 2' pressed tin ceilings as specified in Section 095133. Grid to remain 9/16' for both types.
 2. **Additive Alternate No. 2** – Provide complete build-out for Café as shown on plans. This alternate includes new dedicated grease waste line, exhaust fan, food service equipment, and architectural fitup. Base bid is shell with utilities stubbed to space, and drywall one side toward adjacent occupied spaces.
 3. **Additive Alternate No. 3** – Provide translucent sandwich panel system as specified in Section 084523 instead of aluminum framing and glazing as shown.
 4. **Additive Alternate No. 4** – Provide prismatic glass reconstruction as specified in Allowance No. 1.
 5. **Additive Alternate No. 5** – Provide acoustical panels for interior of mechanical yard enclosure as shown and specified.

END OF SECTION 012300