

## SALC THROUGH THE YEARS:

# Major milestones and impact

For more than two decades the Southern Arizona Leadership Council has worked to increase economic vibrancy and quality of life in the region.

1997

35 MEMBERS

### SALC Founded

Frustrated by the lack of cohesion in the business community, seven visionary leaders founded SALC to address and view community issues through a business lens.



2000

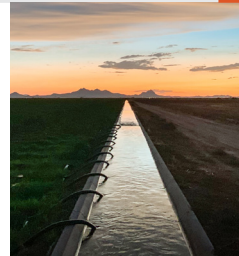


### Secured K-12 and university research funding

Championed the passage of Prop 301, providing \$600m annually in new funding for Arizona's K-12 system and university research.

### Anti-growth measure soundly defeated

Helped lead campaign to defeat Prop 202, seeking to limit growth in Arizona towns of more than 2,500 residents.



1999

### CAP water protected

Led campaign to defeat Prop 200, ensuring access to CAP water to support quality of life and growth in the region.

2003

60 MEMBERS

### Business-based support for education

Formed the Business Education Roundtable, bringing together the region's K-12 superintendents with business leaders which impacted both state and local school policy.



2005

### Medical Malpractice Reform signed

Assisted in passing SB 1036, a medical malpractice reform bill.

### Reforms drove economic growth

Worked with the Governor and other business organizations to secure passage of major economic reform legislation:

- Reduced business property tax rate from 25% to 20% over 10 years
- Created tax credits for investors who commit funds for high-tech start-up companies
- Applied 80% sales factor benefit to businesses making \$1 billion new investment in Arizona

2004

### Established Friends of Downtown

Convened key leaders to advance progress in downtown, leading to creation of Downtown Tucson Partnership.

### Regional Transportation Authority formed

After 20 years of failed attempts to pass regional transportation bonds, led community-wide effort to establish Regional Transit Authority (RTA) plan and tax, which passed by a wide margin.

### Technical Education District created

Led campaign to allow Southern Arizona school districts to form Joint Technology Education District (JTED) to support workforce development.



## Biosciences Leadership Council drives economic growth

Driving force to launch Biosciences Leadership Council of Southern Arizona (BLCSA) focusing on region's components of Flinn Bioscience Roadmap.

## Mentoring young professionals

Guided effort to found Tucson Young Professionals. SALC and TYP have ongoing joint events, TYP's board president sits on SALC's Board and SALC provides complimentary meeting space to TYP.



Southern Arizona Leadership Council



2006

## Science Foundation Arizona launched

Partnered to launch Science Foundation Arizona (SFAz). SALC members collectively invested more than \$1 million, creating 589 jobs, 10 companies, and leveraging \$56 million from industry.

## All-day K funded

Worked with Governor Napolitano and others to achieve second year funding for All-Day Kindergarten (later cut during budget crisis of the Great Recession).



2007



## Second water war won

Staunchly opposed another Prop 200 that would have limited water connections and new home construction. To ensure a coordinated response to future water threats, SALC founded Tucson Regional Water Coalition (TRWC) and hosts its meetings.

## Championed Pima County JTED

Played a pivotal role in the campaign to convince voters to pass JTED initiative which allows school districts to offer CTE programs that prepare students for jobs in the region

## Convened the Regional Town Hall

Organized first-ever Tucson Regional Town Hall that identified 10 key challenges facing the region. Outcomes included

First Things First, Tucson Values

Teachers, consolidation of literacy nonprofits into Literacy Connects, and creation of Imagine Greater Tucson



Shaping our future together

## Expect More Arizona founded

Helped to create a statewide education initiative, Expect More Arizona, a public-private partnership as a shared voice of business and education leaders for P-20 continuum.

## Financial crises averted

Engaged with Governor Brewer to develop a plan to borrow \$1 billion, cut \$1 billion and raise \$1 billion via a temporary tax.



## Tucson Values Teachers launched

SALC created TVT and spun it off into its own 501(c)(3) organization as the foremost voice on recruitment and retention of high quality teachers in the region.



## Addressed a critical nursing shortage

Helped ameliorate nursing shortage by founding Hospital Council of Southern Arizona (HCSA) and developing a plan to produce 150 new registered nurses for our community.

95 MEMBERS

2009

2008

2010

## Statewide health information exchange created

In partnership with HCSA, led conversation to create Southern Arizona Health Information Exchange (SAHIE), which ultimately merged with a state-level initiative.

2011

## Supporting future civic leaders

SALC board voted to extend a one-year associate membership to Flinn-Brown Leadership Academy Fellows.

## Corporate income tax cut

Led charge in Southern Arizona to pass business tax and regulatory reform bill resulting in a 30% reduction of corporate income tax rate.

2012



## Business groups join forces

Co-founded Tucson Business Alliance (TBA) to collaborate and increase regional economic vibrancy. Members: SALC, Sun Corridor, Tucson Metro Chamber, Southern Arizona Home Builders Association, Tucson Association of Realtors, Hispanic Chamber of Commerce and Visit Tucson.

## Showcased need for increased risk capital

Created **Arizona Bioscience Board** (ABB) to address lack of available risk capital, recruited CEOs statewide and produced comprehensive report spurring the establishment of new risk capital funds.

Led efforts to gain approval for two local solar projects – FRV Solar in Avra Valley, and Sun Edison Picture Rocks Solar Project – bringing jobs and corporate presence to the region.

Actively supported Governor Brewer's proposal to expand Medicaid funding in Arizona, resulting in billions of new federal dollars for Medicaid-eligible citizens and preventing closure of rural hospitals.

120 MEMBERS

Partnered with Tucson community to address governance problems plaguing Pima Community College (PCC) and help elect new board members better representing merits of the college.



In partnership with TBA, created Southern Arizona Defense Alliance (SADA) to showcase economic impact of the region's military and Southern Arizona as the best place in the nation to train warfighters.

In partnership with U of A and Community Foundation for Southern Arizona, developed the Making Action Possible (MAP) Dashboard, a progress-measuring tool, a set of trusted facts comparing region's key indicators with those of western metro peers.



Led campaign to change City of Tucson charter by passing Props 403 and 404 giving City Manager exclusive ability to hire/fire direct reports and the Mayor a voting position on City Council.

Established new Leadership Fund to provide nimble response to, and funding of, key legislative campaign efforts.

Provided substantial backing to pass Prop 123, providing \$3.5 billion over 10 years for Arizona's education system through distribution from the State Land Trust.

Successfully lobbied to restore \$29 million in funding for JTED, supporting a stronger future workforce.

Delivered vocal opposition to defeat Prop 205, which would have legalized marijuana. The flawed proposition was anti-business and would have had unintended consequences.

Partnered with Greater Phoenix Leadership and Northern Arizona Leadership Alliance to launch annual statewide CEO Summit to encourage strategic collaboration on statewide issues.

Influenced legislature to defeat misleading Rural Tax Credit bill that would have provided credits to out-of-state companies investing in Arizona, whose profits would not have remained here.

Strategically advocated to pass bonding package for R&D and infrastructure for Arizona's universities.

Prominent advocacy resulted in legislature reauthorizing and funding Angel Tax Credit for investing in small, rural or bioscience companies.

Provided staunch opposition to defeat Prop 204, Strong Start Tucson, by a two-to-one margin. The poorly crafted initiative was too narrow in geographic focus and too aggressive in raising the sales tax rate.



2018

### Accelerated funding for Highway 189

Convened 30+ trade groups that comprise Business Partners for Trade and Transportation (BPTT) to successfully advance funding cycle for Highway 189.



### Supported school funding extension

SALC was first business organization to publicly back 20-year extension of Prop 301, providing \$444 million in new revenues annually for schools.

### Rio Nuevo extension

Successfully advocated for 10-year extension to Rio Nuevo Multipurpose Facilities District, the driving force for revitalization in downtown Tucson.

140 MEMBERS

2019

### GME funding expansion

Advocated to secure new funding for Graduate Medical Education, helping ensure an adequate pipeline of medical professionals for our growing region and state and serving as an economic driver.



### Strategic leadership for RTA's future

Successfully led engagement with legislature to give Pima County voters the authority to increase sales tax to fund future infrastructure.



### Defeated harmful Prop

Convened campaign to defeat a 'sanctuary city' proposition that would have caused Tucson to forfeit more than \$138 million in state-shared revenue and federal grants, and would have prevented federal partners like FBI and DEA from assisting local police in solving crimes.

**NO ON 205**

2020

**THE FUTURE OF WORK**  
HOW TO THRIVE IN THE AUTOMATED WORKPLACE

### Forum held on Future of Work

Co-presented a compelling event with more than 500 attendees who learned from experts how automation and AI are reshaping academia and the workforce.

### Digital Resource for Entrepreneurs

Partnered with Startup Tucson to create a comprehensive Digital Resource Guide for entrepreneurs.

**YES on Prop 481 for Pima College**

### Expanded PCC's expenditure limitation

Led a campaign, passed by voters, which allows PCC to provide more funding for programs that directly help students.

## SALC FOCUS AREAS

EDUCATION



INFRASTRUCTURE



INNOVATION



GOVERNANCE



HEALTHCARE



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