

September 4, 2012

TO: Members of the MAG Economic Development Committee

FROM: Mayor Thomas Schoaf, City of Litchfield Park, Chair

SUBJECT: MEETING NOTIFICATION AND TRANSMITTAL OF TENTATIVE AGENDA FOR  
THE MAG ECONOMIC DEVELOPMENT COMMITTEE

Tuesday, September 11, 2012-11:30 a.m.  
MAG Office, Suite 200 - Saguaro Room  
302 North 1<sup>st</sup> Avenue, Phoenix

A meeting of the MAG Economic Development Committee (EDC) has been scheduled for the time and place noted above. Members of the Committee may attend the meeting either in person or by telephone conference. A light lunch will be provided.

Please park in the garage under the building. Bring your ticket to the meeting. Parking will be validated. For those using transit, the Regional Public Transportation Authority will provide transit tickets for your trip. For those using bicycles, please lock your bicycle in the bike rack in the garage.

Pursuant to Title II of the Americans with Disabilities Act (ADA), MAG does not discriminate on the basis of disability in admissions to or participation in its public meetings. Persons with a disability may request a reasonable accommodation, such as a sign language interpreter, by contacting Denise McClafferty at the MAG office. Requests should be made as early as possible to allow time to arrange the accommodation.

If you have any questions regarding the EDC agenda items, please contact Dennis Smith, MAG Executive Director, or Denise McClafferty, Management Analyst, at (602) 254-6300.

MAG ECONOMIC DEVELOPMENT COMMITTEE  
TENTATIVE AGENDA  
SEPTEMBER 11, 2012

COMMITTEE ACTION REQUESTED

1. Call to Order

The meeting of the Economic Development Committee will be called to order.

2. Call to the Audience

An opportunity will be provided to members of the public to address the Economic Development Committee on items not scheduled on the agenda that fall under the jurisdiction of MAG, or on items on the agenda for discussion but not for action. Members of the public will be requested not to exceed a three-minute time period for their comments. A total of 15 minutes will be provided for the Call to the Audience agenda item, unless the Economic Development Committee requests an exception to this limit. Please note that those wishing to comment on action agenda items will be given an opportunity at the time the item is heard.

3. Approval of the July 10, 2012 Economic Development Committee Meeting Minutes

4. Report on the City of Phoenix Bank-Local Program

At the July 10, 2012 Economic Development Committee meeting, Mayor Stanton announced that the City of Phoenix is launching a bank-local program that will invest up to \$50 million in local banks through Certificates of Deposit and other FDIC insured deposits. Local banks include Arizona chartered banks and banks with a physical presence in Maricopa County. As a result, the \$50 million in deposits with local banks will improve upon yields on current investment opportunities, while providing capital to local banks. A representative from the City of Phoenix will provide information regarding the bank-local program.

2. Information and discussion.

3. Review and approval of the July 10, 2012 Economic Development Committee meeting minutes.

4. Information and discussion.

5. Update on the U.S. Department of Commerce Conference - Realizing the Economic Strength of Our 21<sup>st</sup> Century Border

Mexico is Arizona's number one trading partner, and the U.S.-Mexico border region is one of the most important trade corridors for North American business. This trade corridor represents a \$460 billion economic relationship between the two countries. The U.S. Department of Commerce, in conjunction with the Arizona State University, will hold a national conference on September 23-25, 2012 at the Fiesta Resort Conference Center in Tempe, Arizona. This conference will gather leaders and innovators from throughout the border regions to identify regional solutions to border related challenges and priorities, such as workforce needs; education; trade facilitation and supply chain solutions for cross-border trade; border infrastructure needs; public/private partnership opportunities and new innovative technologies; and identifying cross border economic development and job creation strategies. A representative of the Arizona State University North American Center for Transborder Studies will provide a report on the upcoming conference. Please refer to the enclosed material.

6. Next Steps to Followup on the Presentation The Sun Corridor Economic Region in the 21<sup>st</sup> Century Global Network

On July 10, 2012, the MAG EDC discussed possible ways to followup on the ideas expressed by Michael Gallis at the June 13, 2012 presentation – The Sun Corridor Economic Region in the 21<sup>st</sup> Century Global Network. One idea was to have a retreat to have a more in-depth discussion on how Arizona could become a multimodal global transportation hub. Staff indicated that a report on these ideas would be brought back to the September EDC meeting. Since the July EDC meeting, staff has met with the Arizona Commerce Authority (ACA) to gauge their support for participating in the retreat, due to its statewide significance. ACA has indicated their

5. Information and discussion.

6. Information, discussion and input.

support of the idea. Due to the wide ranging ideas expressed in the Michael Gallis report, MAG staff is recommending that the focus of the proposed retreat be on beginning the implementation of the MAG Freight Transportation Framework Study. This would encompass implementing a systems approach for freight from Nogales through the central Arizona core to Maricopa County. The first step would be to have a brief introduction to the results of the study at the October 2, 2012 EDC meeting. The second step would be to have a broader discussion of the implementation steps at the October 30, 2012 Joint Planning Advisory Council meeting. Following that meeting, the different geographic areas in the study would examine the feasibility of implementing their recommendations. A retreat would then be held in February 2013 to seek alignment of the ideas in the study with the Sun Corridor representatives. If alignment is achieved, this would be the beginning of transforming Arizona into a multimodal global transportation hub. The Arizona Department of Transportation has expressed their desire to expand the MAG study to develop the spokes of the hub throughout Arizona. Input from the EDC members on this tentative strategy is requested.

7. Update on the Appointments of the EDC Business Members

On October 27, 2010, the MAG Regional Council approved the composition of the MAG Economic Development Committee (EDC). The composition includes eleven business member positions that have two-year terms with possible reappointment by recommendation of the Executive Committee and approval of the MAG Regional Council. The business member positions are up for reappointment. On August 1, 2012, a memorandum was sent to the EDC business members soliciting letters of interest to be reappointed to the EDC. The transportation representatives chose not to submit letters for reappointment. Staff will provide an update on the letters of interests received. It is anticipated that the Executive Committee will recommend

7. Information and discussion.

the EDC business members at its September 17, 2012 meeting, and the Regional Council will approve the recommendation at its September 26, 2012 meeting. Please refer to the enclosed material.

8. Request for Future Agenda Items

Topics or issues of interest that the Economic Development Committee would like to have considered for discussion at a future meeting will be requested.

9. Comments from the Committee

An opportunity will be provided for the Economic Development Committee (EDC) members to present a brief summary of current events. The EDC is not allowed to propose, discuss, deliberate or take action at the meeting on any matter in the summary, unless the specific matter is properly noticed for legal action.

Adjournment

8. Information and discussion.

9. Information.

MINUTES OF THE  
MARICOPA ASSOCIATION OF GOVERNMENTS  
ECONOMIC DEVELOPMENT COMMITTEE

July 10, 2012

MAG Offices, Saguaro Room  
302 N. 1<sup>st</sup> Avenue, Phoenix, Arizona

MEMBERS ATTENDING

Mayor Thomas L. Schoaf, Litchfield Park,  
Chair

\*Mayor Marie Lopez Rogers, Avondale,  
Vice Chair

#Steven Betts, GPEC

Dr. Joseph Cavinato, Thunderbird

\*Mark Dreher, East Valley Partnership

\*Thomas Franz, Greater Phoenix Leadership

Jim Kenny, El Dorado Holdings, Inc.

Mayor W.J. "Jim" Lane, Scottsdale

Mayor Michael LeVault, Youngtown

#Mayor John Lewis, Gilbert

\*Mayor Jackie Meck, Buckeye

\*Mary Peters, Mary Peters Consulting

Jim Rounds, Elliott D. Pollack & Company

\*Floyd Roehrich, Jr., ADOT

\*Todd Sanders, Greater Phoenix Chamber  
of Commerce

\*Mayor Elaine Scruggs, Glendale  
Councilmember, Jack Sellers, Chandler  
Jeffrey Simmons, Ryley Carlock &  
Applewhite

Mayor Scott Smith, Mesa

Mayor Greg Stanton, Phoenix

\*Sandra Watson, Arizona Commerce  
Authority

\*Candace Wiest, WESTMARC

\*Supervisor Mary Rose Wilcox, Maricopa  
County

#Mayor Sharon Wolcott, Surprise

\* Not present

# Participated by video or telephone conference call

OTHERS PRESENT (from sign-in sheet(s)):

Eric Anderson, MAG

Roc Arnette, EVP

Gail Baer, Valley of the Sun United Way

Len Becker, Buckeye

Scott Butler, Mesa

Miranda Culver, Mesa

Jami Garrison, MAG

Lori Gary, Fountain Hills

Shirley Gunther, Avondale

Chad Heinrich, Tempe

Fred Kaplan, Phoenix Mesa Gateway  
Airport

Christine Mackay, Chandler

Denise McClafferty, MAG

Christine McMurdy, Goodyear

Jeff Mihelich, Surprise

Harry Paxton, Goodyear

Jennifer Pena, Litchfield Park

Karen Peters, Phoenix

Michelle Pierson, Phoenix

Scott Powell, Gilbert

Linda Priano, MAG

Nathan Pryor, MAG

Michelle Rider, WESTMARC

Ana "Bea" Ronan, MAG

Dennis Smith, MAG

Tim Strow, MAG

1. Call to Order

The Economic Development Committee (EDC) meeting was called to order by Chair Schoaf at 11:42 a.m. Chair Schoaf noted that Mayor Lewis, Mayor Wolcott, and Steve Betts were participating by telephone conference.

Chair Schoaf noted public comment cards were available for those members of the public who wish to comment. Transit tickets were available from Valley Metro for those using transit to come to the meeting. Parking validation was available for the MAG parking facilities for those who parked in the garage.

Chair Schoaf announced that committee member, Dr. Joe Cavinato, was the recipient of the prestigious J. Shipman Gold Medal Award given by the Institute for Supply Management. He added this medal is awarded to an individual who has performed distinguished service for the cause and advancement of supply chain management as an innovator, community leader, mentor, and teacher. Chair Schoaf congratulated Dr. Cavinato.

Chair Schoaf also announced that at each members place was a copy of the Michael Gallis presentation that was given on June 13, 2012, along with a handout for agenda item 4.

2. Call to the Audience

Chair Schoaf stated according to the MAG public comment process, members of the audience who wish to speak are requested to fill out the public comment cards. He stated that there is a three minute time limit. Public comment is provided at the beginning of the meeting for items that are not on the agenda that are within the jurisdiction of MAG, or non action agenda items that are on the agenda for discussion or information only. Chair Schoaf noted that no public comment cards had been received.

3. Approval of the June 5, 2012 Economic Development Committee Meeting Minutes

Chair Schoaf asked if the members had any questions regarding the June 5, 2012 meeting minutes. There were none.

Mayor Lane moved to approve the June 5, 2012 Economic Development Committee meeting minutes. Mayor Smith seconded the motion and the motion carried unanimously.

8. Greater Phoenix Rising Web Site - International Video

This agenda item was taken out of order.

Denise McClafferty stated the EDC approved partnership between MAG and Greater Phoenix Economic Council (GPEC) to develop a data resource for economic development and that the Greater Phoenix Rising website was officially launched in November 2011. She

added the joint website includes interactive maps, graphs, charts and videos that provide prospective businesses and residents information on the region. Ms. McClafferty then provided the steps to get to the landing page video for the International section under Special Reports and played the video, which highlighted Mexico, China, India and Canada. The video demonstrates how our region and state benefits by having relationships with these countries.

Ms. McClafferty noted that it is very important for MAG member agencies and businesses to add the Greater Phoenix Rising link to their websites. She added to date, approximately 13 agencies have placed a link on their website. She stated that in the past 30 days, the Greater Phoenix Rising website has had 322 hits, with the majority of hits coming from the U.S., but also included Chile, China and Costa Rica. Ms. McClafferty thanked Kelly Taft, her staff, and GPEC for all their hard work on this website.

Mayor Schoaf thanked Ms. McClafferty for her presentation and asked the committee if they had any comments or questions. Councilmember Sellers asked if MAG ever considered an application for the website for Mac computers and iPads. Ms. McClafferty stated staff is looking to see if this is an option.

4. Followup to MAG Event - *The Sun Corridor Economic Region in the 21<sup>st</sup> Century Global Network*

Dennis Smith provided an update on the *Sun Corridor Economic Region in the 21<sup>st</sup> Century Global Network* event that took place on June 13, 2012. He noted that approximately 200 people attended the event and that it generated a lot of publicity within our region. He stated copies of six newspaper articles were at each members seat regarding the event, and it was also discussed on the television program *Horizon*, which committee member, Jim Rounds, took part in.

Mr. Smith distributed a handout to the members providing key messages that the presenter, Michael Gallis, discussed. During the presentation, Mr. Gallis stated “The Sun Corridor has built a remarkable foundation for the future. The region has a lot of advantages, assets and initiatives. The challenge is to prioritize, align and link these assets and initiatives together to generate greater synergies. By putting the pieces together, they can form the framework for a leading-edge global region.” Mr. Smith stated the issue now is to decide if the Sun Corridor wants to compete as a “big picture” global region or as a more limited regional center. He added achieving a global vision will require a more integrated approach and regional alignment and cooperation. It will require thinking of the region as a product in the global marketplace and competing on a worldwide basis.

Mr. Smith noted during the presentation there was discussion that this region will need to create a process and structure to build a more comprehensive and integrated regional vision and framework for long-term growth with a strategy for implementation. He noted this

committee could be an instrument to bring all the partners in this region together. He added three foundation elements for the region are transportation/infrastructure, the economy, and the environment/urbanization. These three elements must become more integrated and interactive to form the foundation for the region's future.

Mr. Smith stated this region needs to move forward. He offered some ideas to the committee members. These ideas included meeting with partners, not just those on EDC, but with other partners in the region to enhance cooperation and communication. He noted that a mayor suggested the EDC have a retreat, including regional agencies that are not committee members. Mr. Smith stated another way to move forward would be to review the findings of the MAG Transportation Framework Freight Study and review the preliminary recommendations. This study is due to be completed by September 2012.

Mr. Smith noted the region has so many similarities with Columbus, Ohio and their inland port, and perhaps the elected officials would like to attend a site visit to this port. He added another possible way to move forward is on August 29, 2012, at the League of Arizona Cities and Towns Annual Conference. There will be a concurrent session on trade and border issues with our partners, where we can talk about greater communication. Mr. Smith added that this morning, he was informed that the U.S. Department of Commerce will be having a national conference on border issues, at Arizona State University, September 23-25. Following that national conference, on September 26, Michael Camuñez, U.S. Assistant Secretary for Market Access & Compliance, has agreed to stay for a locally focused event. Mr. Smith added his preliminary thought is to have this at 9:00 a.m. and have it as a "listening session" so that the elected officials from around the state could voice their concerns to him on what is needed to address the border issues, (staffing, infrastructure, etc.). Mr. Smith noted he would like to reach out to the state agencies, Arizona Mexico Commission, Arizona Transportation & Trade Corridor Alliance & Arizona Commerce Authority to see if they would like to join in this effort and asked the committee for input and direction.

Chair Schoaf noted there have been discussions that an idea of a retreat would be beneficial. He added there are two basic ways to move forward; try to break the recommendations down in small pieces so they can be addressed one piece at a time at the EDC meetings where time is limited; or block out a larger period of time, for a retreat, and devote the entire process to the recommendations and next steps.

Mayor Smith stated that this is new for the region and the problem is that this region does not have a clear vision on what it wants to be. He added he would like to see focus on regional transportation and how it fits in the long term vision and what is decided will determine the specific steps that need to be taken. Mayor Schoaf agreed with Mayor Smith and added that these topics are much bigger than one retreat, but we need to keep the momentum going and bring together thought patterns and visions so that our entire region can benefit. He suggested having MAG staff contact committee members to see if there is enough support to move forward and if there is, a determination would have to be made who

to include in the retreat, beyond the EDC members.

Mayor Lane asked if the focus of the retreat would be on the Sun Corridor. He added he is in favor of a retreat if the right players are involved and noted it is important. Mayor Schoaf stated elected officials can create an atmosphere, but they need the business and education communities' support, as well. He added we have to make sure there is support before we decide who is invited. Mayor Lane added who attends will have meaningful information in determining a regional or global vision and this would have to be the first order of business.

Mayor Smith added this region needs to commit to a regional or global vision, otherwise the world will take us, where it takes us. He gave an example of the Scottsdale community, which was a small little western town and visionary leaders made a decision to make Scottsdale into the great city that it is today and implemented the steps to do that. It started with the vision of what they wanted to be. He also remembers Chandler being a very different place than it is now and they made the same transition and created a great community. Mayor Smith noted that Mesa went the opposite way. Mesa was a leader and a regional center thirty years ago. Leadership felt things were great and did not plan for the future. He stated that twenty years later, the future passed Mesa. Mayor Smith stated the focus is on the region now, it is not about one city anymore. Mayor Smith noted this is a great time to begin, this region has seen successes in a regional freeway system being completed and its coming together in a way it has never come together before in history. He stated communities have grown together. Now the question is, what kind of region are we going to be in 10, 20, 50 years from now, by design. He stated that if discussions focus on specifics, such as deep water ports, people will not get excited because that is not transformative for the whole region. It would be a piece of the puzzle, but not the overall vision.

Mayor Wolcott stated she appreciates the discussion and said Mayor Smith made some excellent points. She added that cities are at a critical junction and need to have a clear vision as to how they fit in the region. Robust conversations with leaders and the business community need to take place. She stated that she supports having a retreat.

Mayor Lewis agreed that it is critical to hold a retreat. He added the need to take the ideas and formulate them into something. Mayor LeVault stated the heart of this issue is that the world continues to shrink and the global economy is going to continue to become more complex. It is not a question of whether or not it is going to happen, but whether this region will actively participate. He added this region is uniquely qualified to reap the benefits due to its location, climate, and workforce. He noted he agreed with Mayor Schoaf's comments on the need to figure out a way to better involve the people of Arizona, to make sure that the people of Arizona buy in to this concept. Mayor LeVault noted that he supports the retreat, and recommends it is done in a way that involves the maximum number of partners and entities.

Councilmember Sellers stated one of the things he took away from the Gallis presentation

was that this region is still looking at too small a picture. He added that he came away with a really different view of how we should be looking at our region, and added this is an important topic that needs to be addressed during discussions. He added that we may want to invite Las Vegas and Victor Mendez. Mayor Lane stated a retreat is a good idea and the focus now should be on who is invited. He added he does not think the Sun Corridor has even been expressed as anything other than an international or global vision. It is going to be a matter of who has the interest to support and move the vision forward.

Dr. Cavinato stated the stakeholders need to first define the region and once people see the vision, they will react to it. He believes the EDC's role is to define what the options are, and what does the region gain or lose if nothing is done. He noted it appears that everybody in the region is looking around and waiting to see what happens. The penalty for that is the region will grow, but just in bits and pieces and without any guarantee that it will tie together in a transformative sense.

Chair Schoaf stated we can influence the change or we can just let change happen. He added it is important to not just concentrate on what is happening today, but also what will be happening 20-30 years from now. He noted that there seems to be a consensus for a retreat. The next step is for staff to analyze who should attend and when to hold the retreat. Mr. Smith stated he believes the Arizona Commerce Authority should be involved because this is a statewide issue. He added GPEC is a big driver and needs to be on board. If the focus area is on the Sun Corridor, TREO has to be on board, along with the universities. Mr. Smith stated the more that the region is aligned, the more great things can happen. Texas is a great example of a state that has more alignment than Arizona. He stated this cannot be driven out of the MAG region, it has to be a statewide issue in order to make this happen.

Dr. Cavinato stated we need to identify the scope of what this region wants to be. He asked if it is going to be the Phoenix metropolitan area, the Sun Corridor or something else. He added this needs to be defined to create a hook that the rest of the world can identify with. He gave the example that if someone mentions Silicon Valley, a vision comes to mind. He added that another benefit is that it creates an impression in ourselves, as well to the outside world, that there is an energy with a focus and drive. He added that energy creates more energy and this region needs to make this happen.

Chair Schoaf thanked everyone for their comments.

##### 5. Becoming a Multimodal Global Transportation Hub

Tim Strow, MAG Transportation Planner, stated this committee has been very active in participating in different freight studies, such as the MAG Freight Transportation Framework Study and the Thunderbird Mexico Supply Chain Study. He added the committee has made trips to the Mariposa and San Luis Ports of Entry to see how goods and people are moved legally across the border. The EDC has also had representatives from the Port of Guaymas come and speak at a meeting. He stated the Michael Gallis presentation also discussed

global logistic hubs and the impact they have in certain regions. Mr. Strow stated Lynn Kusy, Executive Director of the Phoenix-Mesa Gateway Airport, introduced staff to the President and CEO of the Columbus Regional Airport Authority, Elaine Roberts. He added that staff met with Ms. Roberts and discussed the partnerships and the planning efforts of the Rickenbacker Inland Port that made it successful. He noted this facility uses the converted Rickenbacker Air Force Base and has rail connections using the Norfolk Southern rail line to the port at Norfolk, Virginia.

During his presentation, Mr. Strow provided some history and an overview of the Rickenbacker Inland Port. He stated the Rickenbacker International Airport has two 12,000 foot runways and the Rickenbacker Intermodal Terminal has more than 300,000 container transfers per year, and provides direct double-stack, next day service to and from the port of Norfolk, Virginia. He stated the Mid-Ohio Regional Planning Commission and the Columbus Regional Airport Authority has offered to host a delegation from Arizona. He noted this would be a two-day trip to Columbus, Ohio that could include a dinner reception with the Port Authority, and a tour of the Rickenbacker International Airport, the Norfolk Southern and CSX Intermodal Facility, and the Global Logistics Park. Mr. Strow stated that this is a great opportunity to learn about the obstacles this project had to overcome to make it successful, and to review their best practices. He stated that staff is looking for direction from the committee on whether to proceed with coordinating a site visit.

Chair Schoaf asked if there were any questions or comments.

Mayor Schoaf stated that this looks like a great opportunity to learn more about intermodal facilities and recommended staff move forward to see if there is interest with committee members, the JPAC, and other partners. Dennis Smith stated that this region could learn some lessons from this trip. He noted that this could assist the City of Nogales, Tucson's inland port; the Red Rock facilities, Phoenix-Mesa and Gateway airports; Sky Harbor, and Goodyear airport. He added another similarity is that Rickenbacker has a great relationship with Ohio State University just like this region has with Arizona State University and other universities. He also noted that Rickenbacker also has a private sector led freight logistics council and it would be interesting to see how it operates. Mayor Smith stated he has contacts at the City of Columbus and offered his assistance, if needed.

6. Request for Future Agenda Items

Chair Schoaf asked if there were any requests for future agenda items.

Mayor Stanton announced that the City of Phoenix has adopted a new policy to purchase Certificates of Deposit at each community bank in the City of Phoenix to show support for local banks and business. He offered to have a representative from the City of Phoenix speak at a future committee meeting to discuss the policy in more detail. He stated he is very interested in hearing about Best Practices being done in other communities for possible adoption. Mayor Schoaf suggested that staff add a standing agenda item on Best Practices

to the EDC agenda. Mayor Smith stated that he appreciates Mayor Stanton's leadership on this issue and it helps other communities with discussions when they see Phoenix stepping out and taking the lead.

7. Comments from the Committee

Mayor Schoaf announced that there will not be a meeting in August. The next meeting is scheduled for September 11<sup>th</sup> at 11:30 a.m. He also reminded the committee members that the League of Arizona Cities & Towns session on border trade will be taking place on August 29, 2012 at 3:30 p.m. at the Hyatt Regency Scottsdale at Gainey Ranch.

Adjournment

There being no further business, the Economic Development Committee meeting was adjourned at 12:45 p.m.

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Chair

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Secretary

International Conference



# Realizing the Economic Strength of Our 21st Century Border

## TRADE, EDUCATION AND JOBS

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**ASU** North American Center  
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INTERNATIONAL  
**TRADE**  
ADMINISTRATION



# Realizing the Economic Strength of Our 21<sup>st</sup> Century Border *Trade, Education, and Jobs*

SUNDAY, SEPTEMBER 23

**4:00 p.m. – 7:30 p.m.** Registration *Fiesta Resort Conference Center*

**6:00 p.m. – 8:00 p.m.** Welcome Reception (Hosted by the U.S. Chamber of Commerce)  
Host and Master of Ceremonies (throughout) D. Rick Van Schoik, Arizona State University  
*Auditorium*

Speakers:

- Patrick Kilbride, Senior Director of the Americas, U.S. Chamber of Commerce (c)
- Michael Camuñez, U.S. Assistant Secretary of Commerce for Market Access & Compliance (c)
- Francisco de Rosenzweig, Under Secretary for International Trade, Mexican Secretariat of Economy (c)
- Henry Cuellar, U.S. House of Representatives, 28<sup>th</sup> District of Texas (c)
- Raúl Grijalva, U.S. House of Representatives, 7<sup>th</sup> District of Arizona (c)

MONDAY, SEPTEMBER 24

**8:00 a.m. – 5:00 p.m.** Registration *Fiesta Resort Conference Center*

**8:30 a.m. – 9:15 a.m.** Welcoming Remarks  
Host and Master of Ceremonies (throughout) D. Rick Van Schoik, Arizona State University  
*Auditorium*

Speakers:

- Greg Stanton, Mayor, City of Phoenix (c)
- Arturo Garino, Mayor, City of Nogales (c)

**9:15 a.m. – 10:00 a.m.** Opening Keynote *Auditorium*

Speakers:

- Michael Crow, President, Arizona State University (c)
- Michael Camuñez, U.S. Assistant Secretary of Commerce for Market Access & Compliance (c)
- Francisco de Rosenzweig, Under Secretary for International Trade, Mexican Secretariat of Economy (c)

**10:00 a.m. – 11:00 a.m.** CEO Roundtable: Trade Facilitation and Value Chain Solutions for Cross-Border Trade  
*Auditorium*

Panelists:

- David Hester, President, Kyocera Mexicana S.A. de C.V. (c)
- Gary C. Kelly, President and CEO, Southwest Airlines (i)
- Andrés Conesa, CEO, Aeroméxico Airlines (i)
- Roberto Hernández Ramírez, CEO, Banamex (i)
- Juan Cento, President of Latin American & Caribbean Division, FedEx (i)

Moderator:

- León Krauze, Correspondent, Univision (i)

<b>11:00 a.m. – 11:15 a.m.</b>	<b>Coffee Break</b>
<b>11:15 a.m. – 12:30 p.m.</b>	<b>Industry Sector Breakout Panels I</b>
<b>AEROSPACE</b> <i>Exploring Aerospace Opportunities in Mexico and the American Southwest</i> <b>Redrock Room</b>	<u>Panelists:</u> <ul style="list-style-type: none"> <li>• Marcelo Funes-Gallanzi, President, Mexican Aerospace Industry Federation (c)</li> <li>• Stephan Hollman, Founder and President, Pacific Aviation and Lease Management (c)</li> <li>• Eduardo Solis, Latin America Supply Chain Manager, Eaton Aerospace (i)</li> </ul> <u>Moderator:</u> <ul style="list-style-type: none"> <li>• Scott Miller, Chair of Aerospace Engineering Department, Wichita State University (c)</li> </ul>
<b>ENHANCING TOURISM BETWEEN MEXICO AND THE UNITED STATES</b> <i>U.S.-Mexico Crossborder Tourism</i> <b>Tempe Room</b>	<u>Panelists:</u> <ul style="list-style-type: none"> <li>• Luis Alfonso Lugo, Under Secretary of Tourism Operations, Mexico Ministry of Tourism (c)</li> <li>• John T. Reilly, President, SeaWorld San Diego (c)</li> <li>• Steve Moore, President &amp; CEO, Greater Phoenix Convention &amp; Visitors Bureau (c)</li> <li>• Erik Lee, Associate Director, North American Center for Transborder Studies at ASU (c)</li> </ul> <u>Moderator:</u> <ul style="list-style-type: none"> <li>• Simon Rosenberg, President, New Policy Institute (c)</li> </ul>
<b>ENERGY AND GREEN TECHNOLOGIES</b> <i>Efficiency: Energy, Water, and Sustainable Infrastructure</i> <b>Coronado Room</b>	<u>Panelists:</u> <ul style="list-style-type: none"> <li>• David Muñoz Andrade, Director General, Baja California State Energy Commission (c)</li> <li>• Enrique Marroquin, Vice President, Hunt Power (c)</li> <li>• TBD</li> </ul> <u>Moderator:</u> <ul style="list-style-type: none"> <li>• Rick Van Schoik, Director, North American Center for Transborder Studies at Arizona State University (c)</li> </ul>
<b>ATTRACTING FOREIGN DIRECT INVESTMENT</b> <i>Investment Strategies and Market Opportunities</i> <b>Encantaada Rooms</b>	<u>Panelists:</u> <ul style="list-style-type: none"> <li>• Steve Olson, Executive Director, SelectUSA (c)</li> <li>• Jorge Lopez, Regional Director for North America, ProMéxico (i)</li> <li>• Jonathan Hurst, Director for Budget, Planning &amp; Policy; Office of the Governor of Texas (c)</li> <li>• Eugenio Lagarde, President, Industrial Development Commission of Mexicali (c)</li> </ul> <u>Moderator:</u> <ul style="list-style-type: none"> <li>• Patrick Kilbride, Senior Director of the Americas, U.S. Chamber of Commerce (c)</li> </ul>
<b>1:00 p.m. – 2:15 p.m.</b>	<b>Keynote Luncheon</b> <span style="float: right;"><i>Auditorium</i></span> <b>Host and Master of Ceremonies (throughout) D. Rick Van Schoik, Arizona State University</b> A
	<u>Announcement of Winners of Essay Contest and Recognition of Border Cooperation Award Winners</u> <ul style="list-style-type: none"> <li>• Sethuraman Panchanathan, Senior Vice President of the Office of Knowledge Enterprise Development, Arizona State University (c)</li> </ul> <u>Speaker:</u> <ul style="list-style-type: none"> <li>• Nina Vaca, Chairman and Chief Executive Officer, Pinnacle (i)</li> </ul>
<b>2:30 p.m. – 3:45 p.m.</b>	<b>Policy Breakout Panels II</b>
<b>CROSS-BORDER ECONOMIC DEVELOPMENT AND JOB CREATION</b> <i>Increasing Prosperity and Competitiveness in the Border Region</i> <b>Redrock Room</b>	<u>Panelists:</u> <ul style="list-style-type: none"> <li>• Nelson Balido, President, Border Trade Alliance (c)</li> <li>• James Clark, Director General of Mexico Business Center, San Diego Regional Chamber of Commerce (c)</li> <li>• Jon Barela, Cabinet Secretary, New Mexico Economic Development Department (c)</li> <li>• Bernardo Ayala, Vice President of Mexico Markets, Union Pacific (c)</li> <li>• David Mayagoitia, President, Tijuana Economic Development Corporation (c)</li> </ul> <u>Moderator:</u> <ul style="list-style-type: none"> <li>• Luis Aguirre Lang, President of the Mexican Council of the Maquiladora Industry (c)</li> </ul>

**Draft agenda is as of 8.28.2012.** Program is subject to change. Simultaneous English /Spanish translation is available at all plenary and breakout sessions. (c) indicates a speaker has been confirmed. (i) indicates a speaker has been invited.

<p><b>WORKFORCE NEEDS AND EDUCATIONAL DEVELOPMENT</b></p> <p><i>Building International Education Networks and Exchanges</i></p> <p><i>Tempe Room</i></p>	<p><u>Panelists:</u></p> <ul style="list-style-type: none"> <li>• Rafael Rangel, Special Advisor to the President, Arizona State University and Former Rector, Tec de Monterrey System (c)</li> <li>• Mark Cafferty, President &amp; CEO, San Diego Regional Economic Development Corporation (c)</li> <li>• Susan Gonzales, Director of External Affairs, Facebook (i)</li> <li>• Cecilia Levine, President, MFI International Manufacturing (c)</li> </ul> <p><u>Moderator:</u></p> <ul style="list-style-type: none"> <li>• Maria Eugenia Calderon-Porter, Executive Director of U.S.-Mexico Relations, Texas A&amp;M International University (c)</li> </ul>
<p><b>PUBLIC PRIVATE PARTNERSHIPS</b></p> <p><i>Fostering Creative Border Solutions</i></p> <p><i>Coronado Room</i></p>	<p><u>Panelists:</u></p> <ul style="list-style-type: none"> <li>• Hank Marshall, Senior Vice President, Arizona Commerce Authority (c)</li> <li>• Ruben Barrales, President and CEO, San Diego Regional Chamber of Commerce (c)</li> <li>• Gerónimo Gutierrez, Managing Director, North American Development Bank (c)</li> <li>• Daniel Vieitez Martínez, Technical Coordinator for Centro MuniAPP, Tec de Monterrey (i)</li> <li>• TBD</li> </ul> <p><u>Moderator:</u></p> <ul style="list-style-type: none"> <li>• Christopher Wilson, Associate, Mexico Institute at the Woodrow Wilson Center (c)</li> </ul>
<p><b>4:00 p.m. – 5:30 p.m.</b></p>	<p><b>Roundtable Discussion: 21<sup>st</sup> Century Border Management Initiative</b>  <b>Host and Master of Ceremonies (throughout) D. Rick Van Schoik, Arizona State University</b>  <i>Auditorium</i></p>
	<p><u>Panelists:</u></p> <ul style="list-style-type: none"> <li>• Thomas Winkowski, Acting Deputy Commissioner of U.S. Customs and Border Protection, U.S. Department of Homeland Security (i)</li> <li>• Matt Rooney, Deputy Assistant Secretary for Western Hemisphere Affairs, U.S. Department of State (i)</li> <li>• Julián Ventura, Under Secretary for North America, Mexican Secretariat of Foreign Relations (i)</li> <li>• Gary Gallegos, Executive Director, San Diego Association of Governments (c)</li> <li>• Alfredo Gutiérrez Ortiz-Mena, Head of Tax Administration Service (SAT) (i)</li> <li>• Hector Alejandro Gutiérrez Fuentes, Central Manager for International Affairs, Mexican General Customs Administration (i)</li> <li>• Francisco de Rosenzweig, Under Secretary for International Trade, Mexican Secretariat of Economy (c)</li> </ul> <p><u>Moderator:</u></p> <ul style="list-style-type: none"> <li>• Michael Camuñez, U.S. Assistant Secretary of Commerce for Market Access &amp; Compliance (c)</li> </ul>
<p><b>4:00 p.m. – 5:30 p.m.</b></p> <p><b>U.S. AND MEXICO TRADE WORKSHOPS:</b></p> <p><b>TIPS ON HOW TO SUCCEED EXPANDING YOUR BUSINESS BEYOND YOUR SIDE OF THE BORDER</b></p>	<p><b>Workshops to be featured by U.S. Commerce Service and ProMéxico</b></p> <p><u>Workshop Topics:</u></p> <ul style="list-style-type: none"> <li>• Identifying useful Mexican market research</li> <li>• Legal considerations, particularly with respect to sales channels</li> <li>• Cultural nuances</li> <li>• Regional nuances</li> <li>• Export promotion programs</li> </ul> <p><i>Encantada Room</i></p>
<p><b>5:30 p.m. – 6:45 p.m.</b></p>	<p><b>Gubernatorial Dialogue</b></p> <p><u>Speakers:</u></p> <ul style="list-style-type: none"> <li>• César Horacio Duarte Jáquez, Governor of the State of Chihuahua (i)</li> <li>• Rubén Moreira Valdéz, Governor of the State of Coahuila de Zaragoza (i)</li> <li>• Susana Martinez, Governor of the State of New Mexico (i)</li> <li>• Jan Brewer, Governor of the State of Arizona (i)</li> <li>• John Cornyn, U.S. Senator for Texas</li> </ul> <p><i>Galleria Room</i></p>
<p><b>7:00 p.m. – 9:00 p.m.</b></p>	<p><b>Official Dinner: The Future of the U.S.-Mexico Relationship</b>  <b>Introduction: Raul Rodriguez, Chair, Arizona State University</b></p>
	<p><u>Remarks:</u></p> <ul style="list-style-type: none"> <li>• Cesar Conde, President, Univision Networks (i)</li> <li>• Henry Cisneros, Executive Chairman, New America Alliance and CityView (i)</li> </ul>

TUESDAY, SEPTEMBER 25

9:00 a.m. – 10:00 a.m.	<b>Opening Remarks</b> <b>Host and Master of Ceremonies (throughout) D. Rick Van Schoik, Arizona State University</b> <i>Auditorium</i>
	<u>Speaker:</u> <ul style="list-style-type: none"><li>• Anthony Wayne, U.S. Ambassador to Mexico (i)</li><li>• Cecilia Muñoz, White House Director of the Domestic Policy Council (i)</li></ul>
10:00 a.m. – 11:30 p.m.	<b>Mayoral Panel: Best Practices for Trade and Economic Development</b> <i>Auditorium</i>
	<u>Panelists:</u> <ul style="list-style-type: none"><li>• Carlos Bustamante, Mayor, City of Tijuana (c)</li><li>• John Cook, Mayor, City of El Paso (c)</li><li>• Arturo Garino, Mayor, City of Nogales (c)</li><li>• Scott Smith, Mayor of Mesa, City of Mesa (c)</li><li>• María del Carmen Zúñiga Hernández, Mayor, City of Querétaro (i)</li><li>• Jerry Sanders, Mayor, City of San Diego (c)</li></ul> <u>Moderator:</u> <ul style="list-style-type: none"><li>• Juan Carlos López, Correspondent, CNN en Español (c)</li></ul>
11:30 a.m. – 12:15 p.m.	<b>Press Panel</b> <i>Auditorium</i>
	<u>Panelists:</u> <ul style="list-style-type: none"><li>• Juan Carlos López, Correspondent, CNN en Español (c)</li><li>• Don Henninger, Publisher, Phoenix Business Journal (c)</li><li>• Stephen Keppel, Director of Financial Content and Economics Editor, Univision Network (c)</li></ul> <u>Moderator:</u> <ul style="list-style-type: none"><li>• Walter Bastian, Deputy Assistant Secretary for the Western Hemisphere (c)</li></ul>
12:30 p.m. – 2:00 p.m.	<b>Keynote Luncheon</b> <i>Auditorium</i>
	<u>Keynote Speaker:</u> <ul style="list-style-type: none"><li>• Ricardo Salinas, President and CEO of Grupo Salinas (i)</li></ul>
2:00 p.m. – 2:15 p.m.	<b>Closing Remarks</b> <i>Auditorium</i>
	<u>Speaker:</u> <ul style="list-style-type: none"><li>• Michael Camuñez, U.S. Assistant Secretary of Commerce for Market Access &amp; Compliance (c)</li><li>• D. Rick Van Schoik, Arizona State University</li></ul>
3:00 p.m. – 4:30 p.m.	<b>Decision Theater Demonstration (By Invitation Only)</b> <i>Arizona State University Campus</i>
	<u>Theme:</u> <ul style="list-style-type: none"><li>• Roadmap to a Competitive North America: Challenges and Building Partnerships in Modeling U.S.-Mexico Crossborder Trade and Tourism</li></ul> <u>Facilitators</u> <ul style="list-style-type: none"><li>• Rick Van Schoik, Director, North American Center for Transborder Studies, Arizona State University (c)</li><li>• Francisco Lara Valencia, Associate Professor, School of Transborder Studies, Arizona State University (c)</li></ul>

**Registration Information**

Please visit the conference website ([www.regonline.com/ASUtradeconference](http://www.regonline.com/ASUtradeconference))

Cost: \$225-general public; \$50-students

**Conference Information**

Start: Sunday, September 23, 2012 at 4:00 PM

End: Tuesday, September 25, 2012 at 5:00 PM

Location:

Fiesta Resort Conference Center

2100 South Priest Dr.

Tempe, AZ 85282

(480) 967-1441

Fiesta Resort provides free airport shuttles

MAG Economic Development Committee Business Members

<u>POSITION</u>	<u>LETTERS RECEIVED FOR REAPPOINTMENT</u>
Economist	Jim Rounds, Elliott Pollack & Company, VP & Senior Economist
Transportation Industry Representatives (2)	Vacant
Education	Dr. Joseph Cavinato, Professor of Supply Chain Management, Thunderbird
WESTMARC (New member)	William Sheldon, Chair of WESTMARC, General Counsel for SCF Arizona
East Valley Partnership	Mark Dreher, Chair of East Valley Partnership
Greater Phoenix Economic Council	Steve Betts, GPEC Board Member
Greater Phoenix Leadership	Thomas Franz, President/CEO of the Greater Phoenix Leadership
Development Community	Jim Kenny - El Dorado Holdings Inc.
Phoenix Chamber of Commerce Representative	Todd Sanders, President and CEO of the Phoenix Chamber of Commerce
Arizona Commerce Authority Representative	Sandra Watson, Interim President & CEO

Terms - The business members will have two-year terms with possible reappointment by recommendation of the Executive Committee and approval of the MAG Regional Council.



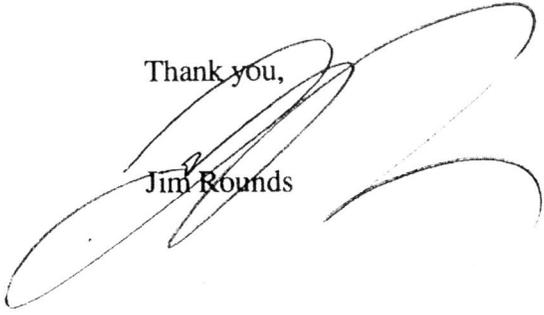
*Economic and Real Estate Consulting*

Mayor Marie Lopez Rogers  
MAG Chair at the MAG offices  
302 N. 1<sup>st</sup> Avenue  
Suite 300  
Phoenix, AZ 85003

Mayor Marie Lopez Rogers,

Regarding the letter dated August 1, 2012, I would like to submit my name for reappointment for the Economist position.

Thank you,

  
Jim Rounds

**Elliott D. Pollack & company**

7505 East 6<sup>th</sup> Avenue, Suite 100 Scottsdale, Arizona 85251 ■ PH 480.423.9200 ■ FAX 480.423.5942 ■ [info@edpeo.com](mailto:info@edpeo.com) ■ [www.arizonaeconomy.com](http://www.arizonaeconomy.com)



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August 20, 2012

Mayor Marie Lopez Rogers  
Chair, Economic Development Committee  
Maricopa Association of Governments  
302 North 1<sup>st</sup> Ave.  
Phoenix, AZ 85003

Subject: Letter of interest for reappointment – EDC

Dear Mayor Marie Lopez Rogers,

I would like very much to continue to contribute to the MAG EDC. A surprise opportunity has arisen between the EDC and my post at thunderbird, and I will gladly serve as liaison to these research efforts. I have also been participating in the economic development analysis for the nation of Sri Lanka.

I look forward to helping in any way to build the strength of the economy development of Maricopa County and related regions.

Sincerely,

A handwritten signature in black ink, appearing to read "Joseph L. Cavinato".

Joseph L. Cavinato, Ph.D.  
ISM Professor of Supply Chain Management,  
Head, Supply Chain Leadership Program



William D. Sheldon  
General Counsel and Chief Compliance Officer  
3030 N. Third Street, Phoenix, Arizona 85012  
Phone: 602-631-2123  
Fax: 602-631-2025  
Email: [WSheldon@scfaz.com](mailto:WSheldon@scfaz.com)

August 7, 2012

The Honorable Marie Lopez Rogers, Mayor of Avondale  
Avondale City Hall  
11465 West Civic Center Drive  
Avondale, Arizona 85323

The Honorable Marie Lopez Rogers, Mayor of Avondale  
Maricopa Association of Governments  
302 North 1st Avenue, Suite 300  
Phoenix, Arizona 85003

Re: Maricopa Association of Governments, Economic Development Committee

Dear Mayor Lopez Rogers,

I write today to formally request consideration for membership in the Maricopa Association of Government's Economic Development Committee. I am the General Counsel and Chief Compliance Officer for SCF Arizona, Arizona's largest workers' compensation insurance provider. I currently hold the position of Chairperson of WESTMARC and have served on the organization's Board of Directors for several years. I have also participated in the Economic Development Committee at WESTMARC.

I would be deeply honored to serve Maricopa County in this capacity. Thank you, Mayor Lopez Rogers, for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read 'W.D. Sheldon', with a horizontal line extending to the right.

William D. Sheldon  
General Counsel & Chief Compliance Officer

CHAIR  
Mark Dreher  
Wallace, Plese + Dreher, L.L.P.

VICE CHAIR  
Michael Stull  
Cox Communications

SECRETARY  
Virgil Renzulli  
Arizona State University

TREASURER  
Garrett Newland  
Westcor

PAST CHAIR  
Angela Creedon  
Arizona State University

MEMBERS AT LARGE  
Brian Campbell  
Campbell & Mahoney, Chtd.

Lois Yates  
Falcon Field Area Alliance

PRESIDENT  
F. Rockne 'Roc' Arnett

#### DIRECTORS

Jason Barne, Landmark Companies  
David Basha, Basha  
Hon. Jeff Brown, Town of Queen Creek  
Chris Bustamante, Mjo Salado College  
Michael Cowan, Mesa Public Schools  
C. Webb Crockett, Fenemore Craig  
Rhonda Curtis, Wells Fargo Bank  
Cynthia Durkin, The Leadership Center, West Mesa CDC  
Jeanie Felt, Felt & Associates, Ltd  
Randy Gray, Maricopa Center of Mesa Inc.  
Jeff Goldner, APS  
Anne Hamilton, HighGround  
George Hoffman, City of Apache Junction  
Mike Howell, Yurate Management  
Sandra Hudson, Northern Trust  
Rick Jones, SCF Arizona  
Beck, Rubin, Eganer & Ash  
Jill Kay Hegardt, DMB  
Lynn Kist, Phoenix-Mesa Gateway Airport  
Hon. John L. Lavis, Town of Gilbert  
Linda Lujan, Chandler-Gilbert Community College  
Traci Meyer, FirstBank  
Kandi Miller, East Valley Tribune  
Jeff Mirasola, CenturyLink  
Hon. Mark Mitchell, City of Tempe  
Mimi Montoya, ASU at the Polytechnic campus  
Hon. and Morrison, Morrison Ranch  
Ewin Olson, Stapole & Johnson, LLP  
Dobrosih Ostricker, City of Phoenix  
Shouan Pan, Mesa Community College  
Hemansha Patel, Town of Florence  
Greg Rich, Intel Corporation  
Boy Kyal, South West Ambulance  
Michael Ryan, Arizona Republic  
Caryn Sanchez, SRP  
Ana S. Jelen, Southwest Gas Corporation  
Hon. Jack Sellers, City of Chandler  
Hon. Scott Somers, City of Mesa  
Tom, Tumenhelo, The Boeing Company  
Pat, White, Chandler Regional Medical Center  
Rebecca Wharshad, University of Applied Technology  
Bradley Wright, University of Phoenix  
Chris Zabaris, Empire Southwest

#### EX OFFICIO DIRECTORS

Hon. Gail Barney, City of Queen Creek  
Hon. Fulton Brock, Maricopa County BOS  
Hon. Sal DiGiacio, City of Phoenix  
Hon. Hugh Hallinan, City of Tempe  
Hon. John Insalaco, City of Apache Junction  
Hon. Brian Martyn, Pinal County  
Martin Sepulveda, Sepulveda Group Inc.  
Hon. Scott Smith, City of Mesa  
Hon. Don Staples, Maricopa County BOS  
Hon. Jay Tibbs, City of Chandler  
Charles Vahlheim, VCB Enterprises, LLC

# EAST VALLEY PARTNERSHIP

Improving business and quality of life in the East Valley

August 14, 2012

Mayor Marie Lopez Rogers  
MAG Chair  
Maricopa Association of Governments  
302 N. 1<sup>st</sup> Avenue, Suite 300  
Phoenix, AZ 85003

Dear Mayor Lopez Rogers,

East Valley Partnership (EVP) has been delighted to have a Representative serve on the MAG Economic Development Committee since its inception.

We respectfully request that Mark Dreher be re-appointed as the Representative from East Valley Partnership. Mark is the immediate Past Chair of our Board of Directors.

Thank you.

Sincerely,



Roc Arnett  
President/CEO

8/23/2012

Mayor Marie Lopez Rogers, MAG Chair

302 N. 1<sup>st</sup> Avenue, Suite 300

Phoenix, Arizona 85003

Re: Appointment to MAG Economic Development Committee

Dear Mayor Rogers:

I am writing to express my interest in reappointment to the MAG Economic Development Committee. I have very much enjoyed my involvement in the Committee on behalf of GPEC. And I have confirmed with Barry Broome, CEO of GPEC, that they would support my reappointment on their behalf as a continuing member of the GPEC Executive Committee. I hope that my positions and experience with the Interstate 11 Coalition, the Urban Land Institute and ASU, and as the former CEO of SunCor Development Company, have also contributed to the Committee's discussions.

If you and the other Mayors, and MAG staff, believe that I still am of some value to the work of the Committee, I would be honored to continue to serve.

Sincerely,

Steven A. Betts



G R E A T E R  
P H O E N I X  
L E A D E R S H I P

400 E Van Buren, #825 | Phoenix, AZ 85004 | (602)252-5667 (O) | (602)252-5677 (F)

August 8, 2012

Mayor Marie Lopez Rogers  
MAG Chair  
302 N. 1<sup>st</sup> Avenue, Suite #300  
Phoenix, AZ 85003

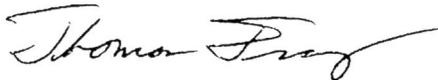
Dear Mayor Lopez Rogers,

I am in receipt of your solicitation of interest from the business members of the Economic Development Committee regarding continued service.

I, Tom Franz, President and CEO of Greater Phoenix Leadership, would be pleased to continue to serve as a member of the Maricopa Association of Governments Economic Development Committee for a second 2 year term.

If you have any questions, please feel free to reach me at (602)252-5667x101 or by email at [tfranz@gplinc.org](mailto:tfranz@gplinc.org).

Respectfully,



Thomas R. Franz  
President/CEO  
Greater Phoenix Leadership



# El Dorado

Holdings, Inc.

August 23, 2012

Mayor Marie Lopez Rogers, Chair  
Maricopa Association of Governments  
302 N. First Avenue Suite 300  
Phoenix, AZ 85003

Re: Reappointment to the Economic Development Committee

Dear Mayor Rogers,

Please accept this letter of interest for my reappointment to the MAG's Economic Development Committee.

I have appreciated being able to serve during the committee's most recent term. In my view, the EDC offers the business community a unique opportunity to learn about, and from, our local municipal leaders concerning matters of regional significance for economic development. I am grateful also for the public leadership's willingness to partner in this group with representatives of the private business community.

I believe that the focus on transportation infrastructure has been appropriate. There are already unmet needs, and as the population of Maricopa County increases (as MAG's excellent staff projects), our region will need to do more creative and innovative things to secure funding to plan and construct the physical infrastructure that our region will require to support its economic development requirements.

MAG and the EDC have been a great clearing house for this type of information and communication, and more importantly have taken the lead on several important projects, such as the Brookings Metropolitan Planning Commission, in whose meetings I participated. I am very excited about the upcoming events that are planned for this fall, including the Arizona League of Cities and Town's concurrent session on Mexico later this month, and the NACTS/DOC conference on trade with Mexico in September, both of which I plan to attend.

Our company, El Dorado Holdings has a solid track record of accomplishment and cultural support for projects of regional and public-private significance. For example, El Dorado spearheaded the effort to design and construct State Route 347 which connects I-10 to I-8 through Maricopa and Stanfield. To accomplish this project of regional significance, El Dorado obtained the support of Maricopa and Pinal Counties, ADOT, the Federal government, and two native communities, the Gila River Indian Community and the Ak Chin Tribe, formed a road association to provide the basis for bond funding, and along with gaining financial support of the mentioned governmental groups, was able to get right of way donated by many land owners.

More recently, El Dorado and affiliated groups such as CAN-DO ([www.Interstate11.org](http://www.Interstate11.org)) have worked tirelessly with MAG executives and staff on getting Interstate 11 identified in the most recent Congressional Transportation Bill. We reached out to many county and local governments, along with numerous business groups, to obtain over thirty resolutions of support. Having achieved this milestone places our region on the path toward true Intermountain West commerce connectivity, which will help create and reinforce regional economic development opportunities going forward for several years. As part of the process, El Dorado helped secure \$2m of federal funds for the route study and EIS currently underway as a joint project between ADOT and its counterpart in Nevada. El Dorado worked to establish the framework for a public private partnership by supporting the recent tolling legislation, and has agreed with ADOT and other landowners to the donation significant right of way for the project. It has been a privilege to work with your team.

In conclusion, El Dorado Holdings believes in the value of collaboration between the public and private sectors. In addition to MAG, El Dorado's team members serve or have recently served on board of the Arizona Commerce Authority Board, GPEC, the Maricopa Economic Development Alliance, and Pinal Partnership, among others. I have enjoyed being a member of the EDC and believe that this has enhanced the mutually beneficial results of our day-to-day work with MAG's executive leadership and staff, on projects such as Interstate 11 and other matters of regional concern. Our company deals in large projects that have significance beyond the borders of any one municipality, and thus we recognize and value the regional approach that MAG and its EDC exemplify. I hope that I will have the opportunity to continue on the EDC.

Very truly yours,



James F. Kenny

President, El Dorado Holdings



Greater Phoenix  
Chamber of  
Commerce

August 8, 2012

Mayor Marie Lopez Rogers  
MAG Chair  
Maricopa Association of Governments  
302 N. 1<sup>st</sup> Avenue, Suite 300  
Phoenix, AZ 85003

Re: Reappointment to the Economic Development Committee

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Dear Mayor Rogers:

It has been an honor to serve on the Economic Development Committee of the Maricopa Association of Governments over the past two years. I would like to continue serving on this Committee for an additional two years and request that my letter of interest be approved at the MAG Executive Committee and Regional Council meetings in September 2012.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Todd Sanders". The signature is fluid and cursive, with a long, sweeping underline that extends to the left.

Todd Sanders  
President/CEO

TS/mkc  
Enclosure



August 27, 2012

Mayor Marie Lopez Rogers  
MAG Chair  
Maricopa Association of Governments  
302 North 1<sup>st</sup> Avenue, Suite 300  
Phoenix, AZ 85003

RE: Reappointment to the Economic Development Committee

Dear Mayor Rogers,

I am interested in reappointment to the Economic Development Committee. Please consider my request.

Best Regards,

Sandra Watson  
Interim President & CEO