

PCC's Center for Excellence Wins MPA's Award of Distinction

Historically, MPA recognizes an Award of Distinction winner that has had a monumental, collaborative impact on the community. While interviewing projects and selecting our Top 20 projects of 2019, the Common Ground Committee was inspired by the work Pima Community College and all that its partners are undertaking to provide a quality educational experience to those entering and reentering the workforce in our community. The path that Pima Community College has undertaken to create the Center of Excellence is one that truly exemplifies MPA's mission, bringing together the public, private and nonprofit communities to foster progress.



PCC's Center for Excellence

Award of Distinction:
Pima Community College's Center of Excellence

Through the Center for Excellence (CfE) in Applied Technology and other CfEs, Pima Community College is fulfilling its mission to serve the community. Pima's plan to implement CfEs began by strategically engaging leaders in business and industry, government, education and Tucson's diverse neighborhoods. Information gleaned from that outreach effort informed Pima's comprehensive Education and Facilities Master Plans. These complementary plans are driving a process that has included six Summits to gain business & industry and community insights from hundreds of stakeholders in areas critical to the economic development of the region: Applied Technology, Information Technology, Health Professions, Public Safety and Security, Hospitality Leadership and the Arts.

Pima's CfE in Applied Technology focuses on areas—Advanced

Manufacturing, Transportation Technology and Infrastructure—being transformed by rapid technological changes. The CfE in Applied Technology, located on the northwest corner of Speedway and Stone

Avenue on Pima's Downtown Campus, will feature cutting-edge facilities and equipment. Instructors with extensive real-world experience will teach a curriculum that has been developed in hand-in-hand coordination with business and industry. Additionally, community service providers and industry associations will have access to or be strategically located at the CfE, for better connectivity to our students. Finally, the CfE is the anchor institution project of Thrive in the '05, a City of Tucson led

partnership to reinvigorate the surrounding neighborhood.

To provide the proper footprint for the CfE, Pima has purchased adjacent parcels of land and is preparing for a groundbreaking in fall 2019, with the first facility going online in late 2020.

"Our Center for Excellence in Applied Technology will address the region's need for skilled workers who will form the foundation of a stable, prosperous community. By providing a work-ready talent pool for employers, the CfE will enhance metro Tucson's attractiveness to companies seeking to establish or expand operations at a fast-growing crossroads of national and international commerce."



—Chancellor Lee D. Lambert, J.D.

REQUESTED
SERVICE
ADDRESS

3661 N. Campbell #241
Tucson, Arizona 85719

OCTOBER 2019

The MPA Common Ground Awards Issue

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Modeled after Phoenix's Valley Partnership, in 1997 a small group of individuals came together to discuss the need for an organization that could unify individuals to pragmatically deal with development and growth-related issues in Pima County. This vision translated to the organization that now exists as Metropolitan Pima Alliance (MPA). MPA works to create a prosperous community by promoting collaborative real estate development policies, building partnerships and finding Common Ground.

MPA's focus is to create sensible land use and development policies and practices by encouraging and assembling reasonable and respectful dialogue amongst diverse groups and interests. Unique to the region, MPA is an alliance of business, government and non-profit organizations. MPA's goals directly relate to improving our region's quality of life and economic vitality. MPA strongly believes in the positive participation and contributions of the private business sector working in collaboration with local jurisdictions.

Land development is the foundation of economic development and our role in the community is to advocate for balanced residential and commercial land-use policies that stimulate economic development and reasonably preserves our natural environment. MPA's goal is to participate, educate and influence public policy and decision making for Metropolitan Pima County. Since its inception, MPA has grown to become a major voice in the community on growth-related issues. Aside from policy creation, MPA brings the community together.

Our two signature events, Wild Ride and Common Ground, work to bring people together and showcase the positive activities in our community. The Wild Ride takes hundreds of

high-level public and private land development professionals on a fun tour to showcase successful community development. Each year the Wild Ride Committee selects a region that exemplifies the best in successful land use and economic development and organizes a trip through the area. Participants gain valuable knowledge and hear behind the scene stories of how the projects were conceived and built.

MPA's Common Ground Awards

MPA's Common Ground Awards recognizes community leaders, projects and events with successful collaboration for the overall benefit of the community. Whether it is land development, economic development or community development, it is pertinent for all parties to find common ground and the Board-selected winners are bestowed their Common Ground Award. Emphasis is placed on collaboration that is atypical and falls outside of the normal day-to-day processes of our respective workplaces. Award applicants took part in a multi-step process; semi-finalists were interviewed and scored based on a set of criteria including the complexity of collaboration; uniqueness of collaboration; uniqueness of project/program; benefit to the community; and impact on the development community. The Common Ground Awards recognizes the Top 20 projects of the year with the highest scores. Ten (10) projects will receive a Common Ground Award while ten (10) others receive an Award of Merit. All information submitted within the event program was provided by each applicant.

Board Member:

- Downtown Tucson Partnership
- Metropolitan Pima Alliance
- Pima County Real Estate Research Council

Member:

- Tucson Airport Authority
- Tucson Association of Realtors
- SAHBA

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It's a great feeling when you know someone that you can depend on to be there for you and you always know what to expect from them. Ensuring that your clients, vendors and associates can trust you to provide them with the same consistent and successful results creates a strong case for doing repeat business with you. Over the years, our experience with MPA has been very positive, and we are

happy to demonstrate our commitment by serving as the presenting Common Ground Awards sponsor for the third year in a row. Those things celebrated at the awards, namely collaboration, bridging divides and creative problem solving, align perfectly with our brand values and our actions so it is an easy decision to consistently support it.

One of the most gratifying things about supporting MPA and the awards is seeing the great work that is being done in our community get public exposure and recognition. It's a feel-good experience that hopefully inspires everyone who attends to approach their next challenge with open minds and creative thinking.

Exploring solutions to difficult and often complex issues requires partners to trust in each other's good intentions. Consistency is the key to building that trust. When partners know that you will follow through on your commitments and are true to your word every time, it makes it a little easier to take risks with you and build stronger ties. We know that inconsistency leads to uncertainty and stress.

The teams celebrated at the awards were very intentional in making sure their actions served a positive purpose and helped them meet their goals. We hope that in your future efforts, you are successful in maintaining a consistent focus on what you are trying to ultimately accomplish and your actions back that up so that you too can achieve great results.

— Brian Barker, President
Barker Contracting, Inc.



The process of collaborating and compromising is the heart of Metropolitan Pima Alliance's Common Ground Awards. These awards give the community a unique outlet to celebrate and encourage the positive impacts of working together. To genuinely achieve the goal of the awards is a balance between public and private interests and the natural and built environment. The balance is

found by overcoming great obstacles in reaching common ground through alliances.

This is the 15th anniversary of the awards, and I continue to be amazed by what this community can do when we work together; I cannot wait to see what the next 15 years bring!

— Cody McGuire, National Bank of Arizona,
2019 Board Chair, MPA

“One of the most gratifying things about supporting MPA and the awards is seeing the great work that is being done in our community get public exposure and recognition. It's a feel-good experience that hopefully inspires everyone who attends to approach their next challenge with open minds and creative thinking.”
— Brian Barker



This past year, the focus of this organization, from both staff and the Board of Directors, has been consistency. Consistently delivering value to our members, consistently seeking out respectful conversations with elected officials and community leaders, consistently striving to improve real estate development policies and consistently working to build relationships with our partners.

As MPA celebrates 22 years of collaboration and hosts its 15th annual Common Ground Celebration I am struck by the commitment and consistency of our members. This year marks Barker Contracting's THIRD year as Title Sponsor of our annual event. The consistency Brian Barker has shown to MPA and this event is a testament to his commitment to the community and to bringing people together.

Collaboration is the cornerstone of Metropolitan Pima Alliance's mission, and the gold standard by which the Common Ground Award applicants are judged. Working together to achieve growth, prosperity and the betterment of our community are characteristics shared by all 20 projects honored at this year's ceremony.

The 20 finalists being honored at this year's ceremony all demonstrate a commitment to collaborate and to achieve common ground. This year's Award of Distinction winner, Pima Community College's Center for Excellence demonstrates their commitment to Southern Arizona by providing a solution to our community's ever-growing need for workforce development.

— Allyson Solomon
Executive Director,
Metropolitan Pima Alliance

Massachusetts Investor Buys Pima Canyon Apartments for \$44.85 Million

Newton, Massachusetts based Northland Investment Corporation paid \$44,850,000 for the Pima Canyon apartments located at 750 W Orange Grove Road. The seller was Alta Vista Communities LLC. (Roger Karber, manager). Pima Canyon apartments was built in 2018, sits on 7 acres, and contains 240 units comprised of one-, two-, and three-bedroom units with an average unit size of 914 SF. Pima Canyon apartments also has room for a second phase of development for an additional 50 units. 8/21/19

Buyer: Alta Vista Communities LLC.

Seller: Aerie Development LLC.; Berkadia Real Estate Advisors, Art & Clint Wadlund (520) 299-7200

Sale:

\$44,850,000;
\$186,875/
Unit

Size:

240 Units

Pulte Homes Buys Rocking K MPC Lots for \$19.63 Million

The Tucson division of Pulte Homes (Sam Mills, Director, Land Acquisition) paid \$19,628,000 for 260 finished lots, 50/60 x 130, at Rocking K master planned community in southeast Tucson. The seller was Diamond Ventures (David Goldstein, President), through their affiliate Rocking K Development Company. First home sales anticipated for Q1 2021. 8/16/19

Buyer: Pulte Homes, Sam Mills

Seller: Diamond Ventures; Land Advisors Organization, Will White and John Carroll

Sale:

\$19,628,000;
\$75,492/lot

Size:

260 lots

California Investor Buys Mobile Home Park for \$18.5 Million

Costa Mesa, California based Cal-Am Properties, Inc. (Cory Sukert, CEO), paid \$18,500,000 for the Villa Capri 55+ manufactured home community located at 2305 W Ruthrauff Road. The seller was Kai Children's Irrevocable Trust. This community was built in 1997, sits on 37.55 acres, and contains 258 spaces. This was an all cash transaction. 8/14/19

Buyer: Cal-Am Properties, Inc., Fred Fleming (714) 432-9800

Seller: Kai Children's Irrevocable Trust, Sidney Felker (520) 742-0440

Sale:

\$18,500,000;
\$71,705/
space

Size:

258 spaces

Phoenix Developers Buy Star Valley MPC for \$11.2 Million

Phoenix-based Geddes Advisors (Michael Geddes and Rick Andreen, principals) through their affiliates GAC Strategic Capital LLC and GAC Star Valley LLC, paid \$11,200,000 for 524 acres at Star Valley MPC, block platted with approximately 1,000 SFR lots platted and mass graded. The seller, USH/SVA Star Valley LLC, was a joint venture between local developer Joe Cesare and national home builder Lennar Homes that acquired its interest when it purchased US Home. Star Valley is a 1,437-acre master planned community zoned for approximately 7,000 homesites of which 1,465 of these sites are already built. Land Advisors Organization will be marketing the MPC. 8/26/19

Buyer: Geddes Advisors, Michael Geddes

Seller: USH/SVA Star Valley LLC; Joe Cesare

Sale:

\$11,200,000;
\$21,374/acre

Size:

524 acres

Lennar Homes Buys Rocking K MPC Lots for \$9.64 Million

The Tucson division of Lennar Homes (Kevin Tarbox, VP Land) paid \$9,639,000 for 153 finished lots, 45 x 125, at Rocking K master planned community in southeast Tucson. The seller was Diamond Ventures (David Goldstein, President), through their affiliate Rocking K Development Company. First home sales anticipated for Q1 2021. 8/16/19

Buyer: Lennar Homes, Kevin Tarbox

Seller: Diamond Ventures; Land Advisors Organization, Will White and John Carroll

Sale:

\$9,639,000;
\$63,000/lot

Size:

153 lots

KB Home Buys Rocking K MPC Lots for \$8.12 Million

The Tucson division of KB Home (Amy McReynolds, DP) paid \$8,120,000 for 145 finished lots, 40 x 120, at Rocking K MPC. The seller was Diamond Ventures (David Goldstein, President), through their affiliate Rocking K Development Company. First home sales anticipated for Q1 2021. 8/16/19

Buyer: KB Home; Land Advisors Organization, Will White and John Carroll

Seller: Diamond Ventures; Land Advisors Organization, Will White and John Carroll

Sale:

\$8,120,000;
\$56,000/lot

Size:

145 lots

Tucson Investor Buys La Quinta Apartment Building for \$6.15 Million

Tucson, Arizona based Brandon Matheson paid \$6,150,000 for the La Quinta apartment building located at 6110 E 5th Street. The seller was HSL Properties, Inc (Omar Mireles, President). This apartment building was built in 1972, sits on 3.99 acres, and contains 96 units comprised of one- , and two-bedroom units with an average unit size of 885 SF. The property previously sold in September 1997 for \$2,800,000. 8/26/19

Buyer: Brandon Matheson (520) 548-0472

Seller: HSL Properties, Inc., Omar Mireles (520) 322-6994

Sale:

\$6,150,000;
\$64,063/
Unit

Size:

96 Units

California Investor Buys Latitude 32 Apartment Building for \$5.6 Million

Beverly Hills, California based Shalom Babay paid \$5,600,000 for the Latitude 32 apartment building located at 3202 N Country Club Road. The seller was Greenlite Holdings (Jonathan Lewis, Principal). This apartment building was built in 1979, sits on 2.2 acres, and contains 76 units comprised of studio- , one- , and two-bedroom units with an average unit size of 589 SF. The property was previously sold in January 2018 for \$3,400,000. 8/28/19

Buyer: Shalom Babay (310) 858-3861

Seller: Greenlite Holdings; Institutional Property Advisors, Steve Gebing, Cliff David (602) 687-6772

Sale:

\$5,600,000;
\$73,684/unit

Size:

76 Units

Tucson Investor Buys Neighborhood Center for \$3.7 Million

Tucson, Arizona based Larsen Baker & Volk Company through their affiliates Oracle Ina Investors, LLC (Melissa Lal, manager) and SRP Two, LLC. (Rick Volk, manager), paid \$3,700,000 for the neighborhood center located at 7315 N Oracle Road. The seller was Romano Real Estate (Bruce Romano, President). This neighborhood center was built in 1979 and sits on 3.97 acres. The buyer plans on re-developing this property into a multi-story project. The garden level will consist of 17,000 SF, the second floor will remain offices. The main floor will consist of various use spaces ranging from 2,000 to 10,000 SF. The property has been renamed to Two Oracle Place. The property previously sold in March 1993 for \$1,000,000. 8/12/19

Buyer: Larsen Baker & Volk Company, Richard Volk (520) 326-3200

Seller: Two Oracle Plaza, LLC.; Romano Real Estate, Bruce Romano (520) 577-1000

Sale:

\$3,700,000;
\$69/SF

Size:

52,524 SF

Florida Investor Buys Outback Restaurant Building for \$3 Million

Palmetto Bay, Florida based Orion Real Estate Group (Kevin Sanz, President) paid \$2,874,441 for the Outback freestanding restaurant building located at 4871 E Grant Road in Crossroads Festival Center. The seller was New Private Restaurant Properties LLC. (Cornelia Corbett, Principal) This restaurant building was built in 1995 and sits on 0.27 acres. This was an all cash transaction. 8/22/19

Buyer: Orion Real Estate Group, Kevin Sanz (305) 278-8400

Seller: New Private Restaurant Properties LLC., Cornelia Corbett (813) 282-1225

Sale:

\$2,974,441;
\$515/SF

Size:

5,773 SF

California Investor Buys Medical Building for \$2.45 Million

Laguna Hills, California based Harvest Commercial Capital, LLC. (Todd Massas, manager), paid \$2,450,000 for the 35,000 SF Continental Reserve medical building located at 8333 N Silverbell Road. The seller was Wells Fargo Home Mortgage. This medical building was built in 2005 and sits on 3.17 acres. This was an all cash transaction. 8/6/19

Buyer: Harvest Commercial Capital, LLC., Todd Massas (714) 742-8206

Seller: Wells Fargo Home Mortgage; Colliers International, John Barnes, Mike Milic (602) 222-5000

Sale:

\$2,450,000;
\$70/SF

Size:

35,000 SF

Florida Investor Buys Los Altos & Fontana Apartments for \$1.97 Million

Miami Beach, Florida based Damco Properties LLC., paid \$1,970,000 for two apartment complexes totaling 40 units--the Los Altos apartments, a 28 unit complex located at 501 E Glenn Street for \$1,379,000 (\$49,250/unit) and the Fontana Apartments, a 12-unit complex located at 3139 N. Fontana Ave for \$591,000 (\$49,250/unit). The seller was KMS Enterprises, LLC. (Shira Blair, Principal). Los Altos apartments was built in 1978, sits on 1.87 acres, and contains one- and two-bedroom units with an average unit size of 574 SF. This was an all-cash transaction for the buyer in a 1031 exchange. 8/30/19

Buyer: Damco Properties, LLC. (631) 283-3324

Seller: KMS Enterprises, LLC.; C & W| PICOR, Allan Mendelsberg (520) 748-7100

Sale:

\$1,970,000;
\$49,250/unit

Size:

40 Units

Tucson Physician Buys Ina Road Professional Center Building for \$1.85 Million

Oro Valley, Arizona based Kristen and Peter Hanna paid \$1,850,000 for Building 1 in the Ina Road Professional Center, located at 1631 W Ina Road. The seller was Territory Properties, LLC (Dr. Jeanette Wendt, manager). This building was built in 1981 and sits on 9.51 acres. The offices will be utilized by Dr. Hanna, who is a family practice physician. 8/8/19

Buyer: Kristen and Peter Hanna; Tierra Antigua Realty, Mark Hays (520) 544-2335

Seller: Territory Properties, LLC.; Tierra Antigua Realty, Mark Hayes (520) 544-2335

Sale:

\$1,850,000;
\$238/SF

Size:

7,786 SF

Scottsdale Investor Buys Amphi Gardens Apartments for \$1.725 Million

Scottsdale, Arizona based Taylor Street Investments LLC paid \$1,725,000 for the Amphi Gardens apartment building located at 2853 - 2937 N Euclid Avenue in the Hedrick Acres neighborhood. The seller was Jack & Edna Stearns Trust and William Jacobson Family Trust. This apartment building was built in 1964, sits on 1.75 acres, and contains 24 units comprised of two- , and three-bedroom units with an average unit size of 950 SF. 8/8/19

Buyer: Taylor Street Investments LLC; Joseph Bernard Investment Real Estate, Joseph Chaplik (866) 546-9390

Seller: J. & Hazel Edna Stearns; Marcus & Millichap, James Crawley & Hamid Panahi (520) 202-2900

Sale:

\$1,725,000;
\$71,875/
Unit

Size:

24 Units

New Jersey Investor Buys Santa Cruz Plaza for \$1.7 Million

Piscataway, New Jersey based Santa Cruz Plaza AZ LLC (Satyakumar Bhavanasi, Manager) paid \$1,706,250 for the southern portion of Santa Cruz Plaza located at 3702 - 3744 S 16th Avenue & 3652 - 3658 S 16th Avenue. The seller was SAFCO (Kamran Gharibian, Member). These buildings were built in 1983 and sit on 6.93 acres. 8/15/19

Buyer: Santa Cruz Plaza AZ LLC (732) 353-6674

Seller: SAFCO; Colliers International, Charles Simpson (949) 724-5500; Cushman & Wakefield, Nicole Brosious (909) 980-7788

Sale:

\$1,706,250;
\$50/SF

Size:

34,000 SF

Center for Biological Diversity Buys Historic Hereford House for \$1.345 Million

Tucson based Center for Biological Diversity (Gus Glaser, Director of Facilities) paid \$1,345,000 for the 7,800 SF office building located at 340 N. Main Street. The seller was Lawrence and Pamela Schubart. Built in 1902, the Hereford House was designed by architect Henry C. Trost and was most recently used as law offices for the seller. CBD owns the adjacent Owls Club property and will be expanding and creating a campus-style environment between the two properties. 8/19/19

Buyer: Center for Biological Diversity; Buzz Isaacson Realty, Alex Hardie (520) 529-1300

Seller: Courtney Realty & Investment Company, Craig Courtney (520) 293-8280

Sale:

\$1,345,000;
\$172.44/SF

Size:

7,800 SF

Tucson Investor Buys Restaurant Building for \$1.1 Million

Tucson, Arizona based Girls Estate Sales (Daniel Lamb, Principal), through their affiliate Crystal Tree Traders, LLC., paid \$1,100,000 for the former U Like Buffet restaurant building located at 330 S Wilmot Road. The seller was AEI Investment Fund of St. Paul, Minnesota. This restaurant building was built in 1993 and sits on 1.47 acres. The buyer plans on renovating the property for use as a retail store. 8/6/19

Buyer: Girls Estate Sales; Cushman & Wakefield | PICOR, Brandon Rodgers (520) 748-7100

Seller: AEI Investment Fund; Cushman & Wakefield | PICOR, Greg Furrier & Rob Tomlinson (520) 748-7100

Sale:

\$1,100,000;
\$114/SF

Size:

9,625 SF

California Investor Buys Student Housing Building for \$1.05 Million

San Ramon, California based Michael Austin Hooper Sr. paid \$1,050,000 for the dormitory building located at 924 E 6th Street. The seller was Charles K Barnston. This 17 bed, 10 bath student housing property was built in 1938 and sits on 0.39 acres. 8/6/19

Buyer: Michael Austin Hooper Sr. (925) 875-1443

Seller: Charles K Barnston; Tucson Integrity Realty, LLC., Jarrett Reidhead (520) 955-4556

Sale:

\$1,050,000;
\$61,765/Bed

Size:

17 Beds

Tucson Resale Activity Summary							
Year	Month	Active Listings	Units Sold	New Listings	Months Supply	Median Sales Price	Avg. DOM
2018	August	2,944	1,346	1,755	2.2	\$216,950	38
	September	3,210	1,155	1,780	2.8	\$210,000	38
	October	3,327	1,280	1,803	2.6	\$215,000	41
	November	3,332	1,138	1,595	2.9	\$219,000	38
	December	3,212	1,082	1,285	3.0	\$205,000	40
2019	January	3,283	931	2,168	3.5	\$218,000	44
	February	3,093	1,035	1,702	3.0	\$216,000	48
	March	3,005	1,416	1,888	2.1	\$219,000	43
	April	2,900	1,537	2,066	1.9	\$218,500	41
	May	2,705	1,671	1,795	1.6	\$232,000	37
	June	2,679	1,510	1,899	1.8	\$232,000	38
	July	2,525	1,539	1,714	1.6	\$233,000	36
	August	2,489	1,423	1,573	1.7	\$230,000	36
1 mo. change		-1%	-8%	-8%	7%	-1%	0%
1 yr. change		-15%	6%	-10%	-20%	6%	-5%

Source: TARMLS

Tucson Luxury Market Activity Summary							
Year	Month	Active Listings	Units Sold	Months Supply	Median Sales Price	Avg. DOM	Avg. CDO
2018	August	126	10	13	\$1,454,696	110	189
	September	135	9	15	\$1,100,000	190	250
	October	146	6	24	\$1,333,872	58	87
	November	157	8	20	\$1,122,500	123	123
	December	151	7	22	\$1,200,000	50	50
2019	January	172	7	25	\$1,200,000	108	136
	February	181	8	23	\$1,257,000	92	136
	March	173	7	25	\$1,599,000	57	169
	April	181	7	26	\$1,250,000	149	234
	May	165	14	12	\$1,362,500	127	127
	June	144	12	12	\$1,331,000	128	190
	July	138	7	20	\$1,100,000	123	171
	August	128	8	16	\$1,267,500	77	77
1 mo. change		-7%	14%	-19%	15%	-37%	-55%
1 yr. change		2%	-20%	27%	-13%	-30%	-59%

Source: TARMLS \$1+ million Sales

Pima Canyon Estates Home Sells for \$1,630,000

Built in 2008, this 5,204 SF Territorial style home is located on 1.35 acres in Pima Canyon Estates. Originally listed in April 2017 for \$2,000,000, this home was on the MLS for a total of 713 days under three listings. Under this listing, this home sold for 93% of its listing price after 92 days on the market. 8/2/19

Listing Agent: Peter Deluca, Long Realty Company

Selling Agent: Dan Comeau & Amara Comeau, Long Realty Company

Sale:
\$1,630,000

Address:
1902 E Sahuaro
Blossom Place
Tucson, AZ 85718

Sam Hughes Home Sells for \$1,560,000

Built in 2015, this 4,523 SF Santa Barbara style home is located on 0.3 acres in Sam Hughes. Originally listed in June 2019 for \$1,595,000, this home was on the MLS for a total of 19 days under one listing. Under this listing, this home sold for 98% of its listing price after 19 days on the market. 8/14/19

Listing Agent: Marta Harvey, Russ Lyon Sotheby's International Realty

Selling Agent: Denice Osbourne, Long Realty Company

Sale:
\$1,560,000

Address:
2003 E 5th Street
Tucson, AZ 85719

Pima Canyon Estates Home Sells for \$1,512,000

Built in 2004, this 5,701 SF Mediterranean style home is located on 1.2 acres in Pima Canyon Estates. Originally listed in February 2014 for \$3,250,000, this home was on the MLS for a total of 1,911 days under six listings. Under this listing, this home sold for 84% of its listing price after 274 days on the market. 8/30/19

Listing Agent: Patricia Sable, Long Realty Company

Selling Agent: Stephen Woodall, Long Realty Company

Sale:
\$1,512,000

Address:
1734 E Sanctuary
Cove Way
Tucson, AZ 85718

Stone Canyon I Home Sells for \$1,285,000

Built in 2008, this 4,209 SF Contemporary style home is located on 0.63 acres in Stone Canyon. Originally listed in June 2019 for \$1,375,000, this home was on the MLS for a total of 24 days under one listing. Under this listing, this home sold for 93% of its listing price after 24 days on the market. 8/23/19

Listing Agent: Brenda O'Brien, Long Realty Company

Selling Agent: Peter Deluca, Long Realty Company

Sale:
\$1,285,000

Address:
13991 N Old Forest Trail
Oro Valley, AZ 85755

Pima Canyon Estates Home Sells for \$1,250,000

Built in 2006, this 3,890 SF Contemporary style home is located on 0.99 acres in Pima Canyon Estates. Originally listed in June 2019 for \$1,275,000, this home was on the MLS for a total of 7 days under one listing. Under this listing, this home sold for 98% of its listing price after 7 days on the market. 8/27/19

Listing Agent: Denise Newton, Realty Executives Tucson Elite

Selling Agent: Susie Hall, Long Realty Company

Sale:
\$1,250,000

Address:
7511 N Mystc
Canyon Drive
Tucson, AZ 85718

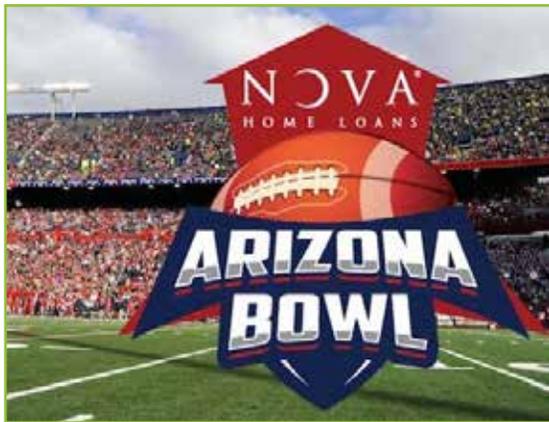
DM50 Military Spouse Employment Initiative

Davis-Monthan Air Force Base (DMAFB) is one of the pillars of the Tucson metropolitan economy, with a \$2.6 billion impact and nearly 6,500 jobs. Community support and quality of life for airmen and their families are important factors in basing decisions. In fact, spouse employment was a stated priority of the Secretary of the Air Force last year and continues to be an ongoing priority. Military families are often only stationed at DMAFB for 2-year stints. Having access to a database of pre-screened, informed companies via the website and a sector coordinator to provide introductions and information is a tangible way Tucson shows its ongoing support of the Base and provides the added benefit of bringing more skilled professionals, contributing to the overall economy.

A critical aspect of this initiative was DM50's work with the Governor's office to make it easier, quicker and less expensive for professionals entering the Arizona workforce to transfer their professional licenses, eliminating the long wait times for military spouses and others to be able to work in their fields. The initiative has been successful through the collaboration between DM50, Davis-Monthan AFB leadership and personnel support staff, Pima County One-Stop, Governor Ducey's office and the approximately 40 participating companies, educational institutions, government agencies and non-profits

Employment opportunities for the spouses and families of the Airmen of Davis-Monthan Air Force Base are a critical part of overall military readiness and contribute greatly to the quality of life for the Airmen. Military spouses and their families have proven to be excellent employees, bringing commitment, discipline, and focus to their chosen career fields and professions. DM50 solicited participation from multiple companies within Tucson who have recognized the values that military spouses and families bring to the workplace and have expressed interest in and employing them. In its first year, the initiative has seen a steady increase in hits to the website and successful placements and is expected to continue to grow as awareness increases.

Collaborators: [DM50](#) • [Davis-Monthan Air Force Base](#) • [Pima County One Stop](#) • [Governor Doug Ducey](#)



NOVA Home Loans Arizona Bowl

The NOVA Home Loans Arizona Bowl has worked to create a true community event that generates significant economic impact and visibility for Southern Arizona. In four years, the Bowl has generated over \$100,000,000 of economic impact for Southern Arizona and their partnerships with major athletic conferences like the Mountain West and Sun Belt along with their broadcast partnership with CBS Sports Network has created a bright spotlight on Pima County for the rest of the country to see.

The type of collaboration that the NOVA Home Loans Arizona Bowl has developed is unprecedented. The strong public and private support of the game and the events that surround it has created an energy and enthusiasm that transcends borders and jurisdictions. In addition to partnering, with the conferences and CBS, the Bowl has worked diligently to create strong partnerships with dozens of

constituents across the County and State. The NOVA Home Loans Arizona Bowl is focused on supporting local charities and gives 100% of its net proceeds to local charities.

The NOVA Home Loans Arizona Bowl has far reaching impacts, benefiting Southern Arizona. Although communicating with and galvanizing all of these very different institutions to work together for the common good of the community is ambitious, the NOVA Home Loans Arizona Bowl has done it with earnest humility knowing that the end result is great for Southern Arizona as a whole. The NOVA Home Loans Arizona Bowl is a beacon to attract other sporting events and professional leagues to Southern Arizona by showing them that this is a great place to do business and create partnerships.

Collaborators: [Rio Nuevo](#) • [Visit Tucson](#) • [Southern Arizona Attractions Alliance](#) • [Boys and Girls Club of Arizona](#) • [Office of Governor Doug Ducey](#) • [University of Arizona](#) • [NOVA Home Loans](#) • [Farhang & Medcoff](#) • [NOVA Home Loans Arizona Bowl](#) • [City of Tucson](#) • [Pima County](#) • [Arizona-Mexico Commission](#) • [Arizona Department of Commerce](#) • [Arizona Office of Tourism](#) • [Downtown Tucson Partnership](#) • [Tucson Metro Chamber of Commerce](#) • [Oro Valley Chamber of Commerce](#) • [Tucson Fire Department](#) • [Tucson Police Department](#) • [Davis Monthan Air Force Base](#) • [Southern Arizona Attractions Alliance](#)

Santa Cruz River Heritage Project

Tucson Water's Santa Cruz River Heritage Project (Heritage Project) introduces up to 2.8 million gallons of reclaimed water to the Santa Cruz riverbed every day, generating a permanent flow from Silverlake Road to Congress Street Bridge. In 2016, Tucson Water spearheaded moving the project from concept into planning, design, community engagement, permitting and construction. After 100 years, a consistent stream of water is flowing in a portion of the Santa Cruz River.



The Project has fostered valuable connections and trust among Tucson Water leadership and representatives from: local, regional, and state agencies, City of Tucson and Pima County elected officials and staff, the San Xavier District/Tohono O'odham Nation, neighborhood groups and community members, historical and cultural community groups, environmental groups, Tucson Electric Power, City of Tucson Fire Department, Mobility and recreational groups, contractors, designers, and construction and engineering firms and nonprofits

The Santa Cruz River Heritage Project is the first in-channel reclaimed water project in Tucson's downtown. This project provides a new riparian area in the urban core, near Tucson's birthplace, improves local control of City water resources, provides an additional water resource that complements our conservation ethic and plumps up our water portfolio, sets the stage for future collaborations among public sector, community, nonprofits, environmental groups, and private sector and is already attracting new visitors -- human, plant and wildlife.

Collaborators: Tucson Water • Tucson Water Public Information and Conservation • Pima County Regional Flood Control District • HDR, Inc. • Harris Environmental • Wheat Design Group • Clear Creek • Ashton Company Inc. • City of Tucson, City of Tucson Ward 1 • Barrio Santa Cruz Neighborhood Association • Menlo Park Neighborhood Association • Barrio Kroeger Lane Neighborhood Association • Desert Survivors • San Xavier District, Tohono O'odham Nation • Dia de San Juan Committee • Mayor, City of Tucson • Tucson Electric Power • City of Tucson Fire Department • Pima County Board of Supervisors • Living Streets Alliance • Pima County Natural Resources, Parks and Recreation • Environmental Education Exchange • Watershed Management Group • Pima County Communications Office • City of Tucson Mayor's Office • Arizona Department of Water Resources • Arizona Department of Environmental Quality • U.S. Army Corps of Engineers • Environmental Protection Agency



Pima JTED Innovative Learning Campus

The timeline for opening the Pima JTED Innovative Learning Center is short. With the deal agreed upon in April of 2019, the doors to the new campus must open in July of 2020. City Council Member and Vice Mayor Richard Fimbres' office partnered with Pima JTED, BFL Construction, Bourn Companies, WSM Architects and the neighborhood associations of South Park, Las Vistas, Western Hills II and Pueblo Gardens so that the permitting and approval processes did not delay the campus' first day of school.

Private financial support for the new building, something unheard of in public K12 education, came in the form of Pima JTED being named the main recipient of the Rotary Club of Tucson Centennial Grant in April. Pima JTED has formed a relationship with the Rotary Club of Tucson over the last two years in part by having students and staff volunteer for the Rotary's Annual Classics Car Show. Local philanthropist Ross Potoff has increased his donations and pledges to Pima JTED's Foundation over the past year from \$100,000 to \$1 million. These private donations have made this and other JTED ventures possible.

BFL Construction and Bourn Companies formed an LLC and offered Pima JTED a 7-year lease-to-own agreement for a two-story, 50,000 square foot building, that includes an option for the District to add two additional buildings of the same size to the north in the near future. The lease-to-own option allows Pima JTED to purchase the property without burdening local taxpayers with higher taxes for bonds, as most public-school districts in Arizona do to finance new construction. This arrangement is already being looked to as a model for another growing Career and Technical Education District in Arizona.

Collaborators: Pima JTED • BFL Construction • Bourn Companies • Pima JTED Gov. Bd. • Tucson Unified School District • WSM Architects • Rotary Club of Tucson • Potoff Private Philanthropy • Tucson City Council/Vice Mayor • Mayor of Tucson • South Park Neighborhood Association • Las Vistas Neighborhood Association • Western Hills II Neighborhood Association • Pueblo Gardens Neighborhood Association • Ramon Valadez Pima County Supervisor • Sunnyside USD • Wells Fargo

Benedictine Monastery Development

The former Benedictine Monastery at 800 N. Country Club Road was completed in 1940 and designed by Tucson architect Roy Place. Originally built to house a congregation of Sisters of the Benedictine Order, the monastery served in that capacity until 2018; at which time the 6.1-acre property was sold to Ross Rulney (Tucson Monastery, LLC) for preservation of the Monastery and development of the remaining portion of the vacant parcel.

In collaboration with City of Tucson Councilmember Steve Kozachik of Ward 6 and the owner, Ross Rulney, offered the free use of the vacant Benedictine Monastery during the planning process to serve as a temporary refuge for legal asylum-seeking refugees. Hundreds of volunteers from Catholic Community Services, St. Mark's Church, and the broader Tucson Community have served more than 9,000 migrants since the doors opened in January.

Mr. Rulney initially explored developing the site with its existing mixed high-density residential (including group dwelling, i.e. student housing) and office zoning, but after several meetings with adjoining neighborhoods (Sam Hughes and Miramonte) and the City of Tucson Ward 6 Council office, the decision was made to pursue the more interactive, community-based and flexible approach of rezoning to a PAD (Planned Area Development).



Collaborators: Tucson Monastery, LLC • COT City Council Ward 6 • Poster Mirto McDonald • Catholic Community Services • The Planning Center • Logan-Simpson Design • Cypress Civil Development • Benedictine Sisters of Perpetual Adoration • Mayor, City of Tucson • City of Tucson Planning and Development Services Department • City of Tucson Preservation Officer • Tucson Pima County Historic Commission • Casa Alitas Program • Catholic Foundation • St Pius X Church • Our Mother of Sorrows Church • Salpointe Catholic High School • St Marks Presbyterian • Trinity Presbyterian • First Christian Church • Temple Emmanuel • Or Chadash • Jewish Federation of Southern Arizona • Our Savior Lutheran Church • Salvation Army • Registered Nurse Response Network • Pima County Health Department • Catholic Charities USA • University of Arizona College of Nursing • University of Arizona College of Public Health • University of Arizona School of Medicine • Arizona Civil Liberties Union • Florence Immigration & Refugee Rights Project • Pima County Emergency Management • Hundreds of Tucson Volunteers working to assist asylum-seekers in the Monastery



The Union on 6th

Greystar Real Estate Partners, LLC has recently begun construction on the Union on 6th, the first multi-family mixed-use development located within the 4th Avenue commercial district. Reaching this point has required extensive collaboration and cooperation with various stakeholder groups, including the Historic Fourth Avenue Coalition (HFAC) and to ensure the Union fits into the unique character of 4th Avenue.

As the first major residential project to be located on 4th Avenue, the Union on 6th was initially met with skepticism from many area businesses and residents.

From the beginning of the process, the developer committed to working with several neighbors and merchant organizations to identify and work towards mitigating those concerns. Conversations evolved into negotiations and during the process a group of 4th Avenue business owners, neighborhood associations and residents formed HFAC with the mission to preserve the unique identity of 4th Avenue and promote smart, sustainable growth. The result of these conversations was the creation of a Community Benefits Agreement (CBA) which provided both parties assurances that the Union on 6th would successfully integrate with the Avenue's unique blend of local businesses. Specifically, the agreement included: Local businesses will be in the Union commercial spaces at pre-negotiated lease rates; A mitigation payment that allows HFAC to provide traffic, parking and/or streetscape improvements in the 4th Avenue area; Regular communication meetings with Union management; and Union's murals will be painted by local artists.

The negotiation of the CBA was a true collaboration, without which the Union would not be built. The CBA provides HFAC and its members assurances that the 4th Avenue commercial district will keep its local-first character and continue to be a vibrant and unique part of Tucson. Because of the CBA, the Union will add 253 residential apartment units within Tucson's urban core, an area in desperate need of additional multifamily units.

Collaborators: Greystar; A 23 Studios • Lazarus, Silvyn & Bangs • Chasse Building Team • Cypress Civil Development • ARC Studios • City of Tucson Planning & Development Services Department • City of Tucson Economic Development Department • Park Tucson • Historic 4th Avenue Coalition • Local First Arizona • West University Neighborhood Association • Fourth Avenue Merchants Association

continued on page 16

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4th Quarterly Meeting
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“The Link between Transit and
Real Estate Rents”

presented by Arthur C. Nelson, Ph.D, FACSS, FAICP
Professor of Urban Planning and Real Estate Development
University of Arizona

breakfast provided!

7:30AM: registration
8:00AM: program start

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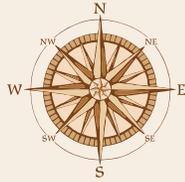


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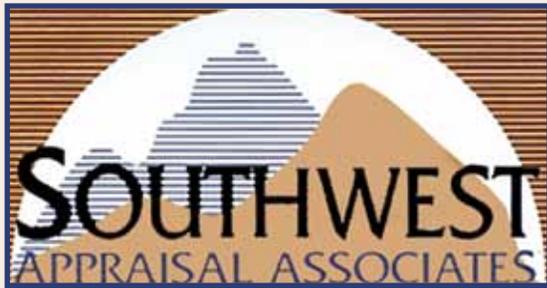
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Saguaro Surgical Expansion in Harold Bell Wright Estates

In 2017 Saguaro Surgical, a locally owned business located within the Harold Bell Wright Estates Neighborhood approached their next-door neighbor about purchasing his home to demolish it and construct a new building that would add two new surgical suites. In 2011, the Harold Bell Wright Estates (HBWE) neighborhood was listed on the National Register of Historic Places for its role in Community Planning and Development in Tucson and architectural significance. Over the past eight years, several owners have remodeled and/or made seemingly small improvements that inadvertently threaten their contributing status to the historic district.



In collaboration with the City of Tucson Historic Preservation Office/Planning & Development Services Department, and together with Arizona Vascular and HBWE historic committee members, The Planning Center identified several ways to benefit the neighborhood/district. The two most popular ideas were to 1) create an informational brochure for HBWE residents new and old that includes the history of the neighborhood, National Register listing, historic preservation best practices for home improvements to maintain contributing status and contact information when thinking about making exterior changes and 2) replace the wooden posts holding up the historic street signs in the neighborhood with longer-lasting metal posts and refurbish the old signs to give them new life but retain their rustic weathered appearance.

Arizona Vascular Specialists funded the update to the street signs and The Planning Center coordinated with neighborhood committee members to complete the work before the rezoning was approved. The brochure was also a team effort amongst the City, neighborhood and development team, one that neighborhood leaders were proud to present as a by-product of successful collaboration with the development community at their annual HBWE neighborhood potluck on April 28th of this year.

Collaborators: Arizona Vascular Specialists LLC • Harold Bell Wright Estates (HBWE) historic committee • Elias Toubassi, HBWE historic committee/neighbor • Duane "Skip" Cormier, HBWE neighbor • HBWE Homeowner's Association • Allison Diehl; • Interim Tucson Historic Preservation Officer, Allison Diehl • current Tucson Historic Preservation Officer, Jodie Brown • former Tucson Historic Preservation Officer, Marty McCune • Mayor Jonathan Rothschild • Councilman Paul Cunningham • City of Tucson Planning & Development Services Department • Quilliam Management Services, LLC; Caylor Construction • Eglin + Bresler Architects • Cypress Civil Development • Arizona State Historic Preservation Office • Ronald Kellner, HBWE next door neighbor • City of Tucson Design Review Board



Monier Apartments

The final design of the current Monier Apartments was completed in June of 2017. The design of the project has evolved to better respond to the character of the developing Mercado District and to meet the needs of the neighborhood. With underground parking, street-level retail and three floors of residential units above, a goal of LEED Silver certification, and modern connectivity to plan

for, the site and building design team alone had many complex issues to solve.

This collaboration of private and public involvement in the Monier Building's financial support was required to get the project off the ground and moving vertically. One way in which the operative word "partnership" was evident was in Rio Nuevo's providing enhanced financing and incentives for Monier, as the project was located within the TIF (tax increment financing) district. The incentives provided for the Monier Building by Rio Nuevo included contributing \$2.4 million in financing out of the approximate \$34 million project cost.

The mixed-use nature of the project contributes to a thriving, pedestrian-friendly neighborhood in which residents can eat, shop and work without getting in a car. The Gadsden Company currently has lease commitments for at least ten locally owned retail small businesses to lease space on the ground floor. Additionally, at least three local businesses have secured office space within the building via letter of intent. The presence of local businesses on-site benefits the community by ensuring increased retainage of dollars spent within the local economy. According to Local First Arizona, spending locally keeps thirty percent more money spent in the Tucson economy, as compared to shopping online.

Collaborators: Monier Investors, LLC • Mercado San Agustin & MSA Annex • Dunlap & Magee • Moule & Polyzoides Architects & Urbanists • WLB Group • Grenier Engineering, Inc. • ASEI Engineering • C+C; Gallagher Witmer • Lloyd Construction Company, Inc. • U.S. Department of Housing & Urban Development • EBI Consulting • Joy D. Taylor • Berkadia • Clearinghouse CDFI, Rio Nuevo Multipurpose Facilities District • Tucson Expediting & Development • City of Tucson Planning & Development Services

AZ Drought Contingency Plan

The Arizona Implementation Plan details how impacted stakeholders will adapt to reduced Colorado River water supplies during shortages, including approaches to mitigate impacts while still honoring the existing priority system. The risks of Lake Mead (Arizona's primary Colorado River storage reservoir) falling below critically low elevations had tripled in the past decade, increasing the risks of large-scale reductions to Arizona's Colorado River supply and threatening the health of the river for all users. Previous agreements and guidelines designed to protect the system against such dry times were deemed insufficient to address the current risks to the system.

In 2018 and early 2019, the Arizona Department of Water Resources (ADWR) and Central Arizona Project (CAP) jointly led nearly 40 stakeholders through months of public and small group meetings. During this process, the stakeholders developed Arizona's Implementation Plan for the Lower Basin Drought Contingency Plan (LBDCP). The package included more than 20 agreements, which frame how the burden of impacts from Colorado River water supply reductions and the benefits of increased reliability are shared amongst Arizona's water users. Given the wide range of stakeholder interests, impacts and perspectives, this was no small task.

Projections by the U.S. Bureau of Reclamation showed that the LBDCP would reduce the risks of Lake Mead falling below these critical levels. The LBDCP provides Arizona with greater certainty for reliable and secure water supplies now and in the future. Arizona residents can now be assured that future Colorado River water supplies are more secure, providing the sort of predictability that permits the state's economy to thrive.



Collaborators: Arizona Department of Water Resources • Central Arizona Project • CAWCD Board of Directors • City of Scottsdale Water; AZ House of Representatives • Freeport-McMoRan • Arizona Water Company • Southern Arizona Home Builders Association • Central Arizona Groundwater Replenishment District • EPCOR Water US • AZ Chamber of Commerce & Industry; Walton Family Foundation • Phoenix AMA Agriculture • Gila River Indian Community • Valley Partnership • Tohono O'odham Nation; Southern Arizona Leadership Council • United States Bureau of Reclamation • Office of the Governor • Yuma County Agriculture • Arizona Water Banking Authority • Metropolitan Domestic Water Improvement District • Pinal County Agriculture • AZ State Senate Legislative District #4 • Colorado River Indian Tribes • Salt River Project • City of Goodyear Public Works • Arizona Farm Bureau; City of Phoenix Water Services • City of Tucson Water • Mohave County • Arizona Cattlemen's Association • Home Builders Association of Central Arizona • Pima County Agriculture—SAWUA



Rule B Fix Legislation (S.B. 1248)

In late fall 2018, a coalition was formed, led by the Chamber to address an issue facing primarily those in the commercial real estate industry, high property tax rates. Properties with recent improvements and new developments were receiving substantially increased property tax assessments upon completion. Assessors throughout the state were applying Rule B to these properties to adjust the property value higher than the constitutional 5% year over year cap.

The group of over 30 participants identified the central issue(s) surrounding Rule B and legislation to remedy the increasing rates was drafted. The legislation (SB1248) placed Rule B into Arizona Revised Statutes (previously was a guideline from ADOR) and raised the trigger point for application of Rule B by 50% (10% of value to 15%). The Chamber partnered with a Southern Arizona legislator willing to sponsor the legislation and shepherded the bill through the process, culminating with it signed into law by Governor Ducey.

Outside of Chamber staff, business owners, legislators, other business organizations and assessors from the multiple counties all worked to find a solution to the issues with Rule B application. Successfully passing SB1248 required an "all hands-on deck" approach. Property tax law is very technical, and unintended consequences are very easy to stumble upon. The collaboration needed to pass this legislation required listening to all sides of the issue and to find a solution which did not harm others, nor create other problems.

Collaborators: Tucson Metro Chamber of Commerce • Arizona State Senate • Arizona Multihousing Association • Arizona Tax Research Association • AZ Chamber of Commerce • AZ Chapter National Association of Industrial & Office Properties • Building Owners & Managers Association Of Greater Phoenix (BOMA) • Diamond Ventures, Inc. • East Valley Chamber of Commerce Alliance • Greater Phoenix Chamber Of Commerce • NAIOP • Southern AZ Homebuilders Association

Valencia/Kolb Road Intersection

Valencia Road is a key commuting and freight corridor serving the south side of the Tucson urbanized area, simultaneously with the construction of the Amazon distribution facility. Valencia Road has interchanges with both Interstate 19 and Interstate 10 and abuts Tucson International Airport, Ryan Airfield, Davis-Monthan Air Force Base (DMAFB) and the Port of Tucson. Future traffic volumes, while less than previously predicted, are sizeable and warrant significant expansion in traffic capacity.

As the project proceeded to construction, the City of Tucson annexed substantial lands along the corridor and the City became the lead agency for the construction of the project. During the bidding of the construction contract, Amazon announced that it was building a new high-tech distribution facility adjacent to the project. The City and RTA have collaborated with Amazon on access, bus and signalization upgrades to the project. The west leg of the project also required extensive partnering efforts with the adjacent businesses in that the businesses on the north side of Valencia included several warehouses and distribution facilities that had no other access except Valencia Road for a large amount of commercial tractor-trailer traffic. This required that additional access paving and creative turn radius solutions be field fitted in each phase of construction to accommodate this large volume of delivery traffic. Additionally, the north side has a brick manufacturing facility that required a continuous supply of water during the new waterline construction. The solution and each phase of the construction project, which was achieved by the project team actively partnering with Amazon and adjacent business and landowners, flawlessly achieved all the goals set forward.

Unique aspects of the project that were a product of close work with the adjacent landowners included redirection of drainage on the adjacent landowner's property to avoid costly drainage structures and temporary closure and rerouting of Valencia to the east of Kolb.



Collaborators: Baker and Associates • Tucson Department of Transportation • Braden Bott • Century-Link • Southwest Gas Corporation • Structural Grace • Neighborhood Advisory Committee • Cardno • EPS Group • CMG Drainage Engineering • Tucson Water Department • Regional Transportation Authority • KE&G Construction • Pima County Regional Wastewater Reclamation Department • Tierra Right of Way Services • Pima County Department of Transportation Traffic • EcoPlan Associates • Stallard and Co. LLC • Tucson Electric Power • Kolb/Valencia, LLC • Preston Pruettt • Psomas • Golder • Level 3 Communications • City of Tucson Transportation Electrical • Rick Engineering Company • Electrical Design Associates • McGann & Associates • El Paso Natural Gas • AT&T • Kinder Morgan Pipeline • Cox Communications



Project Ina Business Support Program

The Arizona Department of Transportation (ADOT) Ina Road Interchange Project involved rerouting local street access away from the interstate to reconstruct an entirely new interchange that stretches over both the interstate and the Union Pacific railroad tracks. When it was announced that the Interstate 10 interchange at Ina would be completely reconstructed, everyone involved knew that things were going to get more challenging for the area businesses and commuters before they got easier.

The Marana Chamber of Commerce spearheaded an Ina-specific Business Walk, where officials from the Town of Marana, the Regional Transportation Authority's Main Street Program, and the Chamber personally walked business to business along the Ina Corridor to meet with owners, managers, and employees to discuss and help alleviate

concerns about the project. Officials also asked the businesses to complete short surveys as a part of the outreach, and these results were then compiled and shared with the participating agencies. Once the project was completed, the Town again collaborated with the Marana Chamber of Commerce, the Regional Transportation Authority and ADOT on a special block party to celebrate the opening of the interchange.

There were several integral components of what became Project Ina, and each of them required cooperation and collaboration between different agencies and organizations. The overriding principle was to focus on the businesses along the Ina Corridor and provide valuable tools that will help them remain in business during the construction project. With the effective partnerships and collaborations built around the project, however, the journey had not only a softer impact but unanticipated benefits as well.

Collaborators: Marana Chamber of Commerce • RTA Main Street • Arizona Department of Transportation • Westland Resources • Southern Arizona Paving • Dibble Engineering • West Press Printing • Innovative Signs • Marana local business owners

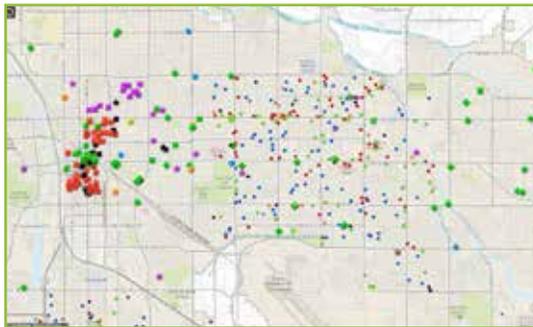
Town of Marana Sign Code Update

In June 2015, the United States Supreme Court issued its landmark ruling in *Reed v. Town of Gilbert*, a case challenging the Town of Gilbert Arizona's sign code. The *Reed* case called into question all sign regulations that require an enforcement officer to read a sign to know whether or not it's legal. In response to the ruling, Town of Marana staff set out to perform a comprehensive update to the Town's sign code with the goal of creating time, place, manner regulations to replace those that regulated the content or message of signs. After extensive study and review and working closely with end user groups from across the business community, the result was a content-neutral sign code that is compliant with the Supreme Court ruling, user-friendly, effective and enforceable.

Early in the update process, the Town organized a group of staff members from various departments in order to gather a variety of perspectives in preparing for the update. This multi-disciplinary team was comprised of staff members from the planning, legal, community development, and code enforcement departments and divisions who worked together through numerous iterations of the draft regulations. Staff actively engaged the business community by forming focus groups to obtain crucial feedback and develop a better understanding of the perspectives of those who would ultimately be utilizing signs in the Town. The Marana Chamber of Commerce facilitated the process by providing the necessary connections between Town staff and local businesses. The results achieved through the focus groups was essential in creating regulations that would be beneficial to the business community. Once Town staff completed a draft of the proposed regulations, it was presented to the Marana Chamber of Commerce and its members, the Tucson Metro Chamber of Commerce, Metropolitan Pima Alliance and to the Southern Arizona Homebuilders Association (SAHBA) and its membership group.

The proposed sign regulations were adopted by the Marana Mayor and Town Council on February 5, 2019 and became effective on March 8, 2019. The Town's sign code now regulates based on the physical attributes of signs rather than the message or speaker, and controls sign display on a time / place / manner basis. Distinctions are no longer made between commercial messages and non-commercial messages, and commercial speech is not favored over non-commercial speech. The code has been updated with contemporary standards and terminology that address current needs and trends. Since the approval, other governmental jurisdictions have reached out to the Town of Marana with compliments on the update.

Collaborators: Marana local business owners • local and regional business and industry representatives • Marana Chamber of Commerce • Tucson Metro Chamber of Commerce • Metropolitan Pima Alliance • Southern Arizona Homebuilders Association



City of Tucson PDSD Tech Tools

Communication and access to information are keys to success in today's business environment. The construction industry is no exception. Over the past few years, the City of Tucson's Planning and Development Services Department (PDSD) has led an effort to provide technology tools to improve customer service, increase staff efficiency and provide greater transparency for the public at large. This effort was accelerated by a committee formed by Tucson's Mayor and Council in 2016 to identify necessary improvements for PDSD.

Four new advances, referred to as "Tech Tools", were released in 2019 and showcase PDSD's dedication to development, innovation and transparency. They were developed in partnership with jurisdictions in other states, local professional organizations and across various departments within the City of Tucson government. The four Tech Tools are: the Development Activity Map, Notice Tucson, Inspection Dashboard and QLess Customer Management. Staff actively engaged this PDSD Stakeholder Committee to categorize and prioritize those initiatives. The result has been a steady stream of technological implementations.

The tech-forward thinking and initiatives utilized to implement the City of Tucson PDSD's Tech Tools and the partnerships created to facilitate these innovations are unique in the state, Southwest region and nation. By collaborating with multiple jurisdictions nationwide, PDSD has been able to partner with other City of Tucson departments in new, unique and challenging ways, venturing into uncharted waters and creating customer services that are both uncommon and cutting-edge.

Collaborators: Southern Arizona Home Builders Association • Metropolitan Pima Alliance • AZ Builders Alliance • AZ Construction Trades • Tucson Metro Chamber of Commerce • Pima County • City of Las Vegas • City of Tucson IT • City of Tucson Water; City of Tucson Fire • City of Tucson Transportation • City of Tucson Environmental Services General Services Department

Reactivation of Jacome Plaza

Jacome Plaza was built during the construction of the Library in 1989 on the site of the former Jacome's Department Store. Centrally located in Downtown Tucson, it was intended to serve as a gathering place for residents and city inhabitants taking a break from work or strolling through the downtown. The plaza suffered from years of neglect and a growing number of homeless individuals occupied the space. Violence, drug use, public urination/defecation and frequent visits from the police, fire and ambulance created an unsafe, unsanitary and unwelcoming environment. Jacome Plaza was no longer a public space, it had become a homeless encampment with dozens of chronically homeless individuals; many suffering from mental illness and drug/alcohol abuse.

The Downtown Tucson Partnership (DTP) collaborated with Old Pueblo Community Services (OPCS) to provide social workers to address the homelessness issue in Jacome Plaza.

OPCS conducted onsite interviews and assessments to pair homeless individuals with services and housing. DTP Connects connected approximately 80 individuals with housing in three months, decreasing chronic street homelessness downtown by 96%. On December 1, 2017, approximately 84 homeless individuals were living in the parks and streets of Downtown Tucson. As of March 1, 2018, there were only 3.

DTP also collaborated with local community partners to promote and organize hundreds of free events and static programming last year including but not limited: Health at Jacome series, Friday Food Fun and Flix series, Holidays at Jacome, the Outdoor Office, Live at Lunchtime series, Farmers Market, Food Truck Tuesdays and Thursdays and Hummingbird Hollow. DTP also reached out to the three downtown schools encouraging them to utilize the space. All three schools: City High, Paulo Freire, and Imago Dei are using the plaza for daily recess, workshops, outdoor classes, activities and events. Previously the students rarely left their campus for recess and did not have green space or game area to play in. The results of this reactivation are astounding. What was once a homeless encampment has been turned into a vibrant public plaza.



Collaborators: Arizona Public Media • Arizona Theatre Company • Better Business Bureau • City of Tucson • City High School • Cox Media • Desert Survivors • Downtown Merchant and Retail Council • Downtown Tucson Partnership • El Rio Health • Food for Horses • Golden Retriever Rescue Southern Region • Hecker and Pew, PLLC • Holiday Decorators, LLC • Ikes Coffee and Tea • Imago Dei Middle School • Inspired Fitness • Joel Valdez Downtown Library • Let's Sweat • Local Musicians and Artists • Lohse Family YMCA • Living Streets Alliance, Cycloviva Survey Team • Mike Kasser and Kasser Family • Nestle Cookie • Nova Home Loans • Old Pueblo Community Services • Park Tucson • Pima County • Pueblo Freire Middle School • Templo Fitness • Tucson Audubon Society • Tucson Food Truck Rally • Tucson Metro Chamber of Commerce • Tucson Pima Collaboration to End Homelessness • University of Arizona • Visit Tucson



Pima Medical Institute

Pima Medical Institute was founded in Tucson in 1972, the school now has 17 campuses in eight different states. With the help of Rio West Development & Construction, Seaver Franks Architects and Within Studio Interior Design, Pima Medical brought a closed middle school in the central city back to life, repurposing the once-abandoned middle school as an adult education facility.

The 50,000 sq. ft. building is organized around a beautiful courtyard that encompasses approximately 25,000 sq. ft. The exterior of the former Tucson Unified School District building has been preserved and updated, while the interior has been completely remodeled to give it a collegiate look and feel. The parcel of the campus that once served as soccer fields will now give way to further land development, by creating a home for a new medical and office building.

The team worked with the local neighborhoods and city officials to transform an abandoned middle school lot into a state-of-the-art medical career college. Every aspect of this project was touched by a local company, from landscape and graphic design to flooring installers and even the project photographer. It was this collaboration, clear communication and overall dedication that helped create the flagship campus Pima Medical Institute dreamed of. Pima Medical Institute consolidated its six Tucson-area campuses and relocated 130 employees to the new site.

Collaborators: Summit Development • Rio West Development & Construction • Seaver Franks Architects, Inc. • Within Studio Interior Design • KC Mechanical, LLC • Turner Structural Engineering, Inc. • Old Pueblo Theatrical Solutions • S&W Acoustics & Noise Control • Rick Engineering Company • Addisigns, Inc.

The Double Tree by Hilton at the Tucson Convention Center

To develop the DoubleTree by Hilton at the TCC that is currently under construction, collaboration between the private developer - Caliber - The Wealth Development Company, Rio Nuevo Multi-purpose district and the City of Tucson, including City management, Planning and Development Services, Park Tucson and the City's Mayor and Council was critical. The TCC is owned in part by the City and in part by Rio Nuevo, it is encumbered by bonds which required bondholder approval for the TCC Hotel and is leased/run by the City through a contract with SMG. All of these parties and the adjacent neighborhoods had to work together to agree on the location of the TCC Hotel on the east side of the TCC, work to process a Planned Area Development amendment to permit the hotel in this area of the TCC and then process the required Development Package.



The PAD amendment required further collaboration with the Barrio Viejo Neighborhood Association ("BVNA"), which has long been upset about the parking issues and overall development of the TCC in its existing location. Rio Nuevo and Caliber worked hard to outreach to the BVNA and surrounding businesses to understand the desires and goals to develop a component of the TCC that will bring forward the streetscapes and open to the southern area of the TCC. Parking has been a huge issue and Rio Nuevo has taken the lead in discussing progressive and new solutions to the parking issues, which includes not just an additional parking garage, but creative solutions with City's Park Tucson for residential permit programs and ensuring enforcement of no parking in the BVNA. The PAD amendment would not have been successful without the creative and collaborative parking solutions.

The Tucson Convention Center (TCC) is Rio Nuevo's primary component as a Tax Increment Financing District, and a TCC Hotel has been a priority for Rio Nuevo and the State legislature. Caliber came into the market fully prepared to use Federal Opportunity Zone funding to develop the much-needed TCC Hotel. The decision to locate the TCC Hotel on the east side then required additional work with Rio Nuevo, the City, bondholders and SMG to ensure the TCC Hotel could be financially successful and permitted through a PAD amendment. Collaboration is ongoing during the construction process as well with continued communication between all parties and the adjacent neighborhoods.

Collaborators: Caliber—The Wealth Development Company • Rio Nuevo; Swaim Associates, LTD • Grenier Engineering • Energy Systems Design • ARC Studios • Within Studio • Aqua Designs International • Ryan Company • Lazarus, Silvyn & Bangs PC • Development Hilton Hotels • City of Tucson • City of Tucson Planning and Development Services • City of Tucson Economic Development Services • Park Tucson • City of Tucson Fire Department • City of Tucson Energy Office • Tucson/Pima County Historic Commission Plans Review Subcommittee • SMG; Barrio Viejo Neighborhood Association • Rollings Corporation



Pima County/City of Tucson Opportunity Zones

The Opportunity Zone incentive is a new investment tool that encourages long-term capital gains investment in low income urban and rural communities nationwide. Pima County and the City of Tucson brought together their development services and economic development departments to submit census tracts that met the federal criteria as well as those that were most advantageous for local economic development goals. Emphasis was placed on areas that stood a good chance to receive incremental investment and that targeted specific priority growth areas. These areas could be appropriately zoned for the potential best uses anticipated for the Opportunity Zone program including rehabilitation of existing industrial and multi-family facilities or brown field projects.

The federal program itself is complex and unique, the detailed level of collaboration between the City of Tucson and Pima County was uncommon and seldom has there been an opportunity where all five levels of government (Federal, State, County, City and Native American Nations) collaborated on a project that is beneficial to the region.

The collaborative effort between the City of Tucson and Pima County economic developers and land planners has the potential to attract much-needed investment, revitalize low-income census tracts, create jobs and improve communities within the opportunity zones located in Pima County

Collaborators: Pima County • City of Tucson • City of South Tucson • Arizona Commerce Authority • Bourn Companies • UA Tech Parks • The Bridges

Twin Peaks/Blue Bonnet Sewer

The Twin Peaks area requires sewer infrastructure to support growing development. The Pima County Regional Wastewater Reclamation Department (RWRD) entered into a Sewer Facilities Developer Agreement with three private developers, Abiger Marana, LLC, Neter Enterprises, LLC and Twin Peaks & Lambert Lane 34, LLC to commission this project for their planned single-family residential subdivisions. In addition to those three developments, this new sewer main will provide sewer service to three other planned future large residential subdivisions and commercial development. The construction of this sewer main will also decommission an existing sewer pump station and sewer force main at Tangerine Road, thereby providing gravity sewer service for the entire Dove Mountain community.

RWRD and its design-build team consisting of Achen-Gardner Construction and Engineering & Environmental Consultants (the Project Team) collaborated with the Town of Marana and the Arizona State Land department as well as with 6 private developers to acquire sewer easements on their property frontage and ensure that the sewer interceptor was installed at an appropriate depth for their future sewer mainline connections to the interceptor. This project included installation of the sewer main through a rural unmaintained Pima County dirt road adjacent to more than two dozen multi-acre plots of land owned by individual property owners. The Project Team collaborated regularly with each property owner to acquire separate easements over their property frontage and maintain driveway access during construction. Individual requests from each property owners (25 total) were also granted such as landscape considerations, fencing modifications and installation of sewer stubs for future single-family use. The project also included threading the new sewer pipe through a sea of existing utilities including an Oro Valley Water Main, Marana Water Main, Southwest Gas Main, TEP overhead/underground powerlines, Century Link conduits and duct banks and Comcast cables and fiber optic lines.

The Project Team collaborated closely with each utility company to ensure that conflicts were eliminated or minimized. Multiple coordination meetings were conducted with representatives from each utility company at every stage of design. Despite the vast amount of stakeholders associated with and disrupted by construction, the project has received virtually no negative feedback and all known reports and media have been positive. The project consists of a 4.8-mile-long 15" interceptor sewer main extending from Cortaro Farms Road to Tangerine Road, and Phase 1 has been completed.



Collaborators: Pima County RWRD • Pima County Real Property • Pima County Regional Flood Control • Pima County DOT • Pima County Natural Resources Parks and Recreations • Pima County Cultural Resources & Historic Preservation • Achen-Gardner Construction; Engineering and Environmental Consultants (EEC); Kaneen Communications; Tierra Right of Way Services • SAECO • McGann & Associates • Cardno • Marana Water; • Marana CIP • ADEQ • Offsite Sweeping • Metro Water • Oro Valley Water • Southwest Gas • TEP • Comcast Communications • Century Link • Trico Electric • Marana Unified School District • Northwest Fire Department • Tucson Water • Marana Police Department • SWCA • Arizona State Land Department • Golder Ranch Fire Department • USPS • Pima County Sheriff • Water Management • Republic Services • Marana Manana, LLC • Town of Marana Emergency Management • Town of Marana Traffic Engineering • T.J. Bednar & Co. • Redwing Investments • Ringold Resources, Inc. • Lennar • TRP Twin Peaks, LLC • Cottonwood Properties • Neter Enterprises, LLC • Abiger Marana, LLC • Twin Peaks & Lambert Lane 34, LLC • Hill Brothers Chemical Company • Pulte Homes • Red Point Development, LLC • 22 private property owners



H.S. Lopez Center Family Foundation Center for Opportunity

The Center for Opportunity is a former Tucson hotel and conference center that was acquired by the H.S. Lopez Family Foundation to establish a one-stop housing, support and training center for people experiencing homelessness in the Tucson community. The Center for Opportunity plans on providing services such as workforce development, medical and dental services that help to eliminate obstacles for homeless individuals in addition to providing housing and food.

The center is a collaboration between the H.S. Lopez Family Foundation, the Gospel Rescue Mission and La Frontera Arizona, as well as about 25 other local nonprofits and providers. Organizations, families and individuals also helped fund this project through donations that helped renovate a room and, in some cases, even opting to renovate the room themselves.

The Center of Opportunity will offer 350 beds, 1,000 hot meals per day along with a multitude of services for its residents. Local organizations such as Pima County One Stop, Sullivan Jackson and Arizona at Work have collaborated to bring workforce development services to residents while El Rio Health Center will run a medical and dental services program and La Frontera will provide behavioral health services. Representatives from the Department of Economic Services will provide help with applications for food stamps, health insurance and cash assistance.

Collaborators: Gospel Rescue Mission • La Frontera • H.S. Lopez Family Foundation • El Rio Community Health Center • Department of Economic Security • Pima County One Stop • Arizona at Work • Cypress Civil Engineering • Borderland Construction • Caylor Construction • Seaver Franks Architects • and dozens of donors and volunteers

TREND report is delighted to spotlight the 20 finalists for the upcoming Metropolitan Pima Alliance Common Ground awards, sponsored once again by Barker Contracting. The finalists were selected based on their exemplary collaborative efforts that have provided benefit throughout the region. This year's finalists include a wide array of collaborative efforts from community events, programs/policies and non-profit endeavors to new construction and development. There are events, projects and initiatives such as the Nova Home Loans Arizona Bowl, the DMS0 Military Spouse Employment Initiative, Project Ina Business Support Program, Santa Cruz River Heritage Project, H.S. Lopez Center Family Foundation Center for Opportunity and the Reactivation of Jacome Plaza. Economic development efforts include Pima County/City of Tucson Opportunity Zones, Rule B Fix Legislation (SB 1248), Town of Marana Sign Code Update, and the City of Tucson PDSO Tech Tools. Infrastructure projects include the Valencia/Kolb Road Intersection, Twin Peaks/Blue Bonnet Sewer, and the AZ Drought Contingency Plan. Real estate development projects such as Pima JTED Innovative Learning Campus, Pima Medical Institute Campus, the Benedictine Monastery Development, The Union on 6th, Saguaro Surgical Expansion in Harold Bell Wright Estates, the Mercado District's Monier Apartments, and The Double Tree by Hilton at the Tucson Convention Center. It's an exciting line-up of finalists!

We look forward to seeing everyone on November 1 when we recognize the ten well-deserving winners of MPA Common Ground awards. We invite you to support MPA's mission of "working to create a prosperous community by promoting collaborative real estate development policies, building partnerships and finding common ground" and consider sponsoring the MPA Common Ground event. It is also a great way to align your company with the mission of MPA. More info about the different sponsorship levels is available at mpaaz.org.

Additional Upcoming Industry Events

- **November 5, 2019** City of Tucson General Election for Mayor.
- **November 7, 2019** Pima County Real Estate Research's 4th Quarterly Meeting will be held from 8–10am at TAR. The program will feature a presentation on "The Link between Transit and Real Estate Rents," presented by Arthur C. Nelson, Ph.D, FACSS, FAICP, Professor of Urban Planning and Real Estate Development at the University of Arizona. Register at pcrerc.com.
- **November 20, 2019** Rio Nuevo and Downtown Tucson Partnership are pleased to present 2019 Downtown Now! which brings the community together to celebrate and commemorate the organizations, the developments, and the people who are transforming Tucson's Downtown. Hear from downtown leadership, including the developers themselves, on current and future projects. Register at downtownnowtucson.com.
- **December 6, 2019** Economic and Business Research Center's 2019 Economic Outlook luncheon will be held from 12–1:30pm at Westin La Paloma. Join EBRC's Director and Eller Research Professor, George W. Hammond, Ph.D., and Managing Director and Head Economist Commercial Banking for Chase, James E. Glassman, as they serve up the regional, national, and international economic outlook as 2019 draws to a close. Register at ezeconomy.org.



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