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**NOTICE OF PUBLIC MEETING  
THE INDUSTRIAL DEVELOPMENT AUTHORITY  
OF THE CITY OF PHOENIX, ARIZONA  
EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS**

Pursuant to A.R.S. §38-431.02, notice is hereby given to the members of **THE INDUSTRIAL DEVELOPMENT AUTHORITY OF THE CITY OF PHOENIX, ARIZONA, EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS**, and to the general public, that **THE INDUSTRIAL DEVELOPMENT AUTHORITY OF THE CITY OF PHOENIX, ARIZONA, EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS** will hold a meeting open to the public on **Wednesday, August 3, 2016, at 9:00 AM**, located at the **Calvin C. Goode Municipal Building, 251 W. Washington Street, 9<sup>th</sup> Floor, Conference Room 910, Phoenix, Arizona**. The Committee may consider a motion to go into executive session in accordance with A.R.S. §38-431.03(A)(1) for Item 4 and A.R.S. §38-431.03(A)(3) for Item 5.

One or more committee members may participate via teleconference.

The agenda for the meeting is as follows:

**Call to Order**

**1. Approval of Committee Meeting Minutes.**

a. June 1, 2016 Regular Session.

**2. Valle del Sol Profiles of Success.** Presentation, discussion and possible action to approve the sponsorship request in support of the 2016 Profiles of Success.

**3. 5<sup>th</sup> Annual Senior Awards Luncheon.** Presentation, discussion and possible action to approve the sponsorship request in support of the Annual Senior Awards Luncheon.

**4. Personnel Matters.** Presentation and discussion regarding performance review matters.

**5. Bond Transaction Policies.** Presentation, discussion and possible action regarding Phoenix IDA bond transaction policies and procedures.

**6. Call to the Public.**

**Adjournment**

For reasonable accommodations, please call Wendy Gutierrez at Voice/602-534-8679 or TTY/602-534-5500, as early as possible to coordinate needed arrangements.

**Date Posted:**

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**MINUTES OF PUBLIC MEETING  
THE INDUSTRIAL DEVELOPMENT AUTHORITY  
OF THE CITY OF PHOENIX, ARIZONA  
EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS**

**June 1, 2016**

A public meeting of the Executive Committee of the Board of Directors of The Industrial Development Authority of the City of Phoenix, Arizona (the “Phoenix IDA”) was convened on Wednesday, June 1, 2016 at 1:15 p.m., at the Calvin C. Goode Municipal Building, 251 West Washington Street, 10<sup>th</sup> Floor, Conference Room 10-Center, Phoenix, Arizona.

**Committee Members present:**

Ms. Judy Bernas  
Ms. Barbara Ryan Thompson (*telephonically*)  
Ms. Christa Severns

**Committee Members absent:**

Mr. Sal Rivera

**Also present for all or portions of the meeting were:**

Mr. Jon Balinkie, Arizona Community Foundation  
Mr. James Barham, Phoenix IDA  
Ms. Megan Brownell, Arizona Community Foundation  
Ms. Sarah Cline, Phoenix IDA  
Mr. Jason Grubb, Arizona Community Foundation  
Ms. Lydia Lee, Phoenix IDA  
Mr. C.W. Ross, Fennemore Craig, P.C.  
Mr. Juan Salgado, Phoenix IDA

Any member of the public that was present during the meeting was able to hear all discussions and actions taken by Board Members that were present, in person and over the phone, via a teleconferencing phone system.

Director Severns called the Executive Committee meeting to order at 1:32 p.m. A quorum was noted.

**ITEM 1:      Approval of Meeting Minutes**

Meeting minutes for the April 6, 2016 Executive Committee executive session, the May 4, 2016 Executive Committee regular and executive sessions, and the May 23, 2016 Executive Committee regular and executive sessions were presented for approval. Director Bernas moved to approve the minutes. Director Ryan Thompson seconded the motion. **Motion carried unanimously.**

**ITEM 2:      AZ Water Association**

Mr. Salgado introduced the item, and asked Ms. Lee to brief the Executive Committee members on the AZ Water Association’s request for the Phoenix IDA’s financial support.

Ms. Lee briefed the Executive Committee members on the AZ Water Association's request for the Phoenix IDA's financial support as reflected in the Phoenix IDA's records for this meeting, which are available upon request.

Director Severns asked if this proposal had been initiated by a Councilmember. Ms. Lee responded that Councilwoman Williams had.

Director Bernas moved to approve \$10,000 of the Phoenix IDA's Tables & Events budget to support the 2017 AZ Water Annual Conference and Exhibition. Director Ryan Thompson seconded the motion. **Motion carried unanimously.**

**ITEM 3:      Great Hearts Academies**

Mr. Salgado introduced the item, and requested Ms. Lee to brief the Board on Great Heart Academies' request for the Phoenix IDA support of the 2016 Great Hearts Gala, as reflected in the Phoenix IDA's records for this meeting, which are available upon request.

Ms. Lee briefed the Executive Committee members on the Great Hearts Academies' request for the Phoenix IDA's financial support of the 2016 Great Hearts Gala as reflected in the Phoenix IDA's records for this meeting, which are available upon request.

Ms. Severns asked for the amount the Phoenix IDA has collected in fees from previous Great Hearts Academies' transactions. Mr. Salgado answered that Mr. Boess would have to research that figure.

Director Ryan Thompson moved to approve \$10,000 of the Phoenix IDA's Tables and Events budget to support the 2016 Great Hearts Gala. Director Bernas seconded the motion. **Motion carried unanimously.**

**ITEM 4:      2016 Board Summit**

Ms. Lee introduced the item and stated that the proposed date for the Phoenix IDA 2016 Board Summit is Wednesday, July 20, 2016.

This report was for information only. No action was taken.

**ITEM 5:      June 16, 2016 Board of Directors – Draft Public Meeting Notice**

This item was tabled.

**ITEM 6:      Call to the Public**

Director Severns made a call to the public. There were no comments.

With no further business to come before the Executive Committee, being duly moved and seconded, the Executive Committee meeting was adjourned at 1:49 p.m.



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**MEMORANDUM**

**DATE:** August 3, 2016

**TO:** Members, Executive Committee

**FROM:** Lydia Lee, Community Relations Administrator

**SUBJECT:** Sponsor/Table Requests

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**Valle del Sol, 2016 Profiles of Success** – presented each September, the Profiles of Success Hispanic Leadership Awards Celebration recognizes Latino leadership. This year marks the 26<sup>th</sup> Annual Profiles of Success (Friday, September 9, 2016) which serves as an opportunity to honor and recognize individuals from our community for their public service. Valle del Sol recently announced the 2016 honorees – we are happy to share with you that our very own Phoenix IDA Executive Director, Mr. Juan Salgado has been selected to receive the Raúl Yzaguirre Community Leadership Award. As support for this annual event and Mr. Salgado, Valle del Sol is requesting consideration for a sponsorship to this year’s awards luncheon as a “Luna” sponsor (\$10,000). This level offers the Phoenix IDA significant visibility and recognition for our participation. The Host Committee chairs for the 2016 Profiles of Success is Gema and Paul Luna (recipients of the 2009 Raúl Yzaguirre Community Leadership Award) – honorary co-chairs are Mr. Mark Bonzall, SRP and Mr. Rich Boals, Blue Cross Blue Shield.

**Diana Gregory Outreach Services Foundation** – the mission of Diana Gregory Outreach Services Foundation is to enrich lives by providing access to fresh produce, on-site farmers markets and nutrition education solutions. Since 2009, Gregory’s Fresh Market (GFM), a division of Diana Gregory Outreach Services Foundation has served more than 6,000 seniors in over 40 affordable and independent living facilities throughout the Greater Phoenix area. Many locations are in “food desert” areas. These are areas, where seniors have a need, but not always the resources, to access fresh fruits and vegetables. GFM provides independence for seniors, who lack mobility, and choices for food selection. Request to the Phoenix IDA is for support of the 5<sup>th</sup> Annual Senior Awards luncheon scheduled for Friday, September 30, 2016 at The Camby. Sponsorship levels are: \$10,000 (Presenting Sponsorship), \$7,500 (Platinum Sponsorship), \$5,000 (Gold Sponsorship), \$3,000 (Silver Sponsorship), \$1,500 (Bronze Sponsorship) or \$100 ea. for individual tickets. Proceeds from the luncheon support GFM outreach services. Award recipients include: Alfredo Gutierrez, Lifetime Achievement award; Honorable Cecil J. Patterson, Dick Gregory Humanitarian award; Sue Glawe, Corporate Philanthropy recipient, and Dr. Leland Fairbanks, Community Health recipient.

**Paul and Gema Luna**  
 Profiles of Success 2016 Host Committee Chairs  
 2009 Raul Yzaguirre Community Leadership Award Recipients

**Date:** Friday, September 9, 2016  
**Time:** Celebration begins at 12 p.m. & concludes at 2 p.m.  
**Place:** Phoenix Convention Center  
 North Ball Room, 400 E. Monroe Street  
 Phoenix, Arizona

**Theme:** "Totally Awesome Leadership"  
*Liderazgo Impresionante*

**Event Contact:** Carlos Galindo-Elvira  
 Chief Development Officer  
 Valle del Sol | 602.258.6797, ext. 121  
 carlogsg@valledelso.com



**Valle del Sol**  
 LIVE LIFE INSPIRED

**PURPOSE:**

Serving as Valle del Sol's annual fundraising event, the Profiles of Success Hispanic Leadership Awards Celebration launches National Hispanic Heritage Month in Arizona and recognizes Latino leadership champions.

Event Consultant:

**Arriaga**  
 ADVERTISING & PROMOTIONS  
 602.279.4669

**Rich Boals/Blue Cross Blue Shield**  
 President &  
 Chief Executive Officer  
 Honorary Co-Chair

Since 2002, Blue Cross Blue Shield of Arizona has joined Valle del Sol for the annual Profiles of Success event to give recognition to deserving leaders in our community. As a community we must come together to create positive change for Arizona families. Valle del Sol has been instrumental in developing leaders who collaborate with others and inspire new ways of thinking. Through their efforts, they are helping Arizona remain a place where we all can grow and thrive.



**ATTENDANCE:**

Approximately 1,400 individuals representing the corporate, government, private and nonprofit sectors of Arizona.

SRP is proud to partner with Valle del Sol for the 26th Annual Profiles of Success to honor 'totally awesome' leaders. Our participation speaks to the importance of inspiring future Arizona leaders to serve, advocate and champion for causes that strengthen our community.

**Mark Bonsall/SRP**  
 General Manager &  
 Chief Executive Officer  
 Honorary Co-Chair



**2016 SPONSORSHIP OPPORTUNITIES**

**ESTRELLA SPONSORSHIP — \$45,000**

- Preminent placement of three tables of 10 guests
- Full page color digital ad with 5x rotation at 7,000 impressions
- Logo recognition in event collateral to include:
  - save the date
  - invitation\*
  - event tickets
  - event agenda
  - lobby welcome sign
  - event social media inclusion
  - table signage
  - post event postcard
- Logo recognition on event page of agency website
- Opportunity to spotlight one of your company's outstanding employees
- Parking passes included with sponsorship
- Award recognition for your company's sponsorship

\*In order to ensure recognition in the invitation, reservation must be made by June 3, 2016.

**SOL SPONSORSHIP — \$25,000**

- Premium placement of two tables of 10 guests
- Full page color digital ad with 3 x rotation at 4,200 impressions
- Logo recognition in event collateral to include:
  - invitation\*
  - event agenda
  - lobby welcome sign
  - event social media inclusion
  - table signage
- Opportunity to spotlight one of your company's outstanding employees
- Award recognition for your company's sponsorship

\*In order to ensure recognition in the invitation, reservation must be made by June 3, 2016.

**LUNA SPONSORSHIP — \$10,000**

- Preferred placement of two tables of 10 guests
- Logo recognition in event agenda and table signage
- Half page color digital ad with 2 x rotation at 2,800 impressions
- Opportunity to spotlight one of your company's outstanding employees
- Award recognition for your company's sponsorship

**RAYO SPONSORSHIP \$5,000**

- Preferred placement of two tables of 10 guests
- Logo recognition in event agenda and table signage
- Opportunity to spotlight one of your company's outstanding employees
- Award recognition for your company's sponsorship

**FAROL SPONSORSHIP Corporate Level Sponsorship \$1,500**

- One table of 10 guests
- Recognition in event agenda
- Opportunity to spotlight one of your company's outstanding employees

**VELA SPONSORSHIP Government/Nonprofit Rate \$1,000**

- One table of 10 guests
- Recognition in event agenda
- Opportunity to spotlight one of your company's outstanding employees

**\*\*\*UNDERWRITING OPPORTUNITIES\*\*\***

SHARED HONOREE AWARD SPONSORSHIP*	\$5,000
STUDENT/YOUTH HOST*	\$5,000
SOCIAL MEDIA SPONSOR*	\$7,500
GENERAL MARKET RADIO SPONSOR*	\$5,000
PROFILES HONOREE ANNOUNCEMENT EVENT*	\$3,500
FULL PAGE COLOR DIGITAL AD	\$2,500

\*LOGO PLACEMENT INCLUDED IN EVENT AGENDA/INVITATION

# 2016 PROFILES OF SUCCESS RESERVATION FORM



Sponsorship Level	Number of Tables	Amount
Estrella *	3	\$45,000
Sol *	2	\$25,000
Luna	2	\$10,000
Rayo	1	\$5,000
Farol - Corporate	1	\$1,500
Vela - Nonprofit/Government	1	\$1,000

Underwriting Opportunity \_\_\_\_\_ \$ \_\_\_\_\_

Silent Auction Item Contribution \_\_\_\_\_

Accept our sponsorship even though we will not be able to attend \$ \_\_\_\_\_

TOTAL \$ \_\_\_\_\_

\* In order to ensure recognition in the invitation, reservation must be made by June 3, 2016.  
\* In order to ensure recognition in the program, reservation must be made by August 15, 2016.

**Payment must be received by August 15, 2016.  
Event tickets will not be distributed without payment in full.**

Enclosed is a check for \$ \_\_\_\_\_ (Please Mail your checks to Valle del Sol)

Charge: \$ \_\_\_\_\_  American Express  MasterCard  Visa

Card No. \_\_\_\_\_ CVV2 Code \_\_\_\_\_

Expiration Date \_\_\_\_/\_\_\_\_/\_\_\_\_ Signature \_\_\_\_\_ (Required)

Contact Person \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ Mobile ( ) \_\_\_\_\_

Address \_\_\_\_\_ (Street/P.O. Box)

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

E-mail \_\_\_\_\_ (Required)

Contributions are tax deductible as provided by law.

To make a credit card payment online, go to [www.valledelsol.com](http://www.valledelsol.com)

## EMPLOYEE SPOTLIGHT

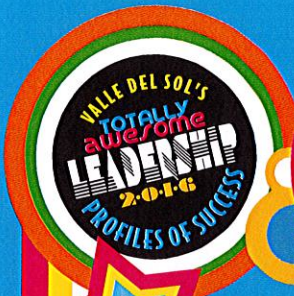
Participating sponsors are invited to "spotlight" one of their employees who demonstrate a high spirit of leadership in his or her workplace. Please email the following items to [imeldar@valledelsol.com](mailto:imeldar@valledelsol.com)

- Name of employee
- Employee title
- Corporate/organizational Logo  
High Resolution JPEG

In order to meet the publication deadline, Employee Spotlights must be received no later than August 5, 2016.

Please send your reservation and payment to:  
Valle del Sol, 3807 N. 7th Street, Phoenix, AZ 85014 | Fax: 602.248.8113  
Phone: 602.258.6797 ext. 121

Reserve and pay online: [www.valledelsol.com](http://www.valledelsol.com)

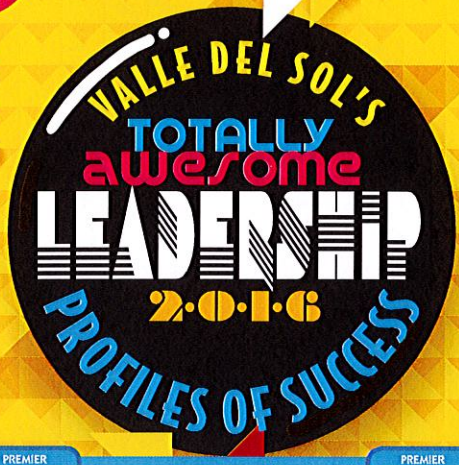


# TOTALLY AWESOME SERVICE.

That's Our Commitment in 'Leading Change' for Arizona.

- Healthcare •
- Human Services •
- Leadership Development •

602.258.6797  
 valledelsol.com  
 @ValleDelSolAZ



PREMIER CO-SPONSOR



Delivering more than power.™



Valle del Sol  
LIVE LIFE INSPIRED

PREMIER CO-SPONSOR



BlueCross BlueShield of Arizona  
An Independent Contractor of the Blue Cross and Blue Shield Association

#Profiles2016

PRESENTING MEDIA SPONSORS



PRESENTING TV SPONSOR



SPANISH TV SPONSOR





## **5<sup>th</sup> Annual Senior Awards Luncheon**

**Friday, September 30, 2016 11:30AM to 1:30PM, The Camby, Phoenix, AZ**

*The mission of Diana Gregory Outreach Services Foundation is to enrich lives by providing access to fresh produce, on-site farmers markets and nutrition education solutions. Luncheon proceeds will benefit senior services provided by Diana Gregory Outreach Services Foundation.*

### **SPONSORSHIP OPPORTUNITIES**

#### **\$10,000 Presenting Sponsorship Includes:**

Two Preferred Tables of 10 in the first row with seating for 10 • Recognition as a sponsor and participation in the giveaway bags for the Nutrition for the Holiday program, over 2,000 seniors receive complimentary bags of fresh produce • **Display table at the luncheon** • Prominent recognition during the luncheon • Company name listed as Presenting Sponsor on the invitation • **Back page full page color ad** • Company name and logo listed as Presenting Sponsor in the luncheon program • Inclusion with luncheon publicity • Company name and logo listed as Sponsor of 20 farmers markets locations in the Fall 2016, including name recognition during a drawing for a bag of fresh produce at each location • Company giveaway item included in the giveaway bags • Hyperlink on DGOSF website • Inclusion in social media campaign • Table signage

#### **\$7,500 Platinum Sponsorship Includes:**

One Preferred Table in the first row with seating for 10 • Recognition as a sponsor and participation in the giveaway bags for the Nutrition for the Holiday program, over 2,000 seniors receive complimentary bags of fresh produce • **Display table in the back of the room with signage** • Prominent recognition during the luncheon • Company name listed as sponsor on the invitation • **Full page color ad** • Company name and logo listed as Platinum Sponsor in the luncheon program • Inclusion with luncheon publicity • Company name and logo listed as Sponsor of 5 farmers markets locations in the Fall 2016, including name recognition during a drawing for a bag of fresh produce at each location • Company giveaway item included in the giveaway bags • Hyperlink on DGOSF website • Inclusion in social media campaign • Table signage

#### **\$5,000 Gold Sponsorship Includes:**

One Preferred Table with seating for 10 • Sponsorship includes recognition as a sponsor and participation in the giveaway for the Nutrition for the Holiday program, over 2,000 seniors receive complimentary bags of fresh produce • Prominent recognition during the luncheon • Company name listed as sponsor on the invitation • **Full page color ad** • Company name and logo listed as Gold Sponsor in the luncheon program • Inclusion with luncheon publicity • Company giveaway item included in the giveaway bags • Listing on DGOSF website • Inclusion in social media campaign • Table signage



**\$3,000 Silver Sponsorship Includes:**

One Preferred Table with seating for 10 •Company name listed as sponsor on the invitation •**half page color ad** •Company name and logo listed as Silver Sponsor in the luncheon program •Inclusion with luncheon publicity •Company giveaway item included in the giveaway bags• Inclusion in social media campaign •Table signage

**\$1,500 BRONZE Sponsorship Includes:**

One table with seating for 10 •Company name listed as Bronze Sponsor in the luncheon program •Table signage

**\*Individual tickets - \$100 each**

Visit us at [www.dianagregory.com](http://www.dianagregory.com)

**5th Annual Senior Awards Luncheon**

Friday, September 30, 2016, 11:30AM to 1:30 PM, The Camby, Phoenix

**SPONSORSHIP AND TICKET FORM**

Name \_\_\_\_\_ Title \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 Email \_\_\_\_\_

**PARTICIPATION LEVEL:**

- Presenting Sponsor \$10,000
- Platinum Sponsor \$7,500
- Gold \$5,000
- Silver \$3,000
- Bronze 1,500

\_\_\_\_\_ Individual Tickets @ \$100 each

Additional donation to support the Senior Nutrition program \$ \_\_\_\_\_

Name as it should appear on printed materials: \_\_\_\_\_

*(In order to be acknowledged in the Senior Awards event program, the sponsorship form and payment must be received in the DGOSF office by August 15, 2016). Please e-mail camera ready ads by August 1, 2016 to dgregory13@cox.net.*

*Names of People Attending (please attach additional sheets as necessary)*

_____	_____
_____	_____
_____	_____
_____	_____

**TOTAL AMOUNT**

\$
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**Credit Cards:**  Cash/Check  Visa  MasterCard  American Express  Discover

This is for:  Full payment  2 payments  3 payments

Card #: \_\_\_\_\_ Expires: \_\_\_\_\_ CVV Code: \_\_\_\_\_

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_ Daytime Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_ Signature: \_\_\_\_\_

\_\_\_\_\_

Diana Gregory Outreach Services Foundation  
1928 E. Highland Avenue, Suite F104-223 Phoenix,  
Arizona 85016  
Phone (602) 468-0404 Fax (602) 325-8261

**For more information, please call Diana Gregory at 602-468-0404.  
Please make checks payable to Diana Gregory Outreach Services Foundation.**

Thank you for supporting DGOSF, a 501(c)(3) organization.



July 12, 2016

Mr. Juan Salgado  
Phoenix IDA  
251 West Washington Street, 9<sup>th</sup> Floor  
Phoenix, AZ 85003

Dear Juan:

Diana Gregory Outreach Services Foundation (DGOSF) is pleased to announce the Fifth Annual Senior Awards luncheon celebrating the accomplishments of seniors and those who are dedicated to providing them with high quality care. Since 2010 Gregory's Fresh Market (GFM), a division of Diana Gregory Outreach Services Foundation and a 501(c)(3) tax-exempt organization, has committed resources to improve the lives of senior citizens in the Greater Phoenix area through nutrition, exercise and related education. During that time, GFM has helped more than 6,000 seniors to experience a better quality of life by offering a variety of new and established programs.

We cordially invite you to join us this year as a sponsor on Friday, September 30, 2016 at 11:30 a.m. to 1:30 p.m. at The Camby Hotel in Phoenix. Our annual luncheon is GFM's premier fundraising event and is designed to raise consciousness, awareness and enthusiasm for seniors and their health, fitness and nutritional needs.

Honorees for this year's luncheon include Alfredo Gutierrez, Lifetime Achievement award recipient, Honorable Cecil J. Patterson, Dick Gregory Humanitarian award recipient, Sue Glawe, Corporate Philanthropy recipient, and Dr. Leland Fairbanks, Community Health recipient. The guest speaker is Elaine Ryan, Vice President of State Advocacy and Strategy Integration (SASI) in the Government Affairs Department of AARP. She will speak on the topic of Care Giving. Susan Casper, ABC15 is the emcee.

Funds raised from the luncheon support GFM outreach services program. Your support will help ensure the success of our fundraising effort. You can help by purchasing one of our sponsorship packages which we can tailor to suit your needs. See the attached document for details on tickets and sponsorship packages. We also encourage everyone to purchase additional tickets to make it possible for more seniors to attend.