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Part III

Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III

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1

Briefly describe the organization's mission

TO IMPROVE THE GREATER TUCSON AREA AND THE STATE OF ARIZONA BY BRINGING TOGETHER RESOURCES AND LEADERSHIP TO ENHANCE THE ECONOMIC CLIMATE AND THE QUALITY OF LIFE IN OUR COMMUNITY, AND ATTRACT AND RETAIN HIGH QUALITY, HIGH WAGE JOBS

2

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

☐ Yes ☒ No

If "Yes," describe these new services on Schedule O

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services?

☐ Yes ☒ No

If "Yes," describe these changes on Schedule O

4

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a	(Code) (Expenses \$ including grants of \$) (Revenue \$)
	GENERAL MEMBERSHIP MEETINGS SET THE STAGE FOR POLICY ACTIONIN JANUARY, MEMBERS MET WITH GOV JAN BREWER FOR A STRATEGY SESSION ON THE UPCOMING LEGISLATIVE SESSION AND TO DISCUSS THE OPPORTUNITIES FOR SALC TO JOIN WITH THE GOVERNOR ON BUSINESS ISSUES IN FEBRUARY, MEMBERS MET WITH NEW TUCSON MAYOR JONATHAN ROTHSCHILD FOR A STRATEGY SESSION ON HOW SALC COULD HELP IMPROVE THE CITY OF TUCSON THE MAYOR IDENTIFIED ANNEXATION AND CHARTER CHANGE AS TWO AREAS IN WHICH SALC COULD HELP IN MARCH, MEMBERS DISCUSSED "STRATEGIES FOR ENTREPRENEURIAL SUCCESS IN TUCSON ENTREPRENEURIAL ECONOMY TASK FORCE RECOMMENDATIONS " THE REPORT'S BOTTOM LINE TUCSON HAS A BETTER CHANCE TO GROW OUR OWN COMPANIES THAN TO ATTRACT OTHERS FROM OUTSIDE THE SALC-LED BIOSCIENCE LEADERSHIP COUNCIL OF SOUTHERN ARIZONA (BLCSA) IS ALREADY PLAYING A KEY ROLE IN POLICY ISSUES THAT IMPACT ENTREPRENEURS THE GOAL IS TO DEVELOP A BUSINESS AND PUBLIC POLICY ENVIRONMENT THAT PROMOTES ENTREPRENEURIAL GROWTH IN APRIL, MEMBERS DISCUSSED THE ARIZONA INDICATORS PROJECT AND ITS POTENTIAL TO HELP SALC IDENTIFY THE KEY POLICY ISSUES ON WHICH TO ENGAGE MEMBERS DISCUSSED THE POTENTIAL FOR GROWTH AND COLLABORATION ON THIS PROJECT, WHICH REINFORCES SALC'S PHILOSOPHY OF FACT-BASED ENGAGEMENT IN MAY, MEMBERS WERE PRESENTED THE TOP LEGISLATIVE INITIATIVES FOR 2012 THE BALLOT MEASURES PRESENTED INCLUDED QUALITY EDUCATION AND JOBS AS WELL AS OPEN ELECTIONS OPEN GOVERNMENT THE SALC BOARD OF DIRECTORS UNANIMOUSLY APPROVED BOTH IN SEPTEMBER, MEMBERS EXPLORED THE POLICY IMPLICATIONS OF CROSS-BORDER INFRASTRUCTURE BECAUSE TRADE WITH MEXICO IS VITAL TO SOUTHERN ARIZONA, SALC WILL ENGAGE THE INFRASTRUCTURE POLICY ISSUES THAT IMPEDE CROSS-BORDER COMMERCE IN OCTOBER, MEMBERS DISCUSSED THE IMPLICATIONS OF THE NEW HEALTHCARE LAW AND ITS IMPACT ON BUSINESS SALC IS STANDING WITH GOV BREWER IN CALLING FOR A STATE-LED HEALTHCARE EXCHANGE **ACTIONS OF THE SALC BOARD OF DIRECTORS, EXECUTIVE COMMITTEE AND STRATEGIC INITIATIVES COMMITTEE**SALC HAS WORKED THE PAST TWO YEARS TO HELP BUILD A FRAMEWORK FOR A GREATLY NEEDED STRATEGIC PLANNING PROCESS IN ARIZONA MORE THAN 250 MEMBERS OF SALC, THE GREATER PHOENIX LEADERSHIP, AND THE FLAGSTAFF FORTY ARE DRIVING THIS EFFORT OUR GOAL IS THE CREATION OF A PROCESS IN WHICH THE PUBLIC AND PRIVATE SECTORS WORK TOGETHER TO SET AND IMPLEMENT LONG-TERM STRATEGIC DIRECTIONS THAT INSURE THE HEALTH AND PROSPERITY OF ARIZONA'S ECONOMY, THEREBY ENRICHING THE LIVES OF EVERY ARIZONAN SUPPORT FOR THE MILITARY IN 2012 FOCUSED ON POSITIONING THE REGION TO SUPPORT THE U S AIR FORCE IN STATIONING ITS NEW F-35 FIGHTER AT THE 162ND FIGHTER WING THE SALC BOARD APPROVED A LETTER TO BE SENT TO SENIOR AIR FORCE AND DEFENSE DEPARTMENT LEADERS SALC MET WITH ASSISTANT SECRETARY OF DEFENSE TERRY YONKERS AND EXPRESSED OUR SUPPORT FOR BASING THE F-35 IN OUR REGION SALC ALSO MET WITH ELECTED OFFICIALS, INCLUDING SEN JOHN MCCAIN, TO ENSURE CONGRESSIONAL SUPPORT SALC LED A LETTER WRITING CAMPAIGN, ENTITLED THE "F-35 SURGE OF SUPPORT," TO COUNTER OPPONENTS TO THE NEW MISSION SALC IS CURRENTLY ENGAGED WITH OTHER GROUPS AND MILITARY SUPPORT ORGANIZATIONS TO DEVELOP A LONG- TERM AND SUSTAINED STRATEGY TO SUPPORT THE MILITARY IN OUR REGION SALC ENDORSED PROP 119, WHICH ALLOWS THE STATE TO ENTER INTO LAND EXCHANGES TO PROTECT MILITARY FACILITIES FROM ENCROACHING DEVELOPMENT THE SALC EXECUTIVE COMMITTEE MET WITH ROSEMONT COPPER OFFICIALS IN RESPONSE TO THE DIRECTION OF THE SALC BOARD TO ENSURE THAT ROSEMONT COPPER IS TREATED FAIRLY BY THE GOVERNMENT AGENCIES FROM WHICH ROSEMONT NEEDS PERMITS SALC ENCOURAGED ROSEMONT OFFICIALS TO GO ABOVE AND BEYOND THE MINIMUM REQUIREMENTS IN ALL ASPECTS OF THEIR OPERATION AT THE SAME TIME, SALC ENGAGED THE U S FOREST SERVICE, AS WELL AS STATE AND COUNTY GOVERNMENTS, TO ADDRESS ISSUES OF FAIRNESS FOR THE COMPANY IMAGINE GREATER TUCSON (IGT) GREW OUT OF THE SALC-LED TUCSON REGIONAL TOWN HALL IN 2007 THIS VALUES-BASED EFFORT TOUCHED THOUSANDS OF PEOPLE IN OUR REGION AND IS MOVING US CLOSER TO A REGIONAL VISION, WHICH SALC HAS LONG SOUGHT ON LEGISLATION AFFECTING LOCAL ISSUES, THE SALC BOARD VOTED TO OPPOSE HB 2656, WHICH AIMED AT MAKING THE PIMA COUNTY BONDING PROCESS VERY COMPLEX AND INEFFECTIVE SALC SENT A LETTER TO LEGISLATIVE LEADERS AND THEN MET WITH HOUSE SPEAKER ANDY TOBIN, WHO AGREED TO KILL THE BILL SALC ACTIVELY SUPPORTED SIGNIFICANT BUSINESS TAX AND REGULATORY LEGISLATION IN 2012 THE MOST SIGNIFICANT OUTCOME WAS A TAX PACKAGE THAT WILL RESULT IN A 30 PERCENT PHASED-IN REDUCTION OF THE CORPORATE INCOME TAX RATE THE PACKAGE ALSO INCLUDED A PHASED-IN 100 PERCENT ELECTIVE SALES FACTOR FOR MANUFACTURERS WHO PRODUCE IN ARIZONA BUT SELL MOST OF THEIR GOODS OUTSIDE OF OUR BORDERS THE PROPERTY ASSESSMENT RATIO FOR BUSINESSES WILL BE REDUCED TO 18 PERCENT THE SALC-SUPPORTED R&D TAX CREDIT WAS STRENGTHENED AND THERE IS A PHASED-IN 25 PERCENT REDUCTION IN THE CAPITAL GAINS TAX ANOTHER ELEMENT OF THE 2012 ECONOMIC DEVELOPMENT PACKAGE EXPANDED TO OTHER MANUFACTURERS A TAX CREDIT ONCE ONLY AVAILABLE TO THE RENEWABLE ENERGY INDUSTRY SALC TOOK AN ACTIVE ROLE WITH GPL ON IMMIGRATION ISSUES DURING THE PAST TWO YEARS OUR BUSINESS-CENTERED VOICE CALLS FOR MEANINGFUL FEDERAL REFORM AS WE SEEK TO POSITION THE STATE OF ARIZONA AS A POSITIVE FORCE FOR IMMIGRATION REFORM IN THE NATION AS A MEMBER OF THE REAL ARIZONA COALITION, SALC CONTINUES TO ENCOURAGE CIVIL, FACT-BASED DISCUSSIONS THAT SUPPORT FEDERAL IMMIGRATION REFORM THE BOARD OF DIRECTORS SUPPORTS SALC TAKING A MORE ACTIVE LEADERSHIP ROLE IN ENGAGING GOVERNMENT AT ALL LEVELS TO ASSIST SALC, THE BOARD APPROVED A CONTRACT WITH THE PUBLIC AFFAIRS FIRM OF TRIADVOCATES TRIADVOCATES WILL REPRESENT ALL THREE OF THE STATE'S CEO GROUPS TOGETHER ON ISSUES OF COMMON CONCERN AND INDIVIDUALLY ON ISSUES AT THE LOCAL, STATE AND FEDERAL LEVEL **SALC REGIONAL LEADERSHIP AND COLLABORATION RAMPED UP WITH BUSINESS AND GOVERNMENT IN 2012**SALC, IN PARTNERSHIP WITH THE SIX OTHER MOST INFLUENTIAL BUSINESS ORGANIZATIONS IN TUCSON, HELD MEETINGS WITH MEMBERS OF THE LEGISLATURE FROM BOTH PARTIES JOINT ACTION RESULTED IN LEGISLATIVE ACTION TO FUND THE UA MED SCHOOL IN PHOENIX AND TO RESTORE FUNDING FOR THE SOUTHERN ARIZONA POISON CONTROL CENTER, WHICH HAD BEEN SCHEDULED TO CLOSE AT THE END OF THE YEAR SALC LED THE FORMATION OF THE TUCSON BUSINESS ALLIANCE (TBA), A GROUP FORMED TO COORDINATE ACTIVITIES AND TAKE COLLECTIVE ACTION ON FUTURE BUSINESS ISSUES IN OUR REGION THE SEVEN BUSINESS GROUPS THAT MAKE UP TBA ARE SALC, TUCSON REGIONAL ECONOMIC OPPORTUNITIES, TUCSON METROPOLITAN CHAMBER OF COMMERCE, SOUTHERN ARIZONA HOME BUILDERS ASSOCIATION, TUCSON ASSOCIATION OF REALTORS, METROPOLITAN TUCSON CONVENTION AND VISITORS BUREAU, AND THE TUCSON HISPANIC CHAMBER OF COMMERCE SALC MEMBERS AND STAFF HELD FACE-TO-FACE MEETINGS WITH KEY STATE GOVERNMENT OFFICIALS IN 2012 THESE INCLUDED GOV JAN BREWER, SENATE PRESIDENT STEVE PIERCE, HOUSE SPEAKER ANDY TOBIN, SECRETARY OF STATE KEN BENNETT, TREASURER DOUG DUCEY, ATTORNEY GENERAL TOM HORNE AND SUPERINTENDENT OF SCHOOLS JOHN HUPPENTHAL THESE MEETINGS RESULTED IN LEGISLATIVE SUCCESS ACROSS A LONG LIST OF BUSINESS PRIORITIES AND FURTHERED OUR EFFORT TO ENCOURAGE A FORMAL STRATEGIC PLANNING PROCESS FOR ARIZONA SALC'S INCLUDED MEMBERS OF TUCSON YOUNG PROFESSIONALS (TYP) AND FLINN-BROWN FELLOWS IN OUR MEETINGS AND ON OUR PROJECTS THE GOAL OF THESE PROGRAMS IS TO DEVELOP UNDERSTANDING AND APPRECIATION FOR BUSINESS ISSUES WITH THESE FUTURE BUSINESS AND CIVIC LEADERS IN SOUTHERN ARIZONA SALC JOINED WITH THE O'CONNOR HOUSE IN AN EFFORT TO ENCOURAGE CITIZENS TO VOTE SALC MEMBER COMPANIES SENT MESSAGES TO EMPLOYEES AND RON SHOOPMAN RECORDED A PUBLIC SERVICE ANNOUNCEMENT ENCOURAGING SOUTHERN ARIZONA RESIDENTS TO SUPPORT DEMOCRACY AND VOTE SALC CONTINUED ITS ENGAGEMENT WITH THE PIMA COUNTY INTERFAITH COUNCIL (PCIC) SALC JOINED PCIC IN SUPPORT OF AN EDUCATION EVENT HELD BY THE GROUP IN 2012 PCIC HAS BEEN A VALUABLE PARTNER FOR SALC IN THE PAST ON SUCCESSFUL CAMPAIGNS LIKE THE REGIONAL TRANSPORTATION AUTHORITY AND PROP 100

4b	(Code) (Expenses \$ including grants of \$) (Revenue \$)
	SCIENCE AND INNOVATION FOCUS AREA ACTIONS AND OUTCOMES SALC STAFFED AND SUPPORTED THE BIOSCIENCES LEADERSHIP COUNCIL OF SOUTHERN ARIZONA (BLCSA) IN NUMEROUS SUCCESSFUL EVENTS IN 2012 SALC COMMISSIONED A STUDY THROUGH BLCSA TO IDENTIFY PERCEIVED REGIONAL WEAKNESSES FOR BIOSCIENCE COMPANIES CONSIDERING LOCATING HERE THE BIOSCIENCE PERCEPTION STUDY COMPLETED BY ATLAS ADVERTISING REVEALED HOW SITE SELECTORS AND OTHERS VIEWED OUR REGION FOR ESTABLISHING OR TRANSFERRING A BIOSCIENCE COMPANY SALC IS PLAYING MULTIPLE ROLES IN THE IMPLEMENTATION OF RECOMMENDATIONS FROM "THE ENTREPRENEURIAL ECONOMY FOR TUCSON " THE NEED FOR TUCSON TO CREATE THE CONDITIONS FOR ENTREPRENEURIAL SUCCESS IS UNIQUELY CAPTURED IN THIS INSIGHTFUL REPORT, WHICH CHARTS A COURSE FOR SOUTHERN ARIZONA TO GROW A HIGH-TECH BASE OF COMPANIES THE REPORT CENTERS ON THE NEED FOR IDEAS, PEOPLE, CAPITAL & CULTURE THE SALC BOARD APPROVED A LETTER IN SUPPORT OF ARIZONA'S SELECTION AS A TEST SITE FOR UNMANNED AERIAL SYSTEMS (UAS) SALC JOINED A STATEWIDE EFFORT TO SECURE ONE OR MORE UAV TEST SITES FOR ARIZONA LED BY THE ARIZONA COMMERCE AUTHORITY, SALC IS PLAYING A SUPPORTING ROLE IN PREPARING THE STATE'S SUBMISSION TO THE FEDERAL AVIATION ADMINISTRATION SALC PARTNERED WITH THE UNIVERSITY OF ARIZONA ON SEVERAL PROJECTS IN 2012, INCLUDING INNOVATION DAY AT UA THE UNIVERSITY IS A KEY PARTNER IN SALC'S EFFORTS TO ENCOURAGE ENTREPRENEURISM SALC CONSIDERS THE FORMATION AND SUPPORT OF SCIENCE FOUNDATION ARIZONA (SFAZ) AS ONE IT'S MOST SIGNIFICANT ACCOMPLISHMENTS SALC MEMBERS CONTINUE TO SUPPORT THE OPERATIONAL COST OF THIS HIGHLY EFFECTIVE PROGRAM SALC CO-HOSTED A BREAKFAST MEETING WITH CUSHMAN & WAKEFIELD AND PICOR COMMERCIAL REAL ESTATE THAT AMAZED ATTENDEES WITH THE SIGNIFICANT CONTRIBUTIONS MADE BY SFAZ IN SOUTHERN ARIZONA SALC RENEWED ITS LONG-TERM COMMITMENT TO SCIENCE FOUNDATION ARIZONA IN 2012 AS A KEY ELEMENT OF ARIZONA PROSPERITY SALC PRESIDENT RON SHOOPMAN BRIEFED MATTHEW ERSKINE, ACTING ASSISTANT SECRETARY OF COMMERCE FOR ECONOMIC DEVELOPMENT, ON THE POTENTIAL FOR BIOSCIENCE IN OUR REGION THE SECRETARY VISITED TUCSON AT THE INVITATION OF SALC MEMBER BRUCE WRIGHT FOR THE DEDICATION OF THE UNIVERSITY OF ARIZONA BIOSCIENCE PARK AT EAST 36TH STREET AND KINO PARKWAY **P-20 FOCUS AREA ACTIONS AND OUTCOMES** THE SALC BOARD OF DIRECTORS VOTED TO SUPPORT GOV BREWER'S EDUCATION BUDGET THAT WOULD HAVE FUNDED KEY EDUCATIONAL REFORMS SUPPORTED BY SALC THE \$380 MILLION LINE ITEM WOULD HAVE TRAINED TEACHERS ON COMMON CORE STANDARDS, PURCHASED A NEW DATA SYSTEM ESSENTIAL FOR TRACKING STUDENT AND TEACHER PERFORMANCE, AND FUNDED THE NEW MOVE ON WHEN READING PROGRAM THE SALC BOARD VOTED UNANIMOUSLY TO SUPPORT THE QUALITY EDUCATION AND JOBS INITIATIVE THAT LATER BECAME PROP 204 KEY EDUCATION COLLABORATIONS * UNITED WAY SALC CONTINUED ITS LONG-STANDING SUPPORT FOR EARLY CHILDHOOD EDUCATION BY CO-HOSTING A BUSINESS BREAKFAST MEETING WITH UNITED WAY * ARIZONA BUSINESS & EDUCATION COALITION SALC JOINED WITH ABEC TO RECOGNIZE GREAT SCHOOLS IN OUR AREA THE ABEC HIGH ACHIEVING SCHOOLS PROGRAM REWARDS SCHOOLS THAT ARE TRULY PREPARING STUDENTS FOR FUTURE SUCCESS IN SCHOOL AND IN THE WORKPLACE * BUSINESS AND EDUCATION ROUNDTABLE IN COLLABORATION WITH THE ARIZONA BUSINESS & EDUCATION COALITION, THE ROUNDTABLE HOSTED A FORUM ON PROP 204 SALC AND TUCSON VALUES TEACHERS STAFFED THE FORUM SO THAT SALC MEMBERS AND THE COMMUNITY WOULD HAVE THE OPPORTUNITY TO HEAR FROM BOTH SUPPORTERS AND OPPONENTS OF THE BALLOT MEASURE * RODEL THE RODEL ALL A'S EFFORT PROVIDES AN OUTSTANDING VENUE FOR EDUCATORS AND BUSINESS LEADERS TO HOLD IN-DEPTH DISCUSSIONS ON THE KEY ELEMENTS OF EDUCATIONAL SUCCESS IN ARIZONA RODEL IS A KEY FUNDER OF TUCSON VALUES TEACHERS AND AN ACTION-BASED ORGANIZATION DOING GREAT WORK IN ARIZONA SCHOOLS TO PREPARE TEACHERS, PRINCIPALS AND STUDENTS FOR SUCCESS RODEL HOSTED A DINNER FOR SALC AND TVT BOARD MEMBERS TO EXPLORE COLLABORATIVE OPPORTUNITIES THAT MIGHT EXIST AS TEACH FOR AMERICA ENTERS THE SOUTHERN ARIZONA MARKET * THE ARIZONA STEM CENTER/ SFAZ IS ANOTHER KEY FUNDER FOR TVT, PROVIDING RESOURCES TO TEACHERS ENGAGED IN THE TVT TEACHER INTERNSHIP PROGRAM TVT AND SALC WORKED ACTIVELY WITH DARCY RENFRO AND THE ARIZONA STEM CENTER IN FACILITATING ITS STATEWIDE STEM NETWORK IN SOUTHERN ARIZONA TVT'S EXECUTIVE DIRECTOR JACQUELYN JACKSON SERVES ON THE OVERSIGHT COMMITTEE FOR THE STEM NETWORK, WHICH IS WORKING TO IDENTIFY AND SUPPORT EFFECTIVE STEM PROGRAMS IN SOUTHERN ARIZONA SCHOOLS TUCSON UNIFIED SCHOOL DISTRICT (TUSD) IS A MAJOR FOCUS FOR SALC * A SALC MEMBER ADVISORY TEAM PROVIDED COUNCIL AND ADVICE TO SUPERINTENDENT JOHN PEDICONE THROUGHOUT THE YEAR * SALC MEMBERS RAISED MORE THAN \$20,000 IN SUPPORT OF THE TUSD ANNUAL KICKOFF MEETING * FOCUS AREA MEMBERS MET WITH TUSD GOVERNING BOARD CANDIDATES IN AN EFFORT TO FURTHER THE DISTRICT'S EFFORTS TO IMPROVE STUDENT OUTCOMES * SALC ARRANGED FOR 40 TUSD SCIENCE AND MATH TEACHERS TO BE INVITED TO ATTEND A STEM TRAINING SESSION BEING CONDUCTED BY THE U S AIR FORCE RESEARCH LABORATORY OFFICE OF TECHNOLOGY TRANSFER THE TRAINING SESSION IS PART OF THE RESEARCH LABORATORY'S ANNUAL TECHNOLOGY TRANSFER CONFERENCE, WHICH WAS BEING HELD IN TUCSON IN NOVEMBER TUCSON VALUES TEACHERS CONTINUES AS SALC'S MOST SIGNIFICANT K-12 PROGRAM TVT, WHICH WAS FOUNDED IN OCTOBER 2008, CONTINUES TO EXPAND ITS EFFORTS TO PROVIDE GREATER SUPPORT AND RESPECT FOR DISTRICT, PRIVATE AND CHARTER SCHOOL TEACHERS AS A MEANS OF ATTRACTING, SUPPORTING AND RETAINING THE VERY BEST TEACHERS FOR THE REGION HIGHLIGHTS OF SUCCESS INCLUDE FOLLOWING A HIGHLY SUCCESSFUL DECEMBER 1, 2011, SALUTE TO RAYTHEON, HONORING THE COMPANY'S 60TH ANNIVERSARY IN SOUTHERN ARIZONA, SALC ONCE AGAIN JOINED WITH TVT TO EXECUTE ANOTHER CELEBRATORY EVENT PROCEEDS FROM THIS EVENT BENEFIT TUCSON VALUES TEACHERS AND SUPPORT ITS EFFORTS TO ATTRACT, SUPPORT AND RETAIN HIGH QUALITY TEACHERS FOR EVERY SOUTHERN ARIZONA CLASSROOM

4c	(Code) (Expenses \$ including grants of \$) (Revenue \$)
	GOVERNANCE FOCUS AREA ACTIONS AND OUTCOMES THE GOVERNANCE FOCUS AREA INVESTED THE MAJORITY OF ITS WORK ON THE OPEN ELECTIONS OPEN GOVERNMENT INITIATIVE THIS CITIZEN-LED INITIATIVE WOULD ELIMINATE ARIZONA'S CURRENT PARTISAN PRIMARY ELECTIONS AND REPLACE THEM WITH PRIMARIES IN WHICH THE TOP TWO VOTE GETTERS ADVANCE TO THE NOVEMBER GENERAL ELECTION, REGARDLESS OF THEIR PARTY AFFILIATION SALC HELD NUMEROUS MEETINGS TO DISCUSS THE INITIATIVE AND TO ADVANCE SALC CONCERNS TO THE INITIATIVE'S LEADERS SALC MEMBERS MET WITH THE TOWN OF SAHUARITA TO DISCUSS WAYS FOR THE CITY TO IMPROVE ITS ECONOMIC DEVELOPMENT EFFORTS MEMBERS SHARED VALUABLE FIRST-HAND EXPERIENCES WITH THE MANAGER AND RECOMMENDED ACTIONS THAT COULD BE TAKEN BY THE TOWN FOCUS AREA MEMBERS AND STAFF MET WITH PIMA COUNTY ADMINISTRATOR CHUCK HUCKLEBERRY SEVERAL TIMES TO PROVIDE INPUT AND RECOMMENDATIONS ON PIMA COUNTY'S PROPOSAL FOR AN ECONOMIC DEVELOPMENT PLAN AND SUBSEQUENT COUNTY BOND PROPOSAL FOR 2013 SALC TOOK AN AGGRESSIVE STANCE ON 2012 BALLOT MEASURES, TAKING POSITIONS ON SEVEN OF NINE OF THEM AS A PART OF THE COUNTY ECONOMIC DEVELOPMENT PLAN AND TREO'S EFFORTS TO ESTABLISH AN AEROSPACE AND DEFENSE RESEARCH PARK, RON SHOOPMAN REPRESENTED SALC ON THE EXECUTIVE OVERSIGHT COMMITTEE FOR THE PROJECT WORKING WITH STATE AND LOCAL LEADERS, SALC SUPPORTED A NEW DIRECTION FOR THE RIO NUEVO BOARD AND AN IMPROVED RELATIONSHIP WITH THE CITY OF TUCSON TALKS WERE HELD WITH MEMBERS OF THE BOARD AND VARIOUS CITY OFFICIALS, IN WHICH SALC MEMBERS ENCOURAGED THE DEVELOPMENT OF A POSITIVE PATH TO RESOLVING ISSUES THAT HAVE PLAGUED THE PROJECT FOLLOWING INTENSE DUE DILIGENCE BY THE GOVERNANCE FOCUS AREA, THE SALC BOARD UNANIMOUSLY ENDORSED THE OPEN ELECTIONS OPEN GOVERNMENT INITIATIVE SALC EXECUTIVE VICE PRESIDENT PARTICIPATED ON THE CITY OF TUCSON'S COMMISSION TO ESTABLISH CRITERIA FOR DISTRIBUTING ECONOMIC DEVELOPMENT AND WORKFORCE FUNDS AND TO RECOMMEND PROPOSALS FOR CITY OF TUCSON FUNDS THE CITY OF TUCSON'S ECONOMIC AND WORKFORCE DEVELOPMENT SELECTION COMMISSION (EWDSC) MET THROUGHOUT 2012 TO DEVELOP FUNDING RECOMMENDATIONS FOR FY 2013 THE EWDSC'S RECOMMENDATIONS FOR APPROXIMATELY \$500,000 WERE UNANIMOUSLY APPROVED BY THE MAYOR AND CITY COUNCIL, AND THIS YEAR'S FUNDING CYCLE SAW THE LARGEST NUMBER OF APPLICANTS TO DATE SALC SUPPORTS EWDSC AS PART OF ITS FOCUS ON ECONOMIC DEVELOPMENT AND REGIONAL ECONOMIC POLICY **HEALTHCARE FOCUS AREA ACTIONS AND OUTCOMES** SALC MEMBERS WORKING ON HEALTHCARE ISSUES CONCENTRATED THEIR EFFORTS IN THREE MAIN AREAS IN 2012 ARIZONA'S HEALTH INFORMATION EXCHANGE (HINAX), GRADUATE MEDICAL EDUCATION (GME), AND ARIZONA'S HEALTH INSURANCE EXCHANGE, AS WELL AS THE PROPOSED EXPANSION OF MEDICAID IN ARIZONA THE HEALTH INFORMATION EXCHANGE EFFORT TOOK A MAJOR STEP IN 2012 WITH THE FIRST MEDICAL INFORMATION FLOWING INTO AND OUT OF THE SYSTEM SALC ENDORSED THIS PROJECT SIX YEARS AGO GRADUATE MEDICAL EDUCATION IS AN AREA IN WHICH SALC HAS JOINED WITH OUR HOSPITAL MEMBERS AND THE ARIZONA CHAMBER FOUNDATION TO BEGIN TO ADDRESS ARIZONA'S PHYSICIAN SHORTAGE ARIZONA WOULD NEED TO ADD APPROXIMATELY 850 RESIDENCY POSITIONS IN ORDER TO MATCH THE NATIONAL AVERAGE OF PHYSICIANS PER 100,000 RESIDENTS STATE-BASED HEALTH INSURANCE EXCHANGES (HIX) ARE A COMPONENT OF THE AFFORDABLE CARE ACT (ACA), WHICH WAS UPHELD BY THE SUPREME COURT STATES HAVE SEVERAL OPTIONS UNDER THE ACA SALC JOINED WITH OTHER BUSINESS GROUPS IN A COALITION THAT CALLS FOR A FULLY STATE-BASED EXCHANGE RATHER THAN ALLOWING THE STATE TO DEFAULT TO AN EXCHANGE THAT WOULD BE IMPOSED BY THE FEDERAL GOVERNMENT THE EXPANSION OF MEDICAID IN ARIZONA IS A WORK IN PROGRESS SALC WAS AT THE TABLE IN 2012 AND WILL PARTICIPATE AS A BUSINESS VOICE AS THESE IMPORTANT DECISIONS ARE MADE **INFRASTRUCTURE FOCUS AREA ACTIONS AND OUTCOMES** THE TUCSON REGIONAL WATER COALITION (TRWC), STAFFED AND SUPPORTED BY SALC, TOOK A STRONG POSITION IN SUPPORT OF BUSINESS RIGHTS TO WATER IN OUR REGION SALC ENGAGED THE UNION PACIFIC RAILROAD EFFORT TO BUILD A SWITCH YARD IN RED ROCK THE INFRASTRUCTURE FOCUS AREA RECEIVED A FULL BRIEFING FROM UNION PACIFIC OFFICIALS ON THE ISSUES FACED BY THE COMPANY AS IT ATTEMPTS TO ACQUIRE STATE LAND FOR THE SITE SALC HAS ENGAGED THE ARIZONA STATE LAND DEPARTMENT IN AN EFFORT TO BRING BOTH PARTIES TOGETHER SO THAT THIS IMPORTANT FACILITY CAN BE SECURED FOR OUR REGION FOLLOWING SALC'S SUCCESSFUL EFFORT TO GAIN APPROVAL FOR THE FRV SOLAR INSTALLATION IN 2011, MEMBERS CONTINUED TO SERVE THE PROJECT, WHICH IS NOW UNDER THE DIRECTION OF SUNEDISON SALC MONITORED THE COMPANY'S USE OF LOCAL VENDORS AND VALIDATED THE COMPANY'S COMPLIANCE WITH THIS PIMA COUNTY MANDATE IN OCTOBER 2012 SALC SENT A LETTER TO PIMA COUNTY VALIDATING THE COMPANY'S EFFORTS IN THIS AREA SALC MET WITH TUCSON MAYOR JONATHAN ROTHSCHILD AND HIS STAFF ON THE CITY'S PROPOSAL FOR A ROAD BOND ELECTION THE MAYOR'S OFFICE RESPONDED TO SALC'S QUESTIONS AS PART OF SALC'S EFFORT TO UNDERSTAND THE ROAD BOND BEFORE TAKING A VOTE ON WHETHER OR NOT TO ENDORSE IT

4d

Other program services (Describe in Schedule O)

(Expenses \$ including grants of \$) (Revenue \$)

4e

Total program service expenses ▶

Part IV

Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A		No
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? ☒	Yes	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I ☒		No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III ☒	Yes	
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I ☒		No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II ☒		No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III ☒		No
9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV ☒		No
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V ☒		No
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI ☒	Yes	
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII ☒		No
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII ☒		No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX ☒		No
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X ☒		No
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X ☒		No
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII ☒		No
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional ☒		No
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E		No
14a Did the organization maintain an office, employees, or agents outside of the United States?		No
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV		No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV		No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the United States? If "Yes," complete Schedule F, Parts III and IV		No
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)		No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II		No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III		No
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H		No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants and other assistance to any government or organization in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	21	Yes	
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22		No
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25</i>	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b		
26	Was a loan to or by a current or former officer, director, trustee, key employee, highest compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	27		No
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> . . .	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	34		No
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		No
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b		
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	

Part V

Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response to any question in this Part V

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.		
1b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.		
1c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	Yes	
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return.		
2b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	Yes	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?		No
3b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		No
b	If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		No
5b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		No
5c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	Yes	
6b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		No
7	Organizations that may receive deductible contributions under section 170(c).		
7a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?		
7b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		
7c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		
7d	If "Yes," indicate the number of Forms 8282 filed during the year.		
7e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		
7f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		
7g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
7h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		
9	Sponsoring organizations maintaining donor advised funds.		
9a	Did the organization make any taxable distributions under section 4966?		
9b	Did the organization make a distribution to a donor, donor advisor, or related person?		
10	Section 501(c)(7) organizations. Enter:		
10a	Initiation fees and capital contributions included on Part VIII, line 12.		
10b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.		
11	Section 501(c)(12) organizations. Enter:		
11a	Gross income from members or shareholders.		
11b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).		
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?		
12b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
13a	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.		
13b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.		
13c	Enter the amount of reserves on hand.		
14a	Did the organization receive any payments for indoor tanning services during the tax year?		No
14b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.		

Part VI

Governance, Management, and Disclosure

For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response to any question in this Part VI

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	25	
If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O			
1b	Enter the number of voting members included in line 1a, above, who are independent	25	
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2	Yes
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3	No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4	No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5	No
6	Did the organization have members or stockholders?	6	Yes
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a	Yes
7b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b	No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following		
8a	The governing body?	8a	Yes
8b	Each committee with authority to act on behalf of the governing body?	8b	Yes
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9	No

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a	No
10b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes
11b	Describe in Schedule O the process, if any, used by the organization to review this Form 990		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	No
12b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	
12c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	
13	Did the organization have a written whistleblower policy?	13	No
14	Did the organization have a written document retention and destruction policy?	14	No
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
15a	The organization's CEO, Executive Director, or top management official	15a	Yes
15b	Other officers or key employees of the organization	15b	No
If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions)			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a	No
16b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b	

Section C. Disclosure

17	List the States with which a copy of this Form 990 is required to be filed	AZ
18	Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply. ☐ Own website ☐ Another's website ☒ Upon request ☐ Other (explain in Schedule O)	
19	Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year	
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization	PAM DUNCAN 3497 N CAMPBELL AVE SUITE 703 TUCSON, AZ (520) 327-7619

Part VII

Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response to any question in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

- 1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year
- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation Enter -0- in columns (D), (E), and (F) if no compensation was paid

List all of the organization's **current** key employees, if any See instructions for definition of "key employee "

List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations

List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations

List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) STAN ABRAMS DIRECTOR	2 00	X						0	0	0
(2) LARRY ALDRICH DIRECTOR	2 00	X						0	0	0
(3) BONNIE ALLIN DIRECTOR	2 00	X						0	0	0
(4) HANK AMOS DIRECTOR	2 00	X						0	0	0
(5) MARA ASPINALL DIRECTOR	2 00	X						0	0	0
(6) BRUCE BEACH DIRECTOR	2 00	X						0	0	0
(7) PAUL BONA VIA DIRECTOR	2 00	X						0	0	0
(8) DON BOURN DIRECTOR	2 00	X						0	0	0
(9) GARY CLARK DIRECTOR	2 00	X						0	0	0
(10) BRUCE DUSENBERRY DIRECTOR	2 00	X						0	0	0
(11) JIM GENTILE DIRECTOR	2 00	X						0	0	0
(12) HARRY GEORGE DIRECTOR	2 00	X						0	0	0
(13) DUFF HEARON DIRECTOR	2 00	X						0	0	0
(14) STEVE LYNN DIRECTOR	2 00	X						0	0	0
(15) MARK MISTLER DIRECTOR	2 00	X						0	0	0
(16) RICK MYERS DIRECTOR	2 00	X						0	0	0
(17) DONALD PITT DIRECTOR	2 00	X						0	0	0

Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(18) JUDY RICH DIRECTOR	2 00	X						0	0	0
(19) SI SCHORR DIRECTOR	2 00	X						0	0	0
(20) SARAH SMALLHOUSE DIRECTOR	2 00	X						0	0	0
(21) LESLIE TOLBERT DIRECTOR	2 00	X						0	0	0
(22) MIKE HAMMOND CHAIR	4 00	X		X				0	0	0
(23) ROGER VOGEL VICE CHAIR	4 00	X		X				0	0	0
(24) LISA LOVALLO SECRETARY	4 00	X		X				0	0	0
(25) KEN ABRAHAMS TREASURER	4 00	X		X				0	0	0
(26) RON SHOOPMAN PRESIDENT	60 00			X				175,500	0	0
(27) STEPHANIE HEALY VICE PRESIDENT	40 00			X				74,712	0	0
1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								250,212	0	0

2

Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization▶1

	Yes	No
3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		No
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	Yes	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization Report compensation for the calendar year ending with or within the organization's tax year		
(A) Name and business address	(B) Description of services	(C) Compensation
2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization ▶0		

Part VIII

Statement of Revenue

Check if Schedule O contains a response to any question in this Part VIII

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514	
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns . . .	1a				
	b	Membership dues	1b				
	c	Fundraising events	1c				
	d	Related organizations	1d				
	e	Government grants (contributions)	1e				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	48,000			
	g	Noncash contributions included in lines 1a-1f \$					
	h	Total. Add lines 1a-1f		48,000			
Program Service Revenue	2a	MEMBERSHIP DUES	Business Code 541900	598,565	598,565		
	b						
	c						
	d						
	e						
	f	All other program service revenue					
	g	Total. Add lines 2a-2f		598,565			
	Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)	179			179
4		Income from investment of tax-exempt bond proceeds . .					
5		Royalties					
6a		Gross rents	(i) Real	(ii) Personal			
		b	Less rental expenses				
		c	Rental income or (loss)				
		d	Net rental income or (loss)				
7a		Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other			
		b	Less cost or other basis and sales expenses				
		c	Gain or (loss)				
		d	Net gain or (loss)				
8a		Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18	a				
		b	Less direct expenses	b			
		c	Net income or (loss) from fundraising events . .				
9a		Gross income from gaming activities See Part IV, line 19	a				
		b	Less direct expenses	b			
		c	Net income or (loss) from gaming activities . .				
10a		Gross sales of inventory, less returns and allowances	a				
		b	Less cost of goods sold	b			
		c	Net income or (loss) from sales of inventory . .				
	Miscellaneous Revenue		Business Code				
11a							
	b						
	c						
	d	All other revenue					
	e	Total. Add lines 11a-11d					
12	Total revenue. See Instructions			646,744	598,565	0	179

Part IX

Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response to any question in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the United States. See Part IV, line 21.	33,431			
2	Grants and other assistance to individuals in the United States. See Part IV, line 22.				
3	Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16.				
4	Benefits paid to or for members.				
5	Compensation of current officers, directors, trustees, and key employees.	250,212			
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).				
7	Other salaries and wages.	44,627			
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).				
9	Other employee benefits.	4,229			
10	Payroll taxes.	18,975			
11	Fees for services (non-employees):				
a	Management.				
b	Legal.	1,508			
c	Accounting.	5,735			
d	Lobbying.				
e	Professional fundraising services. See Part IV, line 17.				
f	Investment management fees.				
g	Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O).	29,909			
12	Advertising and promotion.	4,527			
13	Office expenses.	25,957			
14	Information technology.	6,850			
15	Royalties.				
16	Occupancy.	38,877			
17	Travel.	1,999			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19	Conferences, conventions, and meetings.	40,901			
20	Interest.				
21	Payments to affiliates.				
22	Depreciation, depletion, and amortization.	2,431			
23	Insurance.	4,933			
24	Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O).				
a	DUES AND SUBSCRIPTIONS	4,845			
b	MOVING EXPENSES	4,158			
c	MISCELLANEOUS	2,407			
d	PROXY TAX	1,344			
e	All other expenses				
25	Total functional expenses. Add lines 1 through 24e.	527,855			
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720).				

Part X

Balance Sheet

Check if Schedule O contains a response to any question in this Part X ☐

					(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing				1	
	2	Savings and temporary cash investments			155,952	2	449,895
	3	Pledges and grants receivable, net				3	
	4	Accounts receivable, net			474,750	4	489,500
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L				5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L				6	
	7	Notes and loans receivable, net				7	
	8	Inventories for sale or use				8	
	9	Prepaid expenses and deferred charges				9	
	10a	Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	10a	61,281			
			10b	51,656	4,586	10c	9,625
	b	Less accumulated depreciation					
	11	Investments—publicly traded securities				11	
	12	Investments—other securities See Part IV, line 11				12	
	13	Investments—program-related See Part IV, line 11				13	
	14	Intangible assets				14	
	15	Other assets See Part IV, line 11			3,755	15	3,755
	16	Total assets. Add lines 1 through 15 (must equal line 34)			639,043	16	952,775
Liabilities	17	Accounts payable and accrued expenses				17	3,168
	18	Grants payable				18	
	19	Deferred revenue			495,500	19	687,250
	20	Tax-exempt bond liabilities				20	
	21	Escrow or custodial account liability Complete Part IV of Schedule D				21	
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L				22	
	23	Secured mortgages and notes payable to unrelated third parties				23	
	24	Unsecured notes and loans payable to unrelated third parties				24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D			75	25	0
	26	Total liabilities. Add lines 17 through 25			495,575	26	690,418
Net Assets or Fund Balances		Organizations that follow SFAS 117 (ASC 958), check here ☐ and complete lines 27 through 29, and lines 33 and 34.					
	27	Unrestricted net assets				27	
	28	Temporarily restricted net assets				28	
	29	Permanently restricted net assets				29	
		Organizations that do not follow SFAS 117 (ASC 958), check here ☒ and complete lines 30 through 34.					
	30	Capital stock or trust principal, or current funds			0	30	0
	31	Paid-in or capital surplus, or land, building or equipment fund			0	31	0
	32	Retained earnings, endowment, accumulated income, or other funds			143,468	32	262,357
	33	Total net assets or fund balances			143,468	33	262,357
	34	Total liabilities and net assets/fund balances			639,043	34	952,775

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	646,744
2	Total expenses (must equal Part IX, column (A), line 25)	2	527,855
3	Revenue less expenses Subtract line 2 from line 1	3	118,889
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	143,468
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	262,357

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990 ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a	No
2b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b	No
2c	If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	2c	
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a	No
3b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	3b	

SCHEDULE C

(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

▶ Complete if the organization is described below. ▶ Attach to Form 990 or Form 990-EZ.
▶ See separate instructions.

OMB No 1545-0047

2012

Open to Public Inspection

If the organization answered “Yes” to Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C
- Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B
- Section 527 organizations Complete Part I-A only

If the organization answered “Yes” to Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)) Complete Part II-B Do not complete Part II-A

If the organization answered “Yes” to Form 990, Part IV, Line 5 (Proxy Tax) or Form 990-EZ, Part V, line 35c (Proxy Tax), then

- Section 501(c)(4), (5), or (6) organizations Complete Part III

Name of the organization SOUTHERN ARIZONA LEADERSHIP COUNCIL INC	Employer identification number 86-0879845
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Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1	Provide a description of the organization’s direct and indirect political campaign activities in Part IV	
2	Political expenditures	▶ \$
3	Volunteer hours	

Part I-B Complete if the organization is exempt under section 501(c)(3).

1	Enter the amount of any excise tax incurred by the organization under section 4955	▶ \$
2	Enter the amount of any excise tax incurred by organization managers under section 4955	▶ \$
3	If the organization incurred a section 4955 tax, did it file Form 4720 for this year?	☐ Yes ☐ No
4a	Was a correction made?	☐ Yes ☐ No
b	If “Yes,” describe in Part IV	

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1	Enter the amount directly expended by the filing organization for section 527 exempt function activities	▶ \$
2	Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities	▶ \$
3	Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b	▶ \$
4	Did the filing organization file Form 1120-POL for this year?	☐ Yes ☐ No
5	Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments For each organization listed, enter the amount paid from the filing organization’s funds Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV	

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0-

Part II-A

Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A
- Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)
- B
- Check ☐ if the filing organization checked box A and "limited control" provisions apply

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)															
b Total lobbying expenditures to influence a legislative body (direct lobbying)															
c Total lobbying expenditures (add lines 1a and 1b)															
d Other exempt purpose expenditures															
e Total exempt purpose expenditures (add lines 1c and 1d)															
f Lobbying nontaxable amount Enter the amount from the following table in both columns															
<table><tr><td>If the amount on line 1e, column (a) or (b) is:</td><td>The lobbying nontaxable amount is:</td></tr><tr><td>Not over \$500,000</td><td>20% of the amount on line 1e</td></tr><tr><td>Over \$500,000 but not over \$1,000,000</td><td>\$100,000 plus 15% of the excess over \$500,000</td></tr><tr><td>Over \$1,000,000 but not over \$1,500,000</td><td>\$175,000 plus 10% of the excess over \$1,000,000</td></tr><tr><td>Over \$1,500,000 but not over \$17,000,000</td><td>\$225,000 plus 5% of the excess over \$1,500,000</td></tr><tr><td>Over \$17,000,000</td><td>\$1,000,000</td></tr></table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000														
g Grassroots nontaxable amount (enter 25% of line 1f)															
h Subtract line 1g from line 1a If zero or less, enter -0-															
i Subtract line 1f from line 1c If zero or less, enter -0-															
j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		☐ Yes	☐ No												

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f on page 4.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2009	(b) 2010	(c) 2011	(d) 2012	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B

Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response to lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.		(a)		(b)
		Yes	No	Amount
1	During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of			
a	Volunteers?			
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c	Media advertisements?			
d	Mailings to members, legislators, or the public?			
e	Publications, or published or broadcast statements?			
f	Grants to other organizations for lobbying purposes?			
g	Direct contact with legislators, their staffs, government officials, or a legislative body?			
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i	Other activities?			
j	Total. Add lines 1c through 1i.			
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b	If "Yes," enter the amount of any tax incurred under section 4912.			
c	If "Yes," enter the amount of any tax incurred by organization managers under section 4912.			
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

		Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	1	No
2	Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	No
3	Did the organization agree to carry over lobbying and political expenditures from the prior year?	3	No

Part III-B

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1	Dues, assessments and similar amounts from members	1	629,065
2	Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a	Current year	2a	38,718
b	Carryover from last year	2b	
c	Total	2c	38,718
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	30,500
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	8,218
5	Taxable amount of lobbying and political expenditures (see instructions)	5	

Part IV

Supplemental Information

Complete this part to provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, Part II-A (affiliated group list), Part II-A, line 2, and Part II-B, line 1. Also, complete this part for any additional information.

Identifier	Return Reference	Explanation
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SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ **Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b**
▶ **Attach to Form 990. ▶ See separate instructions.**

OMB No 1545-0047

2012

Open to Public Inspection

Name of the organization SOUTHERN ARIZONA LEADERSHIP COUNCIL INC	Employer identification number 86-0879845
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Part I

Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	
2	Aggregate contributions to (during year)	
3	Aggregate grants from (during year)	
4	Aggregate value at end of year	
5	Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No	

Part II

Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1

Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or education) ☐ Preservation of an historically important land area
☐ Protection of natural habitat ☐ Preservation of a certified historic structure
☐ Preservation of open space

2

Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

	Held at the End of the Year
a	Total number of conservation easements
b	Total acreage restricted by conservation easements
c	Number of conservation easements on a certified historic structure included in (a)
d	Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ _____

4

Number of states where property subject to conservation easement is located ▶ _____

5

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☐ Yes ☐ No

6

Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year ▶ _____

7

Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ \$ _____

8

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?

☐ Yes ☐ No

9

In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III

Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items

b

If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1

▶ \$ _____

(ii) Assets included in Form 990, Part X

▶ \$ _____

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items

a

Revenues included in Form 990, Part VIII, line 1

▶ \$ _____

b

Assets included in Form 990, Part X

▶ \$ _____

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Cat No 52283D

Schedule D (Form 990) 2012

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3

Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply)

a

☐ Public exhibition

b

☐ Scholarly research

c

☐ Preservation for future generations

d

☐ Loan or exchange programs

e

☐ Other

4

Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII

5

During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

☐ Yes

☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a

Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIII and complete the following table

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

	Amount
1c	
1d	
1e	
1f	

2a

Did the organization include an amount on Form 990, Part X, line 21?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII

☐

Part V Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a)Current year	(b)Prior year	b (c)Two years back	(d)Three years back	(e)Four years back
1a	Beginning of year balance				
b	Contributions				
c	Net investment earnings, gains, and losses				
d	Grants or scholarships				
e	Other expenditures for facilities and programs				
f	Administrative expenses				
g	End of year balance				

2

Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as

a

Board designated or quasi-endowment

b

Permanent endowment

c

Temporarily restricted endowment

The percentages in lines 2a, 2b, and 2c should equal 100%

3a

Are there endowment funds not in the possession of the organization that are held and administered for the organization by

(i)

unrelated organizations

(ii)

related organizations

b

If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?

	Yes	No
3a(i)		
3a(ii)		
3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds

Part VI Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b)Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		2,237	400	1,837
d Equipment		53,278	45,490	7,788
e Other		5,766	5,766	0
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				9,625

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12			
a	Net unrealized gains on investments	2a		
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII)	2d		
e	Add lines 2a through 2d		2e	
3	Subtract line 2e from line 1		3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII)	4b		
c	Add lines 4a and 4b		4c	
5	Total revenue Add lines 3 and 4c . (This must equal Form 990, Part I, line 12)		5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25			
a	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII)	2d		
e	Add lines 2a through 2d		2e	
3	Subtract line 2e from line 1		3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1 :			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII)	4b		
c	Add lines 4a and 4b		4c	
5	Total expenses Add lines 3 and 4c . (This must equal Form 990, Part I, line 18)		5	

Part XIII Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Identifier	Return Reference	Explanation
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Grants and Other Assistance to Organizations, Governments and Individuals in the United States

OMB No 1545-0047

2012

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Complete if the organization answered "Yes," to Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990

Name of the organization
SOUTHERN ARIZONA LEADERSHIP COUNCIL INC

Employer identification number
86-0879845

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☒ Yes ☐ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II **Grants and Other Assistance to Governments and Organizations in the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

[illegible]

2	Enter total number of section 501(c)(3) and government organizations listed in the line 1 table	0
3	Enter total number of other organizations listed in the line 1 table	2

Part III

Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22.
Part III can be duplicated if additional space is needed.

(a)Type of grant or assistance	(b)Number of recipients	(c)Amount of cash grant	(d)Amount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance

Part IV

Supplemental Information.

Complete this part to provide the information required in Part I, line 2, Part III, column (b), and any other additional information

Identifier	Return Reference	Explanation
PROCEDURE FOR MONITORING GRANTS IN THE U S	PART I, LINE 2	SCHEDULE I, PART I, LINE 2 SALC DOES NOT MAKE GRANTS IT MAY, FROM TIME TO TIME, MAKE CONTRIBUTIONS TO OTHER ORGANIZATIONS ORGANIZATIONS ELIGIBLE TO RECEIVE CONTRIBUTIONS HAVE PURPOSES AND PROGRAMS THAT ACCOMPLISH SALC'S MISSION OF ENHANCING THE REGION'S QUALITY OF LIFE AND ECONOMIC CLIMATE

Schedule J
(Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.

▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2012

Open to Public Inspection

Name of the organization
SOUTHERN ARIZONA LEADERSHIP COUNCIL INC

Employer identification number
86-0879845

Part I	Questions Regarding Compensation		Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. ☐ First-class or charter travel ☐ Housing allowance or residence for personal use ☐ Travel for companions ☐ Payments for business use of personal residence ☐ Tax idemnification and gross-up payments ☐ Health or social club dues or initiation fees ☐ Discretionary spending account ☐ Personal services (e g , maid, chauffeur, chef)			
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	1b		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?	2		
3	Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. ☐ Compensation committee ☐ Written employment contract ☐ Independent compensation consultant ☐ Compensation survey or study ☒ Form 990 of other organizations ☒ Approval by the board or compensation committee			
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization:			
a	Receive a severance payment or change-of-control payment?	4a		No
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b		No
c	Participate in, or receive payment from, an equity-based compensation arrangement? If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.	4c		No
	Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.			
5	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:			
a	The organization?	5a		
b	Any related organization? If "Yes," to line 5a or 5b, describe in Part III.	5b		
6	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:			
a	The organization?	6a		
b	Any related organization? If "Yes," to line 6a or 6b, describe in Part III.	6b		
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III.	7		
8	Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III.	8		
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9		

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that are not listed on Form 990, Part VII.

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported as deferred in prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1)RON SHOOPMAN	(i)	165,500	10,000	0	0	0	175,500	0
PRESIDENT	(ii)	0	0	0	0	0	0	0

Part III **Supplemental Information**

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

Identifier	Return Reference	Explanation
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2012

Open to Public Inspection

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

Name of the organization
SOUTHERN ARIZONA LEADERSHIP COUNCIL INC

Employer identification number

86-0879845

Identifier	Return Reference	Explanation
		FORM 990, PART V, LINE 6B ANY FUNDRAISING SOLICITATION (INCLUDING SOLICITATION OF MEMBER DUES) BY ANY SECTION 501(C) ORGANIZATION THAT IS NOT ELIGIBLE TO RECEIVE CONTRIBUTIONS DEDUCTIBLE AS CHARITABLE CONTRIBUTIONS FOR FEDERAL INCOME TAX PURPOSES MUST INCLUDE AN EXPLICIT STATEMENT THAT CONTRIBUTIONS, INCLUDING MEMBER DUES, PAID TO IT ARE NOT DEDUCTIBLE AS CHARITABLE CONTRIBUTIONS SOUTHERN ARIZONA LEADERSHIP COUNCIL (SALC) HAS HISTORICALLY INCLUDED THE PROPER DISCLOSURE ON ALL OF ITS INVOICES UNFORTUNATELY, THERE WAS A SOFTWARE ISSUE WHEN SALC MOVED OFFICES IN 2011, AND THE DISCLOSURE WAS REMOVED FROM THE QUICKBOOKS INVOICE TEMPLATE SOME, BUT NOT ALL, OF THE 2012 INVOICES SENT IN LATE 2011 AND EARLY 2012 DID NOT CONTAIN THE DISCLOSURE SALC HAS SINCE CORRECTED THE INVOICE TEMPLATE AND THE DISCLOSURE ONCE AGAIN APPEARS ON ALL INVOICES
	FORM 990, PART VI, SECTION A, LINE 2	LARRY ALDRICH AND PAUL BONAVIA HAVE A BUSINESS RELATIONSHIP PAUL BONAVIA AND STEVE LYNN HAVE A BUSINESS RELATIONSHIP
	FORM 990, PART VI, SECTION A, LINE 6	AN ACTIVE MEMBER MUST BE THE CHIEF EXECUTIVE OFFICER OR A SENIOR OFFICIAL OF A CORPORATION LOCATED IN ARIZONA OR A SENIOR PARTNER IN A LEGAL, ACCOUNTING, OR PROFESSIONAL FIRM THE PARTICIPATION IN THE COUNCIL FROM ANY ONE COMPANY IS TO BE THE SENIOR INDIVIDUAL IN THE FIRM THOSE WHO DO NOT SPECIFICALLY FIT THESE CATEGORIES MAY BE CONSIDERED BASED UPON THEIR ABILITY TO MAKE A SIGNIFICANT CONTRIBUTION TO THE COMMUNITY ACTIVE MEMBERS PAY ANNUAL DUES AND ARE ENTITLED TO VOTE ON THE ELECTION OF DIRECTORS AND UPON ISSUES RELATING TO THE PAYMENT OF DUES SALC MAY ALSO RECOGNIZE MEMBERSHIP BY MEMBERS EMERITI OR MEMBERS OF THE COMMUNITY HOLDING SIGNIFICANT POSITIONS
	FORM 990, PART VI, SECTION A, LINE 7A	THE NOMINATION AND ELECTION OF DIRECTORS TAKES PLACE AT THE ANNUAL MEETING OF THE MEMBERS BALLOTS ARE CAST BY CURRENTLY ACTIVE MEMBERS PRESENT AT THE ANNUAL MEETING BALLOTS MAY ALSO BE SUBMITTED BY MAIL, EMAIL, OR FACSIMILE TRANSMISSION PRIOR TO THE COMMENCEMENT OF THE MEETING
	FORM 990, PART VI, SECTION B, LINE 11	A DRAFT FORM 990 IS REVIEWED BY THE PRESIDENT PRIOR TO FILING IT IS THEN PROVIDED TO ALL MEMBERS OF THE GOVERNING BODY, AND THEY ARE GIVEN AN OPPORTUNITY TO COMMENT BEFORE FILING
	FORM 990, PART VI, SECTION B, LINE 15A	COMPENSATION FOR THE PRESIDENT IS BASED ON COMPARABILITY DATA FOR SIMILARLY QUALIFIED PERSONS IN COMPARABLE POSITIONS OF NONPROFIT ORGANIZATIONS IN SOUTHERN ARIZONA DATA IS OBTAINED USING PUBLICLY AVAILABLE FORMS 990 THE COMPENSATION WAS REVIEWED AND APPROVED BY THE GOVERNING BODY ON DECEMBER 13, 2011 FOR 2012
	FORM 990, PART VI, SECTION C, LINE 19	THE ORGANIZATION MAKES ITS GOVERNING DOCUMENTS AND FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC UPON REQUEST