

Form 990

## Return of Organization Exempt From Income Tax

2019

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

► Do not enter social security numbers on this form as it may be made public

► Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

Open to Public Inspection

## A For the 2019 calendar year, or tax year beginning 01-01-2019, and ending 12-31-2019

B Check if applicable  
 Address change  
 Name change  
 Initial return  
 Final return/terminated  
 Amended return  
 Application pending

C Name of organization  
SOUTHERN ARIZONA LEADERSHIP COUNCIL INCD Employer identification number  
86-0879845

Doing business as

E Telephone number

Number and street (or P O box if mail is not delivered to street address)  
3497 N CAMPBELL AVE NO 703

Room/suite

(520) 327-7619

City or town, state or province, country, and ZIP or foreign postal code  
TUCSON, AZ 857192377

G Gross receipts \$ 975,032

F Name and address of principal officer

TED MAXWELL  
3497 N CAMPBELL AVE NO 703  
TUCSON, AZ 857192377H(a) Is this a group return for subordinates?  
 Yes  NoH(b) Are all subordinates included?  
 Yes  No

If "No," attach a list (see instructions)

H(c) Group exemption number ►

I Tax-exempt status  501(c)(3)  501(c)(6) ► (insert no)  4947(a)(1) or  527

J Website: ► WWW SALC ORG

K Form of organization  Corporation  Trust  Association  Other ►

L Year of formation 1997

M State of legal domicile AZ

## Part I Summary

1 Briefly describe the organization's mission or most significant activities  
BUSINESS LEADERS COMMIT SKILLS & RESOURCES TO ENHANCE THE REGION'S QUALITY OF LIFE & ECONOMIC CLIMATE

2 Check this box ►  if the organization discontinued its operations or disposed of more than 25% of its net assets  
 3 Number of voting members of the governing body (Part VI, line 1a) . . . . .  
 4 Number of independent voting members of the governing body (Part VI, line 1b) . . . . .  
 5 Total number of individuals employed in calendar year 2019 (Part V, line 2a) . . . . .  
 6 Total number of volunteers (estimate if necessary) . . . . .  
 7a Total unrelated business revenue from Part VIII, column (C), line 12 . . . . .  
 b Net unrelated business taxable income from Form 990-T, line 39 . . . . .

3	32
4	32
5	4
6	35
7a	0
7b	0

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h) . . . . .	6,500	0
9 Program service revenue (Part VIII, line 2g) . . . . .	969,500	968,823
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d) . . . . .	3,753	6,209
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	979,753	975,032

	Prior Year	Current Year
13 Grants and similar amounts paid (Part IX, column (A), lines 1-3) . . . . .	102,836	98,601
14 Benefits paid to or for members (Part IX, column (A), line 4) . . . . .	0	0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	478,188	475,162
16a Professional fundraising fees (Part IX, column (A), line 11e) . . . . .	0	0
b Total fundraising expenses (Part IX, column (D), line 25) ► 0		
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) . . . . .	365,201	323,422
18 Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)	946,225	897,185
19 Revenue less expenses Subtract line 18 from line 12 . . . . .	33,528	77,847

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16) . . . . .	1,374,969	1,459,435
21 Total liabilities (Part X, line 26) . . . . .	904,048	910,667
22 Net assets or fund balances Subtract line 21 from line 20 . . . . .	470,921	548,768

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge

Sign Here	*****	2020-07-06
	Signature of officer	Date
EDWARD P MAXWELL PRESIDENT & CEO		
Type or print name and title		

Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date 2020-07-06	Check <input type="checkbox"/> if self-employed	PTIN P00633511
	Firm's name ► BEACHFLEISCHMAN PC	Firm's EIN ► 86-0683059			
	Firm's address ► 1985 E RIVER ROAD SUITE 201 TUCSON, AZ 85718	Phone no (520) 321-4600			

May the IRS discuss this return with the preparer shown above? (see instructions) . . . . .  Yes  No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat No 11282Y

Form 990 (2019)

**Part III****Statement of Program Service Accomplishments**Check if Schedule O contains a response or note to any line in this Part III **1** Briefly describe the organization's mission

TO IMPROVE GREATER TUCSON AND THE STATE OF ARIZONA BY BRINGING TOGETHER RESOURCES AND LEADERSHIP TO ENHANCE THE ECONOMIC CLIMATE AND QUALITY OF LIFE IN OUR COMMUNITIES

**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 \$  )  
See Additional Data**4b** (Code  (Expenses \$  including grants of \$  (Revenue \$  )**4c** (Code  (Expenses \$  including grants of \$  (Revenue \$  )**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	1	No
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	2	No
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	3	No
4 <b>Section 501(c)(3) organizations.</b> 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	4	
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	5	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	6	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	7	No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III	8	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	9	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	10	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	11a	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	11b	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	11c	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	11d	No
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e	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	11f	No
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	12a	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	12b	No
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	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	14b	No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15	No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	16	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)	17	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	18	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	19	No
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a	No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21	Yes

## Part IV Checklist of Required Schedules (continued)

		Yes	No
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	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? If "Yes," complete Schedule J	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? If "Yes," answer lines 24b through 24d and complete Schedule K If "No," go to line 25a	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	<b>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part 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? If "Yes," complete Schedule L, Part I	25b	
26	Did the organization report any amount on Part X, line 5 or 22 for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part II	26	No
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? If "Yes," complete Schedule L, Part III	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, key employee, creator or founder, or substantial contributor? If "Yes," complete Schedule L, Part IV	28a	No
b	A family member of any individual described in line 28a? If "Yes," complete Schedule L, Part IV	28b	No
c	A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? If "Yes," complete Schedule L, Part IV	28c	No
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29	No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M	30	No
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I	31	No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II	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? If "Yes," complete Schedule R, Part I	33	No
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1	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)? If "Yes," complete Schedule R, Part V, line 2	35b	
36	<b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2	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? If "Yes," complete Schedule R, Part VI	37	No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? <b>Note.</b> 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 or note to any line in this Part V 

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable	1a	9
b	Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable	1b	0
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c	Yes

Part V **Statements Regarding Other IRS Filings and Tax Compliance (continued)**

<b>2a</b> 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 . . . . .	<b>2a</b>	4		
<b>b</b> If at least one is reported on line 2a, did the organization file all required federal employment tax returns? <b>Note.</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)	<b>2b</b>	Yes		
<b>3a</b> Did the organization have unrelated business gross income of \$1,000 or more during the year? . . . . .	<b>3a</b>	No		
<b>b</b> If "Yes," has it filed a Form 990-T for this year? <i>If "No" to line 3b, provide an explanation in Schedule O</i> . . . . .	<b>3b</b>			
<b>4a</b> 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)? . . . . .	<b>4a</b>	No		
<b>b</b> If "Yes," enter the name of the foreign country ► See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR)				
<b>5a</b> Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? . . . . .	<b>5a</b>	No		
<b>b</b> Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? . . . . .	<b>5b</b>	No		
<b>c</b> If "Yes," to line 5a or 5b, did the organization file Form 8886-T? . . . . .	<b>5c</b>			
<b>6a</b> 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? . . . . .	<b>6a</b>	Yes		
<b>b</b> If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? . . . . .	<b>6b</b>	Yes		
<b>7 Organizations that may receive deductible contributions under section 170(c).</b>				
<b>a</b> 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? . . . . .	<b>7a</b>			
<b>b</b> If "Yes," did the organization notify the donor of the value of the goods or services provided? . . . . .	<b>7b</b>			
<b>c</b> Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? . . . . .	<b>7c</b>			
<b>d</b> If "Yes," indicate the number of Forms 8282 filed during the year . . . . .	<b>7d</b>			
<b>e</b> Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? . . . . .	<b>7e</b>			
<b>f</b> Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? . . . . .	<b>7f</b>			
<b>g</b> If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? . . . . .	<b>7g</b>			
<b>h</b> If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? . . . . .	<b>7h</b>			
<b>8 Sponsoring organizations maintaining donor advised funds.</b> Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year? . . . . .				
<b>9 Sponsoring organizations maintaining donor advised funds.</b>				
<b>a</b> Did the sponsoring organization make any taxable distributions under section 4966? . . . . .	<b>9a</b>			
<b>b</b> Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? . . . . .	<b>9b</b>			
<b>10 Section 501(c)(7) organizations.</b> Enter				
<b>a</b> Initiation fees and capital contributions included on Part VIII, line 12 . . . . .	<b>10a</b>			
<b>b</b> Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	<b>10b</b>			
<b>11 Section 501(c)(12) organizations.</b> Enter				
<b>a</b> Gross income from members or shareholders . . . . .	<b>11a</b>			
<b>b</b> Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them) . . . . .	<b>11b</b>			
<b>12a Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?				
<b>b</b> If "Yes," enter the amount of tax-exempt interest received or accrued during the year	<b>12b</b>			
<b>13 Section 501(c)(29) qualified nonprofit health insurance issuers.</b>				
<b>a</b> Is the organization licensed to issue qualified health plans in more than one state? . . . . .	<b>13a</b>			
<b>Note.</b> See the instructions for additional information the organization must report on Schedule O				
<b>b</b> 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 . . . . .	<b>13b</b>			
<b>c</b> Enter the amount of reserves on hand . . . . .	<b>13c</b>			
<b>14a</b> Did the organization receive any payments for indoor tanning services during the tax year? . . . . .				
<b>b</b> If "Yes," has it filed a Form 720 to report these payments? <i>If "No," provide an explanation in Schedule O</i> . . . . .	<b>14b</b>	No		
<b>15</b> Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? . . . . .				
<b>Note.</b> If "Yes," see instructions and file Form 4720, Schedule N	<b>15</b>	No		
<b>16</b> Is the organization an educational institution subject to the section 4968 excise tax on net investment income? . . . . .				
<b>Note.</b> If "Yes," complete Form 4720, Schedule O	<b>16</b>	No		

## 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 or note to any line in this Part VI.



### Section A. Governing Body and Management

	1a	32	Yes	No
1a		32		
1b		32		
2			Yes	
3			No	
4			No	
5			No	
6			Yes	
7a			Yes	
7b			No	
8a			Yes	
8b			Yes	
9			No	

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

	Yes	No
10a		No
10b		
11a	Yes	
12a		No
12b		
12c		
13	Yes	
14	Yes	
15a	Yes	
15b	Yes	
16a		No
16b		

### Section C. Disclosure

17	List the states with which a copy of this Form 990 is required to be filed▶		
18	Section 6104 requires an organization to make its Form 1023 (or 1024-A 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		
	<input type="checkbox"/> Own website <input type="checkbox"/> Another's website <input checked="" type="checkbox"/> Upon request <input type="checkbox"/> 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, address, and telephone number of the person who possesses the organization's books and records ►PAM DUNCAN 3497 N CAMPBELL AVE SUITE 703 TUCSON, AZ 85719 (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 or note to any line 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

See instructions for the order in which to list the persons above.

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

## Part VII

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

<b>1b Sub-Total . . . . .</b>	►			
<b>c Total from continuation sheets to Part VII, Section A . . . .</b>	►			
<b>d Total (add lines 1b and 1c) . . . . .</b>	►	348,400	0	13,216

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 ► 2

		Yes	No
3	Did the organization list any <b>former</b> officer, director or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual . . . . .	3	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? If "Yes," complete Schedule J for such individual . . . . .	4	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? If "Yes," complete Schedule J for such person . . . . .	5	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 or note to any line in this Part VIII 

Contributions, Gifts, Grants and Other Similar Amounts		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
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				
g Noncash contributions included in lines 1a - 1f \$	1g				
<b>h Total.</b> Add lines 1a-1f . . . ►					
<b>Program Service Revenue</b>					
2a MEMBERSHIP DUES		Business Code			
		541900	968,823	968,823	
b					
c					
d					
e					
f All other program service revenue					
<b>g Total.</b> Add lines 2a-2f. . . ►		968,823			
<b>Other Revenue</b>					
3 Investment income (including dividends, interest, and other similar amounts) . . . ►			6,209		6,209
4 Income from investment of tax-exempt bond proceeds ►					
5 Royalties . . . ►					
6a Gross rents	6a	(I) Real	(II) Personal		
b Less rental expenses	6b				
c Rental income or (loss)	6c				
d Net rental income or (loss) . . . ►					
7a Gross amount from sales of assets other than inventory	7a	(I) Securities	(II) Other		
b Less cost or other basis and sales expenses	7b				
c Gain or (loss)	7c				
d Net gain or (loss) . . . ►					
8a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18 . . .	8a				
b Less direct expenses . . .	8b				
c Net income or (loss) from fundraising events . . . ►					
9a Gross income from gaming activities See Part IV, line 19 . . .	9a				
b Less direct expenses . . .	9b				
c Net income or (loss) from gaming activities . . . ►					
10a Gross sales of inventory, less returns and allowances . . .	10a				
b Less cost of goods sold . . .	10b				
c Net income or (loss) from sales of inventory . . . ►					
<b>Miscellaneous Revenue</b>		Business Code			
11a					
b					
c					
d All other revenue . . .					
<b>e Total.</b> Add lines 11a-11d . . . ►					
<b>12 Total revenue.</b> See instructions . . . ►		975,032	968,823	0	6,209

**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 or note to any line in this Part IX 

<b>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</b>	<b>(A) Total expenses</b>	<b>(B) Program service expenses</b>	<b>(C) Management and general expenses</b>	<b>(D) Fundraising expenses</b>
<b>1 Grants and other assistance to domestic organizations and domestic governments See Part IV, line 21 . . . . .</b>	98,601			
<b>2 Grants and other assistance to domestic individuals See Part IV, line 22 . . . . .</b>				
<b>3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals See Part IV, lines 15 and 16 . . . . .</b>				
<b>4 Benefits paid to or for members . . . . .</b>				
<b>5 Compensation of current officers, directors, trustees, and key employees . . . . .</b>	361,616			
<b>6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) . . . . .</b>				
<b>7 Other salaries and wages . . . . .</b>	82,300			
<b>8 Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions) . . . . .</b>	2,895			
<b>9 Other employee benefits . . . . .</b>	1,192			
<b>10 Payroll taxes . . . . .</b>	27,159			
<b>11 Fees for services (non-employees)</b>				
<b>a Management . . . . .</b>				
<b>b Legal . . . . .</b>				
<b>c Accounting . . . . .</b>	3,550			
<b>d Lobbying . . . . .</b>	24,000			
<b>e Professional fundraising services See Part IV, line 17</b>				
<b>f Investment management fees . . . . .</b>				
<b>g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)</b>	98,426			
<b>12 Advertising and promotion . . . . .</b>				
<b>13 Office expenses . . . . .</b>	16,958			
<b>14 Information technology . . . . .</b>	15,719			
<b>15 Royalties . . . . .</b>				
<b>16 Occupancy . . . . .</b>	47,531			
<b>17 Travel . . . . .</b>	10,472			
<b>18 Payments of travel or entertainment expenses for any federal, state, or local public officials . . . . .</b>				
<b>19 Conferences, conventions, and meetings . . . . .</b>	91,115			
<b>20 Interest . . . . .</b>				
<b>21 Payments to affiliates . . . . .</b>				
<b>22 Depreciation, depletion, and amortization . . . . .</b>	4,408			
<b>23 Insurance . . . . .</b>	1,971			
<b>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 )</b>				
<b>a DUES AND SUBSCRIPTIONS</b>	7,154			
<b>b MISCELLANEOUS</b>	2,118			
<b>c</b>				
<b>d</b>				
<b>e All other expenses</b>				
<b>25 Total functional expenses. Add lines 1 through 24e</b>	897,185			
<b>26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation</b>				
Check here ► <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X **Balance Sheet**Check if Schedule O contains a response or note to any line in this Part IX 

		(A) Beginning of year		(B) End of year
<b>Assets</b>	<b>1</b> Cash—non-interest-bearing		<b>1</b>	
	<b>2</b> Savings and temporary cash investments	691,623	<b>2</b>	741,397
	<b>3</b> Pledges and grants receivable, net		<b>3</b>	
	<b>4</b> Accounts receivable, net	666,125	<b>4</b>	698,790
	<b>5</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		<b>5</b>	
	<b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		<b>6</b>	
	<b>7</b> Notes and loans receivable, net		<b>7</b>	
	<b>8</b> Inventories for sale or use		<b>8</b>	
	<b>9</b> Prepaid expenses and deferred charges	3,715	<b>9</b>	5,253
	<b>10a</b> Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	104,701		
	<b>b</b> Less accumulated depreciation	94,461	9,751	10,240
	<b>11</b> Investments—publicly traded securities		<b>11</b>	
	<b>12</b> Investments—other securities See Part IV, line 11		<b>12</b>	
	<b>13</b> Investments—program-related See Part IV, line 11		<b>13</b>	
	<b>14</b> Intangible assets		<b>14</b>	
<b>Liabilities</b>	<b>15</b> Other assets See Part IV, line 11	3,755	<b>15</b>	3,755
	<b>16</b> <b>Total assets.</b> Add lines 1 through 15 (must equal line 34)	1,374,969	<b>16</b>	1,459,435
	<b>17</b> Accounts payable and accrued expenses	7,548	<b>17</b>	
	<b>18</b> Grants payable		<b>18</b>	
	<b>19</b> Deferred revenue	896,500	<b>19</b>	910,667
	<b>20</b> Tax-exempt bond liabilities		<b>20</b>	
	<b>21</b> Escrow or custodial account liability Complete Part IV of Schedule D		<b>21</b>	
	<b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		<b>22</b>	
	<b>23</b> Secured mortgages and notes payable to unrelated third parties		<b>23</b>	
	<b>24</b> Unsecured notes and loans payable to unrelated third parties		<b>24</b>	
<b>Net Assets or Fund Balances</b>	<b>25</b> 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		<b>25</b>	
	<b>26</b> <b>Total liabilities.</b> Add lines 17 through 25	904,048	<b>26</b>	910,667
	<b>Organizations that follow FASB ASC 958, check here ► <input type="checkbox"/></b> and complete lines 27, 28, 32, and 33.			
	<b>27</b> Net assets without donor restrictions		<b>27</b>	
	<b>28</b> Net assets with donor restrictions		<b>28</b>	
	<b>Organizations that do not follow FASB ASC 958, check here ► <input checked="" type="checkbox"/></b> and complete lines 29 through 33.			
	<b>29</b> Capital stock or trust principal, or current funds	0	<b>29</b>	0
	<b>30</b> Paid-in or capital surplus, or land, building or equipment fund	0	<b>30</b>	0
	<b>31</b> Retained earnings, endowment, accumulated income, or other funds	470,921	<b>31</b>	548,768
	<b>32</b> Total net assets or fund balances	470,921	<b>32</b>	548,768
	<b>33</b> Total liabilities and net assets/fund balances	1,374,969	<b>33</b>	1,459,435

**Part XI****Reconciliation of Net Assets**Check if Schedule O contains a response or note to any line in this Part XI 

1	Total revenue (must equal Part VIII, column (A), line 12)	1	975,032
2	Total expenses (must equal Part IX, column (A), line 25)	2	897,185
3	Revenue less expenses Subtract line 2 from line 1	3	77,847
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	470,921
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	548,768

**Part XII Financial Statements and Reporting**Check if Schedule O contains a response or note to any line in this Part XII 

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

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

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

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?

b 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

	Yes	No
2a		No
2b		No
2c		
3a		No
3b		

# Additional Data

**Software ID:**

**Software Version:**

**EIN:** 86-0879845

**Name:** SOUTHERN ARIZONA LEADERSHIP  
COUNCIL INC

Form 990 (2019)

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**Form 990, Part III, Line 4a:**

SEE SCHEDULE O

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**Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

(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
		Officer	Independent trustee	Independent Trustee	Other	Key employee	Highest compensated			
MARA ASPINALL DIRECTOR	2 00 .....	X						0	0	0
PAUL AUGUST DIRECTOR	2 00 .....	X						0	0	0
DON BOURN DIRECTOR	2 00 .....	X						0	0	0
MEL COHEN DIRECTOR	2 00 .....	X						0	0	0
ALLEN COUTURE DIRECTOR	2 00 .....	X						0	0	0
ROB DRAPER DIRECTOR	2 00 .....	X						0	0	0
BRUCE DUSENBERRY DIRECTOR	2 00 .....	X						0	0	0
HARRY GEORGE DIRECTOR	2 00 .....	X						0	0	0
MIKE HAMMOND DIRECTOR	2 00 .....	X						0	0	0
DUFF HEARON DIRECTOR	2 00 .....	X						0	0	0

**Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

**Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

(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
		Officer or director or individual trustee	Institutional Trustee	Officer	Key Employee	Employee compensated by organization	Highest compensated			
DAN NEFF	2 00									
DIRECTOR	.....	X						0	0	0
DONALD PITT	2 00									
DIRECTOR	.....	X						0	0	0
MANUEL RAMOS	2 00									
DIRECTOR	.....	X						0	0	0
JUDY RICH	2 00									
DIRECTOR	.....	X						0	0	0
ROBERT ROBBINS	2 00									
DIRECTOR	.....	X						0	0	0
CALLINE SANCHEZ	2 00									
DIRECTOR	.....	X						0	0	0
SI SCHORR	2 00									
DIRECTOR	.....	X						0	0	0
SARAH SMALLHOUSE	2 00									
DIRECTOR	.....	X						0	0	0
CRISTIE STREET	2 00									
DIRECTOR	.....	X						0	0	0
DILLON WALKER	2 00									
DIRECTOR	.....	X						0	0	0

**Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

(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
GREG WHITE DIRECTOR	2 00 .....	<input checked="" type="checkbox"/> Officer <input type="checkbox"/> Key Employee <input type="checkbox"/> Independent Contractor <input type="checkbox"/> Director or Trustee <input type="checkbox"/> Institutional Trustee	0	0	0
DAVID COHEN CHAIR	4 00 .....	<input checked="" type="checkbox"/> Officer <input checked="" type="checkbox"/> Key Employee <input type="checkbox"/> Independent Contractor <input type="checkbox"/> Director or Trustee <input type="checkbox"/> Institutional Trustee	0	0	0
JULIE WILLIAMS VICE CHAIR	4 00 .....	<input checked="" type="checkbox"/> Officer <input checked="" type="checkbox"/> Key Employee <input type="checkbox"/> Independent Contractor <input type="checkbox"/> Director or Trustee <input type="checkbox"/> Institutional Trustee	0	0	0
JUDY WOOD SECRETARY	4 00 .....	<input checked="" type="checkbox"/> Officer <input checked="" type="checkbox"/> Key Employee <input type="checkbox"/> Independent Contractor <input type="checkbox"/> Director or Trustee <input type="checkbox"/> Institutional Trustee	0	0	0
GARRY BRAV TREASURER	4 00 .....	<input checked="" type="checkbox"/> Officer <input checked="" type="checkbox"/> Key Employee <input type="checkbox"/> Independent Contractor <input type="checkbox"/> Director or Trustee <input type="checkbox"/> Institutional Trustee	0	0	0
TED MAXWELL PRESIDENT & CEO	40 00 .....	<input type="checkbox"/> <input checked="" type="checkbox"/> Director or Trustee <input type="checkbox"/> Institutional Trustee	230,000	0	8,800
SHELLEY WATSON VICE PRESIDENT	40 00 .....	<input type="checkbox"/> <input checked="" type="checkbox"/> Director or Trustee <input type="checkbox"/> Institutional Trustee	118,400	0	4,416

**SCHEDULE C**  
(Form 990 or 990-EZ)**Political Campaign and Lobbying Activities**Department of the Treasury  
Internal Revenue Service**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.  
►Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

**2019****Open to Public  
Inspection**

If the organization answered "Yes" on 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" on 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" on Form 990, Part IV, Line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), 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 (see instructions for definition of "political campaign activities")
- 2 Political campaign activity expenditures (see instructions) ► \$ \_\_\_\_\_
- 3 Volunteer hours for political campaign activities (see instructions) \_\_\_\_\_

**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-
1				
2				
3				
4				
5				
6				

**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

<b>Limits on Lobbying Expenditures</b> (The term "expenditures" means amounts paid or incurred.)		<b>(a) Filing organization's totals</b>	<b>(b) Affiliated group totals</b>										
<b>1a</b>	Total lobbying expenditures to influence public opinion (grass roots lobbying)												
<b>b</b>	Total lobbying expenditures to influence a legislative body (direct lobbying)												
<b>c</b>	Total lobbying expenditures (add lines 1a and 1b)												
<b>d</b>	Other exempt purpose expenditures												
<b>e</b>	Total exempt purpose expenditures (add lines 1c and 1d)												
<b>f</b>	Lobbying nontaxable amount Enter the amount from the following table in both columns												
<b>If the amount on line 1e, column (a) or (b) is:</b> <b>The lobbying nontaxable amount is:</b> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">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>		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		
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												
<b>g</b>	Grassroots nontaxable amount (enter 25% of line 1f)												
<b>h</b>	Subtract line 1g from line 1a If zero or less, enter -0-												
<b>i</b>	Subtract line 1f from line 1c If zero or less, enter -0-												
<b>j</b>	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?	<input type="checkbox"/> Yes <input type="checkbox"/> 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 separate instructions for lines 2a through 2f.)**

<b>Lobbying Expenditures During 4-Year Averaging Period</b>					
Calendar year (or fiscal year beginning in)	<b>(a) 2016</b>	<b>(b) 2017</b>	<b>(c) 2018</b>	<b>(d) 2019</b>	<b>(e) Total</b>
<b>2a</b> Lobbying nontaxable amount					
<b>b</b> Lobbying ceiling amount (150% of line 2a, column(e))					
<b>c</b> Total lobbying expenditures					
<b>d</b> Grassroots nontaxable amount					
<b>e</b> Grassroots ceiling amount (150% of line 2d, column (e))					
<b>f</b> 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 on 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	968,823
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).	2a	94,192
a Current year	2b	
b Carryover from last year	2c	94,192
c Total	3	145,323
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	4	
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?	5	-51,131
5 Taxable amount of lobbying and political expenditures (see instructions)		

**Part IV Supplemental Information**

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, lines 1 and 2 (see instructions), and Part II-B, line 1. Also, complete this part for any additional information

Return Reference	Explanation
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2019

Open to Public Inspection

**SCHEDULE D**  
(Form 990)  
  
Department of the Treasury  
Internal Revenue Service

## Supplemental Financial Statements

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

► Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

**Name of the organization**  
SOUTHERN ARIZONA LEADERSHIP  
COUNCIL INC

**Employer identification number**  
86-0879845

### Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of 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" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply)	<input type="checkbox"/> Preservation of land for public use (e.g., recreation or education) <input type="checkbox"/> Preservation of an historically important land area
	<input type="checkbox"/> Protection of natural habitat <input type="checkbox"/> Preservation of a certified historic structure
	<input type="checkbox"/> 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	<b>Held at the End of the Year</b>
a Total number of conservation easements	2a
b Total acreage restricted by conservation easements	2b
c Number of conservation easements on a certified historic structure included in (a)	2c
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	2d
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?	<input type="checkbox"/> Yes <input type="checkbox"/> No
6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ►	
7 Amount of expenses incurred in monitoring, inspecting, handling of violations, 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)?	<input type="checkbox"/> Yes <input type="checkbox"/> 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" on 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)	Revenue included on 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	Revenue included on Form 990, Part VIII, line 1 ► \$
b	Assets included in Form 990, Part X ► \$

**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
- d**  Loan or exchange programs
- b**  Scholarly research
- e**  Other
- c**  Preservation for future generations

**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" on 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
<b>1c</b>	
<b>1d</b>	
<b>1e</b>	
<b>1f</b>	

**2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? . . .  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" on Form 990, Part IV, line 10.

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

	Yes	No
<b>3a(i)</b>		
<b>3a(ii)</b>		
<b>3b</b>		

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

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

**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. 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
<b>1a</b> Land . . . . .				
<b>b</b> Buildings . . . . .				
<b>c</b> Leasehold improvements		2,237	2,237	0
<b>d</b> Equipment . . . . .		62,464	52,224	10,240
<b>e</b> Other . . . . .		40,000	40,000	0
<b>Total.</b> Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c) ) . . . ►				10,240

**Part VII Investments—Other Securities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col (B) line 12 )	►	

**Part VIII Investments—Program Related.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col (B) line 13 )	►	

**Part IX Other Assets.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d. See Form 990, Part X, line 15

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col (B) line 15 )	►

**Part X Other Liabilities.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1.	(a) Description of liability	(b) Book value
(1) Federal income taxes		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col (B) line 25 )	►	

2. Liability for uncertain tax positions In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII

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

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

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 (losses) 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.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

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**

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

Return Reference	Explanation

**Part XIII**

**Supplemental Information (*continued*)**

Return Reference

Explanation

Note: To capture the full content of this document, please select landscape mode (11" x 8.5") when printing.

**Schedule I  
(Form 990)**Department of the  
Treasury  
Internal Revenue ServiceName of the organization  
SOUTHERN ARIZONA LEADERSHIP  
COUNCIL INC

OMB No 1545-0047

**Grants and Other Assistance to Organizations,  
Governments and Individuals in the United States**

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

► Attach to Form 990.

► Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.**2019****Open to Public  
Inspection**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? . . . . .

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

 Yes  No**Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.** Complete if the organization answered "Yes" on 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

(a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) See Additional Data							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							

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

3 Enter total number of other organizations listed in the line 1 table . . . . . ► 1

**Part III Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on 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 noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					
(7)					

**Part IV Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

Return Reference	Explanation
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 OR PROGRAMS THAT ACCOMPLISH SALC'S MISSION OF ENHANCING THE REGION'S QUALITY OF LIFE AND ECONOMIC CLIMATE

## Additional Data

**Software ID:**

**Software Version:**

**EIN:** 86-0879845

**Name:** SOUTHERN ARIZONA LEADERSHIP  
COUNCIL INC

### Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
TUCSON VALUES TEACHERS 3497 N CAMPBELL AVENUE SUITE 703 TUCSON, AZ 85719	26-4637708	501(C)(3)	10,000				STAND UP FOR TEACHERS EVENT
NO ON PROP 205 PO BOX 42434 TUCSON, AZ 85733	84-3015823		26,500				RAISE AWARENESS ON TUCSON'S PROPOSITION 205

**Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.**

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
UNIVERSITY OF ARIZONA FOUNDATION 1111 N CHERRY AVENUE TUCSON, AZ 85721	86-6050388	501(C)(3)	25,000				MAP(MAKING ACTION POSSIBLE) DASHBOARD PROJECT
STARTUP TUCSON PO BOX 1214 TUCSON, AZ 85702	46-0801496	501(C)(3)	25,000				SUPPORT STARTUP ECOSYSTEM OF COMPANIES, ENTREPRENEURS AND TALENT IN TUCSON

**Schedule J**  
(Form 990)**Compensation Information**

OMB No 1545-0047

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees  
 ► Complete if the organization answered "Yes" on Form 990, Part IV, line 23.  
 ► Attach to Form 990.  
 ► Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

**2019****Open to Public Inspection**Department of the Treasury  
Internal Revenue ServiceName of the organization  
SOUTHERN ARIZONA LEADERSHIP  
COUNCIL INCEmployer identification number  
86-0879845**Part I Questions Regarding Compensation**

**1a** Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items

<input type="checkbox"/> First-class or charter travel	<input type="checkbox"/> Housing allowance or residence for personal use
<input type="checkbox"/> Travel for companions	<input type="checkbox"/> Payments for business use of personal residence
<input type="checkbox"/> Tax indemnification and gross-up payments	<input type="checkbox"/> Health or social club dues or initiation fees
<input type="checkbox"/> Discretionary spending account	<input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef)

**b** If any of the boxes on 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

**2** Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked on Line 1a?

**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

<input type="checkbox"/> Compensation committee	<input type="checkbox"/> Written employment contract
<input type="checkbox"/> Independent compensation consultant	<input type="checkbox"/> Compensation survey or study
<input checked="" type="checkbox"/> Form 990 of other organizations	<input checked="" type="checkbox"/> Approval by the board or compensation committee

**4** During the year, did any person listed on 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?  
**b** Participate in, or receive payment from, a supplemental nonqualified retirement plan?  
**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

**Only 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.**

**5** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of

**a** The organization?

**b** Any related organization?

If "Yes," on line 5a or 5b, describe in Part III

**6** For persons listed on 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?

**b** Any related organization?

If "Yes," on line 6a or 6b, describe in Part III

**7** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described in lines 5 and 6? If "Yes," describe in Part III

**8** Were any amounts reported on 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

**9** If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

	Yes	No
<b>1b</b>		
<b>2</b>		
<b>4a</b>		No
<b>4b</b>		No
<b>4c</b>		No
<b>5a</b>		
<b>5b</b>		
<b>6a</b>		
<b>6b</b>		
<b>7</b>		
<b>8</b>		
<b>9</b>		

**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 on 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.

<b>Part III Supplemental Information</b>	
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.	
Return Reference	Explanation

OMB No 1545-0047

**SCHEDULE O**  
(Form 990 or 990-  
EZ)

Department of the Treasury

Name of the organization  
SOUTHERN ARIZONA LEADERSHIP  
COUNCIL INC

**Supplemental Information to Form 990 or 990-EZ**  
Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

- ▶ Attach to Form 990 or 990-EZ.
- ▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

2019

Open to Public  
Inspection

Employer identification number

86-0879845

Return Reference	Explanation
FORM 990, PART III, LINE 4A, DESCRIPTION OF PROGRAM SERVICE	SALC GROWTH & EXPANSION SALC WELCOMED 22 NEW MEMBERS IN 2019 SALC GAINED A NEW STAFF MEMBER, DIRECTOR OF GOVERNANCE & OUTREACH, WHO SUPPORTS SEVERAL SALC COMMITTEES AND SERVES AS A LIAISON BETWEEN MEMBER COMPANIES, SALC AND THE LEGISLATURE 2019 LEGISLATIVE IMPACT SALC HAD A BUSY AGENDA AT THE STATE CAPITAL IN THE 2019 LEGISLATIVE SESSION PERHAPS OUR BIGGEST IMPACT WAS HB2109, INCREASING THE AUTHORITY FOR PIMA COUNTY RTA. THE EFFORT TO PASS HB2109 WAS LED BY SALC IN COLLABORATION WITH THE OTHER SOUTHERN ARIZONA BUSINESS ORGANIZATIONS SALC RETAINED THE DEMENNA PUBLIC AFFAIRS FIRM TO SUPPORT THE LOBBYING EFFORT AND PRESIDENT/CEO TED MAXWELL SPENT MANY DAYS WORKING WITH THEM TO ENSURE PASSAGE OF THE "SALC BILL" AFTER A LETTER AND EMAIL WRITING CAMPAIGN SUPPORTED BY THE OTHER MEMBERS OF THE TUCSON BUSINESS ALLIANCE THE BILL PASSED AND WAS SIGNED INTO LAW BY GOVERNOR DOUG DUCEY EDUCATION BILLS * SB1080 K-20 FUNDING (SEN ALLEN WITH SUPPORT FROM SEN BROPHY MCGEE) SALC SUPPORTED THE BILL, BUT IT WAS NOT BROUGHT TO THE FLOOR * SB1394 CHARTER SCHOOL TRANSPARENCY AND ACCOUNTABILITY (SEN BROPHY MCGEE) - SALC SUPPORTED, BILL WAS HELD IN THE HOUSE * SB1065 4 YEAR CTED (SEN MESNARD) - SALC SUPPORTED AND THE BILL WAS PASSED * HB2563 INCREASE TO GAS TAX, ALT FUEL FEES (REP CAMPBELL) - SALC SUPPORTED, BILL WAS HELD IN THE HOUSE * SB1264 ESTABLISHES COMMUNITY PILOT SCHOOL PROGRAM (SEN BRADLEY) - SALC SUPPORTED, BILL WAS HELD IN THE HOUSE * SB1242 MOVES \$56M IN FEDERAL TO DES CHILD CARE (SEN BROPHY MCGEE) - SALC SUPPORTED AND THE BILL PASSED INFRASTRUCTURE BILLS * SJR1001 DROUGHT CONTINGENCY PLAN (SEN FANN) - SALC SUPPORTED AND IT PASSED * SB1001 REPEAL OF PUBLIC SAFETY FEE (SEN UGENTIRITA) - SALC OPPOSED AND THE BILL PASSED HEALTHCARE BILL * SB1354 GRADUATE MEDICAL EDUCATION APPROPRIATION (SEN CARTER) - SALC SUPPORTED AND THE BILL PASSED BALLOT RESULTS IN 2019 SALC USED ITS LEADERSHIP FUND TO CONTRIBUTE \$25,000 AND CONVENED AND LED THE CAMPAIGN OPPOSING TUCSON'S PROP 205 SANCTUARY CITY INITIATIVE VOTERS SOUNDLY DEFEATED THE INITIATIVE 71% TO 29% KEY PARTNERSHIPS & COLLABORATIONS IN 2019 * IN SEPTEMBER, SALC, THE TUCSON METRO CHAMBER (TMCC), AND THE SOUTHERN ARIZONA DEFENSE ALLIANCE (SADA) MADE A JOINT TRIP TO WASHINGTON, D C THE TRIP INCLUDED MEETINGS AT THE PENTAGON AND OFFICE CALLS WITH EVERY MEMBER OF THE ARIZONA FEDERAL DELEGATION ONE OF THE PRIMARY MESSAGES DELIVERED TO MEMBERS OF THE FEDERAL DELEGATION WAS REGARDING THE UNITED STATES-MEXICO-CANADA AGREEMENT (USMCA) WITH A UNITED VOICE, THE GROUP ASKED THE MEMBERS OF THE ARIZONA DELEGATIONS TO SUPPORT BOTH THE USMCA AND TO HOLD A VOTE ON THE AGREEMENT THIS SESSION OTHER REQUESTS MADE TO ARIZONA'S FEDERAL LEGISLATORS AND EXECUTIVE BRANCH STAFFERS BY THE SOUTHERN ARIZONA CONVENTION INCLUDED REAUTHORIZATION OF FUNDING FOR COMMUNITY HEALTH CENTERS, PRIORITIZING THE DEVELOPMENT OF A NEW GATE AT DAVIS MONTHAN AFB, AS WELL AS, A NEW GATE AT THE 162ND WING LOCATED AT TIA, PARTNERSHIP W

Return Reference	Explanation
FORM 990, PART III, LINE 4A, DESCRIPTION OF PROGRAM SERVICE	ITH AND SHOWCASING OF SOUTHERN ARIZONA'S WORKFORCE PIPELINE THAT TMCC IS DEVELOPING WITH SUPPORT FROM THE BUSINESS AND EDUCATION COMMUNITIES, INSTITUTION OF NEW ELIGIBILITY FOR SHORT-TERM PELL GRANT FUNDING TO RESPOND TO EMPLOYER DEMAND AND CREATE NEW PATHWAYS OR CAREER LADDERS TO FOSTER UPWARD MOBILITY * TUCSON VALUES TEACHERS & SALC EDUCATION PARTNERSHIP * CEO GROUP PARTNERSHIP - GREATER PHOENIX LEADERSHIP (GPL), NORTHERN ARIZONA LEADERSHIP ALLIANCE (NALA), AND SALC * SALC, THE COMMUNITY FOUNDATION FOR SOUTHERN ARIZONA, THE UNIVERSITY OF ARIZONA, PIMA ASSOCIATION OF GOVERNMENTS AND SUN CORRIDOR CONTINUED AS FULL PARTNERS IN SPONSORING THE MAP (MAKING ACTION POSSIBLE) DASHBOARD PROJECT * THE SALC-CREATED TUCSON BUSINESS ALLIANCE (TBA) * SALC SUPPORTED STARTUP TUCSON IN 2019 WITH A GRANT OF \$25,000 * SOUTHERN ARIZONA DEFENSE ALLIANCE (SADA) IS A COLLABORATION INCLUDING THE DM50, SALC, AND THE AREA'S OTHER LEADING BUSINESS ORGANIZATIONS IN APRIL U.S. REPRESENTATIVE DEBBIE LESKO AND U.S. SENATOR KYRSTEN SINEMA MET SEPARATELY WITH SADA MEMBERS TO DISCUSS ARIZONA'S UNIQUE ROLE IN DEFENSE AND TRAINING OUR NATION'S WARFIGHTERS * ARIZONA BIOSCIENCE BOARD (ABB), A GROUP LED BY CEOS IN MULTIPLE INDUSTRIES * THE BIOSCIENCES LEADERSHIP COUNCIL OF SOUTHERN ARIZONA (BLCSA) IN PARTNERSHIP WITH SUN CORRIDOR INC * SALC CONTINUES ITS COLLABORATIONS WITH THE FLINN FOUNDATION, UNIVERSITY OF ARIZONA AND THE ARIZONA COMMERCE AUTHORITY * SALC LEADS THE TUCSON REGIONAL WATER COALITION (TRWC) * SALC LEADS THE BUSINESS PARTNERS FOR TRADE AND TRANSPORTATION (BPTT) * SALC IS AN ALLIANCE MEMBER OF ACHIEVE60AZ * TUCSON YOUNG PROFESSIONALS (TYP) & THE FLINN BROWN FELLOWS CONTINUED AS SALC'S PREMIER LEADERSHIP DEVELOPMENT PROGRAMS TYP'S PRESIDENT FILLS A SEAT ON THE SALC BOARD RESERVED FOR THE PRESIDENT OF TYP MANY OF THE FLINN BROWN FELLOWS IN SOUTHERN ARIZONA ENJOY A ONE-YEAR ASSOCIATE MEMBERSHIP IN SALC. ENGAGE 2019, A MIXER HELD IN JANUARY AT THE RAIL YARD BETWEEN TUCSON YOUNG PROFESSIONALS AND SALC, WAS WELL REPRESENTED BY BOTH ORGANIZATIONS. PANELISTS INCLUDED SALC MEMBERS IN APRIL AND IGNITING ADVOCACY EVENT BROUGHT TOGETHER MEMBERS FROM FIVE YOUNG PROFESSIONAL ORGANIZATIONS ALONG WITH 15 SALC MEMBERS TO DISCUSS HOW TO SHAPE A COMMUNITY THAT ATTRACTS AND RETAINS YOUNG PROFESSIONALS. SALC'S 2019 STRATEGIC VISIONING PROCESS A YEAR LONG STRATEGIC VISIONING PROCESS WAS CONDUCTED DURING 2019, USING MEMBERS' FEEDBACK FROM A SURVEY TAKEN NEW VISION AND MISSION STATEMENTS WERE CREATED, AS WELL AS THE ESTABLISHMENT OF SALC VALUES. IN SEPTEMBER, THE BOARD HELD A RETREAT AS THE FINAL STEP IN THE PROCESS. THE FOLLOWING RESULTS WERE PRESENTED AT THE NOVEMBER 2019 SALC ANNUAL MEETING & RETREAT. VISION ADVANCING A WORLD-CLASS COMMUNITY MISSION TO IMPROVE GREATER TUCSON AND THE STATE OF ARIZONA BY BRINGING TOGETHER RESOURCES AND LEADERSHIP TO ENHANCE THE ECONOMIC CLIMATE AND QUALITY OF LIFE IN OUR COMMUNITIES. VALUES COLLABORATION, FACT-BASED, IMPACTFUL, LEADERSHIP

## 990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART III, LINE 4A, DESCRIPTION OF PROGRAM SERVICE	P, TRUSTWORTHY SALC REGIONAL IMPROVEMENT ACTION TEAM SALC FORMED AN ACTION TEAM THAT BEGAN MEETING IN JUNE THE GROUP WILL MEET PERIODICALLY UNTIL DECEMBER 2020, TO DISCUSS BEST PRACTICES FOR BUSINESS GROWTH AND ATTRACTION TO HELP GROW AND SUSTAIN OUR REGION'S ECONOMY AMONG OTHER THINGS, THE COMMITTEE WILL LOOK TO IDENTIFY WHICH INDICATORS MAKE A CITY MORE (OR LESS) ATTRACTIVE TO CURRENT AND PROSPECTIVE EMPLOYERS, AND TO DEVELOP AN ACTIONABLE REPORT

Return Reference	Explanation
	<p>P-20 FOCUS AREA AFTER THE DEFEAT OF PROP 204, STRONG START TUCSON, IN 2018, SALC MEMBER ST EVE LYNN AND EDUCATION DIRECTOR JOHN PEDICONE JOINED WITH COMMUNITY MEMBERS TO WORK ON A NEW PLAN FOR EARLY CHILDHOOD EDUCATION A PROGRAM WAS DEVELOPED AND PRESENTED TO THE PIMA COUNTY BOARD OF SUPERVISORS FOR REVIEW IN WORKING TO OBTAIN AT LEAST 3 VOTES, SALC'S BOARD AUTHORIZED FUNDING FOR A SURVEY WHICH RESULTED IN POSITIVE RESULTS THAT WERE SHARED WITH THE BOARD JAIME MOLERA, SALC'S LOBBYIST, JOINED SALC MEMBERS AT A P-20 FOCUS AREA MEETING IN JANUARY NEAR THE BEGINNING OF THE LEGISLATIVE SESSION THAT PROVIDED AN UPDATE ON THE EARLY CHILDHOOD EDUCATION EXPANSION PROJECT THAT SALC, STRONG START TUCSON AND OTHERS WERE ENGAGED IN, A PRESENTATION ON THE ROADMAP FOR FUNDING, AND A DECISION ON WHICH FUNDING EDUCATION PROPOSALS SALC WILL SUPPORT A P-20 FOCUS AREA MEETING WAS HELD IN MAY CHRISTINE T THOMPSON, CEO OF EXPECT MORE ARIZONA, DISCUSSED THE P-20 EDUCATION FUNDING ROADMAP AND HOW ITS PRIORITY FUNDING AREAS FARED IN THE RECENT STATE BUDGET PROCESS THE REGIONAL EARLY CHILDHOOD EDUCATION INITIATIVE (PIMA COUNTY PRESCHOOL INVESTMENT PROGRAM - PCPIP) WAS ALSO DISCUSSED, AS WELL AS NEXT STEPS FOR SALC'S INVOLVEMENT IN THAT COALITION RESULTS OF A RECENT COUNTYWIDE POLL ON FUNDING EARLY CHILDHOOD EDUCATION, COMMISSIONED BY SALC'S BOARD, WE'RE PRESENTED SALC MEMBERS STEVE LYNN, MEL COHEN AND EDUCATION DIRECTOR JOHN PEDICONE HELPED FORM A WIDER GROUP TO CONTINUE ADVOCATING FOR REGIONAL ECE CALLED THE PRESCHOOL PROMISE THE NEW ORGANIZATION HAS A WEBSITE AND IS EXPLORING FUNDING SOURCES SALC MEMBERS, AS WELL AS SALC'S PRESIDENT &amp; CEO TED MAXWELL, SALC VICE PRESIDENT SHELLEY WATSON, AND SALC'S DIRECTOR OF EDUCATION POLICY, JOHN PEDICONE, CONTINUED THEIR PARTICIPATION IN MONTHLY "KITCHEN CABINET" MEETINGS WITH TUSD SUPERINTENDENT GABRIEL TRUJILLO SALC REMAINS FULLY COMMITTED TO OUR CLOSE PARTNERSHIP WITH TUCSON VALUES TEACHERS (TVT) TVT CONTINUED THE SCREENING OF ITS DOCUMENTARY FILM, TEACHING IN ARIZONA THE FILM GAINED RECOGNITION AROUND THE STATE AND IN APRIL MADE ITS FILM FESTIVAL PREMIERE AT THE 2019 PHOENIX FILM FESTIVAL, WINNING BEST ARIZONA SHORT FILM, IT WON BEST ARIZONA SHORT AT THE ARCOSANTI INTERNATIONAL FILM FESTIVAL, AND PRESCOTT FILM FESTIVAL AUDIENCE CHOICE AWARD FOR BEST DOCUMENTARY SHORT IN THE PRESCOTT FILM FESTIVAL TVT WELCOMED NEW CEO ANDY HEINEMANN IN JULY HEINEMANN PREVIOUSLY SERVED AS PRINCIPAL OF CROSS MIDDLE SCHOOL IN AMPHITHEATER PUBLIC SCHOOLS AND HAD SERVED ON THE TVT BOARD OF DIRECTORS AND ON THE RAYTHEON LEADERS IN EDUCATION AWARDS SELECTION COMMITTEE MANY SALC MEMBERS ATTENDED TVT'S BUSINESS LEADERS BREAKFAST IN SEPTEMBER AND RECEIVED THE MOST UPDATED INFORMATION ON TEACHER WORKFORCE CRISIS STATISTICS IN ARIZONA AND LEARNED WHY GREAT TEACHERS MEAN GREAT BUSINESS STAND UP 4 TEACHERS IS A CELEBRATION OF EDUCATION CHAMPIONS FEATURING PRESENTATION OF THE SPIRIT OF EDUCATION AWARD HONORING BUSINESSES THAT MAKE SIGNIFICANT INVESTMENTS</p>

Return Reference	Explanation
	<p>MENTS IN EDUCATION, ALONG WITH THE RAYTHEON LEADERS IN EDUCATION AWARD HONORING EXCEPTIONAL K-12 TEACHERS AT NOVEMBER'S EVENT THE ESTEEMED SPIRIT OF EDUCATION AWARD WAS PRESENTED TO FREEPORT-MCMORAN AND PIMA FEDERAL CREDIT UNION FOR THEIR ONGOING SUPPORT OF EDUCATION IN SOUTHERN ARIZONA. TUCSON VALUES TEACHERS ALSO PARTNERS WITH RAYTHEON COMPANY TO PRESENT THE PRESTIGIOUS RAYTHEON LEADERS IN EDUCATION AWARD TO THREE EXCEPTIONAL TEACHERS. THE AWARD RECOGNIZES AND REWARDS K-12 TEACHERS IN PIMA COUNTY WHO DEMONSTRATE EXCELLENCE IN TEACHING, LEADERSHIP AND SUPPORT FOR THEIR PEERS. SALC'S BOARD VOTED TO SUPPORT THE EVENT WITH A CONTRIBUTION OF \$10,000. INFRASTRUCTURE FOCUS AREA SALC REMAINED ENGAGED IN THE INFRASTRUCTURE ARENA WITH OTHER INFRASTRUCTURE SUPPORTERS INCLUDING OUR BUSINESS PARTNERS FOR TRADE AND TRANSPORTATION GROUP LOCALLY, AS WELL AS THE STATEWIDE TRANSPORTATION BUSINESS PARTNERS. THE MAJORITY OF ENGAGEMENTS FOR INFRASTRUCTURE FOCUS AREA MEMBERS OCCUR DURING THE LEGISLATIVE SESSION, AND 2019 WAS A VERY ACTIVE YEAR. SALC MEMBER KIP VOLPE AND PRESIDENT/CEO TED MAXWELL PARTICIPATED ON THE STATEWIDE LOWER BASIN DROUGHT CONTINGENCY PLAN STEERING COMMITTEE. THE COMMITTEE MADE UP OF FORTY MEMBERS FROM THROUGHOUT THE STATE CREATED THE RECOMMENDATIONS THAT LED TO THE LEGISLATURE AND ARIZONA'S APPROVAL OF THE DCP ENSURING CONTINUED COLORADO RIVER WATER INTO THE NEAR FUTURE. AT A JANUARY INFRASTRUCTURE FOCUS AREA MEETING SEVERAL KEY BILLS BEING ADVANCED IN THE STATE LEGISLATURE RELATING TO HURF FUNDING, A GAS TAX INCREASE, AS WELL AS A PIMA COUNTY RTA AUTHORITY BILL WERE DISCUSSED. THESE DISCUSSIONS LED TO SALC ENGAGEMENT THROUGHOUT 2019. ON THE HEELS OF SALC'S PARTICIPATION IN THE STATEWIDE DROUGHT CONTINGENCY PLAN STEERING COMMITTEE, IN MARCH, GOVERNOR DUCEY APPOINTED SALC PRESIDENT &amp; CEO TED MAXWELL TO JOIN HIS NEW WATER AUGMENTATION, INNOVATION, AND CONSERVATION COUNCIL. THE COUNCIL IS BROADER IN SCOPE THAN HIS PREVIOUS GUBERNATORIAL WATER COUNCIL, AND ADWR DIRECTOR TOM BUSCHATZKE SERVES AS ITS CHAIR. SALC SUPPORTED THE ONGOING I-11 CORRIDOR ENVIRONMENTAL IMPACT STUDY PROCESS, WEIGHING IN ONLINE, AUTHORIZING AN OP-ED, AND PROVIDING FEEDBACK INTO THE PROCESS SHOWING A UNIFIED VOICE OF THE BUSINESS COMMUNITY IN SUPPORT OF THE CORRIDOR. SALC IS SUPPORTING THE BEGINNING OF THE RTA REAUTHORIZATION PROCESS. THE CITIZEN ADVISORY COMMITTEE (CAC) IS CHAIRED BY SALC MEMBER TOM MCGOVERN. SALC MEMBERS MEL COHEN, EDMUND MARQUEZ, BRUCE WRIGHT AND PRESIDENT/CEO TED MAXWELL ARE SERVING ON THE CAC. THE CAC RTA PLAN PRIORITIES WERE FINALIZED AND SENT TO THE PUBLIC FOR FEEDBACK. THE PRIORITIES WILL BE MODIFIED BASED ON THAT FEEDBACK, AND A RTA PLAN WILL BE DEVELOPED OVER THE NEXT TWO YEARS. THEN THE PLAN WILL GO BACK TO THE PUBLIC FOR VOTES ON THE PLAN AND THE TAX INNOVATION ECONOMY FOCUS AREA. THIS FOCUS AREA ALSO HOUSES THE ARIZONA BIOSCIENCE BOARD (ABB), AS WELL AS BIOSCIENCES LEADERSHIP COUNCIL OF SOUTHERN ARIZONA (BLCSA). IN FEBRUARY SALC JOINED FORCES WITH</p>

Return Reference	Explanation
	<p>BOARD MEMBER MARA ASPINALL TO HOST KEVIN CONROY, PRESIDENT &amp; CEO OF EXACT SCIENCES, AT HE R HOME THE OBJECTIVE OF THIS WELCOME EVENT WAS TO THANK MR CONROY FOR HIS SUPPORT OF THE COLOGUARD CLASSIC GOLF TOURNAMENT IN TUCSON AND GIVE HIM THE OPPORTUNITY TO MEET MANY OF OUR REGION'S KEY BUSINESS LEADERS THE LARGELY SALC CROWD INCLUDED MEMBERS OF THE CONQUIST ADORS AND OTHERS INTERESTED IN PUTTING OUR COMMUNITY'S BEST FOOT FORWARD WITH THE LEADER O F THIS HIGHLY SUCCESSFUL COMPANY IN MARCH SALC HELD AN INNOVATION ECONOMY FOCUS AREA MEET ING, FOCUSING ON GOALS AND ACTIONS FOR 2019, WHICH INCLUDED SEEKING PARTNERSHIPS, INITIATIVES, PROJECTS TO FOSTER GROWTH IN ARIZONA'S INNOVATION ECONOMY, AS WELL AS POLICY CHANGES AND FUNDING NEEDED TO DRIVE AND GROW ARIZONA'S INNOVATION ECONOMY STRATEGIES FOR THE FUTU RE WERE ALSO DISCUSSED THE ABB HELD A MEETING IN APRIL TO PLAN FOR THE FUTURE, HAVING RAISED AWARENESS AND CATALYZING ACTION ON THE SHORTAGE OF VENTURE CAPITAL IN ARIZONA A COLLABORATIVE EFFORT LED OUT OF SALC, THE BOARD IS COMPRISED OF HIGH-PROFILE CEOS FROM HIGH TEC H COMPANIES ACROSS ARIZONA THEY JOINED ABB WITH ONE SIMPLE GOAL IN MIND TO USE THE BOARD 'S POWER OF INFLUENCE TO HELP CREATE MOVEMENT ON ISSUES IMPEDED THE GROWTH OF THE BIOSCIE NCES IN ARIZONA IN OCTOBER BLCSA HOSTED A MEETING WITH THE FLINN FOUNDATION THAT INCLUDED INTRODUCTIONS OF NEW LEADERS FROM SOUTHERN ARIZONA BIOSCIENCE COMPANIES AS WELL AS A BRIEF UPDATE FROM FLINN ON THE BIOSCIENCE ROADMAP TO ENGAGE THE LEGISLATURE, TWO PANELS TOOK ON THE CHALLENGE OF HOW BEST TO PROTECT AND FUND CRITICAL ECONOMIC DEVELOPMENT PROGRAMS DURING THE UPCOMING 2020 LEGISLATIVE SESSION PANEL 1 FEATURED 4 PROMINENT LOCAL BIOSCIENCE AND INNOVATION INDUSTRY LEADERS AND PANEL 2 FEATURED 4 PROMINENT MEMBERS OF THE ARIZONA LE GISLATURE THE TWO PANELS, WITH AUDIENCE PARTICIPATION, DISCUSSED STRATEGIES TO PROTECT AN D FUND THE ANGEL INVESTMENT TAX CREDIT, THE R&amp;D TAX CREDIT AND TECHNOLOGY AND RESEARCH INITIATIVE FUND ALL THREE PROGRAMS ARE HIGHLY SUCCESSFUL, YIELDING TREMENDOUS RESULTS FOR ARIZONA, ESPECIALLY SOUTHERN ARIZONA THE FALL ABB BOARD MEETING WAS HOSTED BY ABB BOARD MEMBER AND ACA CEO, SANDRA WATSON GOVERNOR DOUG DUCEY'S CHIEF OF STAFF, DANIEL SCARPINATO, A S WELL AS ABB RISK CAPITAL REPORT AUTHOR, ERIC CROMWELL PARTICIPATED IN THE MEETING DISCUSSIONS WITH SANDRA, DANIEL AND ERIC PRESENTED A GREAT OPPORTUNITY TO IDENTIFY WHERE ABB CA N USE THE UNIQUE STRENGTH OF ITS HIGH-PROFILE MEMBERS TO DRIVE FURTHER PROGRESS IN GROWING THE AVAILABILITY OF VENTURE CAPITAL IN ARIZONA WE HAD AN OPEN DISCUSSION OF POSSIBILITIE S FOR THE STATE OF ARIZONA TO WORK WITH THE PRIVATE SECTOR TO HELP EXPAND VENTURE CAPITAL IN OUR STATE</p>

Return Reference	Explanation
	<p>GOVERNANCE FOCUS AREA SALC HELD SPRINGTIME REGIONAL ENGAGEMENT MEETINGS WITH ELECTED OFFICIALS AND SUPERVISORS CONGRESSMAN ANDY BIGGS, REPRESENTATIVE ANDREA DALESSANDRO, SUPERVISORS SHARON BRONSON, STEVE CHRISTY, RICHARD ELIAS, ALLY MILLER, COUNCILMEMBERS PAUL CUNNINGHAM, PAUL DURHAM AND STEVE KOZACHIK DURING THESE MEETINGS WE SHARED SALC'S PRIORITIES WITH THEM, SEEKING COMMON GROUND AS WE ESTABLISHED LINES OF COMMUNICATION SALC CO-HOSTED A DEMOCRATIC MAYOR FORUM WITH THE TUCSON METRO CHAMBER AND TUCSON ASSOCIATION OF REALTORS THE EVENT WAS MODERATED BY SALC'S TED MAXWELL AND CANDIDATES RANDI DORMAN, STEVE FARLEY AND REGINA ROMERO ALL PARTICIPATED HEALTHCARE FOCUS AREA AT APRIL'S SALC GENERAL MEMBERSHIP MEETING AHCCCS DIRECTOR JAMIE SNYDER PROVIDED INFORMATION REGARDING THE ECONOMIC IMPACT AHCCCS HAS IN ARIZONA, AND THE EFFICIENCY OF THE STATE'S HEALTHCARE SYSTEM SALC ADVOCATED FOR REAUTHORIZATION OF COMMUNITY HEALTH CENTER FUNDING IN LETTERS TO FEDERAL DELEGATES AND IN PERSON DURING THE WASHINGTON D C TRIP THROUGH THE AZLEG GOV SITE AND THROUGH LETTERS PREPARED TO KEY ARIZONA LEGISLATORS, SALC ADVOCATED FOR PASSAGE OF SB1354 WHICH PASSED THIS KEY LEGISLATION WILL PROVIDE FUNDING FOR MORE GRADUATE MEDICAL EDUCATION SLOTS IN ARIZONA ( PARTICULARLY RURAL AREAS) WHICH WILL HELP ALLEVIATE PHYSICIAN SHORTAGES STRATEGIC INITIATIVES COMMITTEE SALC'S STRATEGIC INITIATIVES COMMITTEE PROVIDED INPUT AND A RECOMMENDATION FOR THE REGIONAL IMPROVEMENT ACTION TEAM IMPACTING THE STRUCTURE, SETUP AND OBJECTIVES OF THE TEAM SALC HAS HISTORICALLY ENTERED INTO A JOINT LOBBYING AGREEMENT WITH GREATER PHOENIX LEADERSHIP THE COMMITTEE RECOMMENDED SALC CONSIDER HIRING A DEDICATED FIRM IN THE FUTURE THE COMMITTEE PROVIDED SALC'S INITIAL VETTING OF PROP 205, TUCSON'S SANCTUARY CITY INITIATIVE, AND RECOMMENDED A 'NO' POSITION TO SALC'S BOARD AS WELL AS A RECOMMENDATION TO THE LP FUND THE CAMPAIGN SALC GENERAL MEMBERSHIP MEETINGS THE JANUARY MEETING PROVIDED MEMBERS AN IN-DEPTH REVIEW OF TUCSON'S ACCOMPLISHMENTS CITY MANAGER MICHAEL ORTEGA AND MAYOR JO NATHAN ROTHSCHILD PROVIDING THE MEMBERS WITH AN OVERVIEW OF TUCSON'S PROGRESS OVER THE PAST SEVERAL YEARS, AND THEIR THOUGHTS ON KEEPING THE CITY MOVING FORWARD FEBRUARY'S MEETING FEATURED REPRESENTATIVE ANN KIRKPATRICK DISCUSSING PRIORITIES FOR SOUTHERN ARIZONA, SHERIFF MARK NAPIER WITH A PRESENTATION ON THE CHALLENGES OF BORDER SECURITY, AND A PANEL CONSISTING OF ALBERTO GONCALVEZ, ASST DIRECTOR OF CUSTOMS BORDER PATROL TUCSON FIELD OFFICE, JAMIE CHAMBERLAIN, PRESIDENT OF CHAMBERLAIN DISTRIBUTION AND TODD SANDERS, PRESIDENT/CEO OF GREATER PHOENIX CHAMBER &amp; BOARD MEMBER OF THE ARIZONA-MEXICO COMMISSION ADDRESSING THE ECONOMIC IMPACTS OF BORDER SECURITY GOVERNOR DOUG DUCEY WAS FEATURED AT THIS MEETING, AND ADDRESSED A VARIETY OF ISSUES INCLUDING TECHNICAL EDUCATION, OCCUPATIONAL LICENSING, TAX COMFORMITY AND ARIZONA'S RELATIONSHIP WITH MEXICO APRIL'S MEETING FEATURED JAMI SNYDER, DIRECTOR OF ARIZONA'S HEALTH CARE</p>

## 990 Schedule O, Supplemental Information

Return Reference	Explanation
	COST CONTAINMENT SYSTEM (AHCCCS), JULIA STRANGE, CEO OF BENSON HOSPITAL AND VICE PRESIDENT , COMMUNITY BENEFIT AT TMC HEALTHCARE, AND SALC MEMBER CHAD WHELAN, CEO OF BANNER UNIVERSI TY MEDICINE TUCSON TOPICS DISCUSSED INCLUDED THE ECONOMIC IMPACT OF AHCCCS AND HEALTH INF ORMATION TECHNOLOGY THE MAY MEETING SHOWCASED SOUTHERN ARIZONA'S EMERGING STATUS AS A GLO BAL MINING AND TECHNOLOGY CENTER MEMBER ANDRE LAUZON, VICE PRESIDENT, ARIZONA BUSINESS UN IT AT HUDBAY MINERALS, DISCUSSED ROSEMONT MINE AND THE 21ST CENTURY TECHNOLOGY BEING USED TO DELIVER UNPRECEDENTED EFFICIENCIES AND TO ENSURE AN ENVIRONMENTALLY RESPONSIBLE PROJECT AT OCTOBER'S MEETING SALC MEMBERSHIP AND OTHER COMMUNITY LEADERS HEARD DIRECTLY FROM THE PRESIDENTS OF OUR THREE STATE UNIVERSITIES SALC MEMBERS ROBERT ROBBINS, MICHAEL CROW, AN D RITA CHENG TOOK PART IN A PANEL DISCUSSION REGARDING THE CURRENT EFFORTS AND DIRECTION O F THE THREE UNIVERSITIES TO EDUCATE, TRAIN AND PREPARE THE FUTURE WORKFORCE OF ARIZONA AN NUAL CEO SUMMIT THE FOURTH ANNUAL CEO SUMMIT WITH SALC'S PARTNER ORGANIZATIONS - GREATER P HOENIX LEADERSHIP AND THE NORTHERN ARIZONA LEADERSHIP ALLIANCE - TOOK PLACE IN SEPTEMBER THE AGENDA TOPICS INCLUDED THE 2020 ELECTION - SENIOR WRITERS AND CORRESPONDENTS FROM POL ITICO AND ROLL CALL SHARED THEIR INSIGHTS ON TOPICS SUCH AS PRESIDENT TRUMP'S RELATIONSHIP WITH THE MEDIA AND HIS LIKELY OPPONENT IN 2020, AND THE CURRENT TENSION WITHIN THE DEMOCRATIC PARTY BETWEEN CENTRISTS AND PROGRESSIVES AN UPDATE FROM WASHINGTON, D C - REPS O'HA LLERAN, STANTON AND SCHWEIKERT BRIEFED US ON THE ISSUES THEY ARE INVOLVED IN AT THE NATION AL LEVEL ON BEHALF OF ARIZONANS THE FUTURE OF EDUCATION FUNDING & TAX REFORM - FEATURED T HE ANALYSES OF THREE RENOWNED ECONOMISTS - DENNIS HOFFMAN, JIM ROUNDS AND ALAN MAGUIRE TH E CHANGING DEMOGRAPHICS OF ARIZONA - A PANEL OF EXPERTS SPOKE TO THE EFFECTS THE CHANGES W ILL HAVE IN ARIZONA MAYORAL PANEL - MAYORS EVANS, GALLEGU AND ROTHSCHILD DISCUSSED ECONOM IC DEVELOPMENT IN THEIR CITIES AN ADDRESS FROM GOVERNOR DUCEY

# 990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 2	GARRY BRAV AND DON BOURN HAVE A BUSINESS RELATIONSHIP LISA LOVALLO AND DAVID HUTCHENS HAVE A BUSINESS RELATIONSHIP

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 6	THERE ARE FIVE (5) CATEGORIES OF MEMBERSHIP THAT COMPRIZE SALC BUSINESS, COMMUNITY LEADER, EMERITUS, SPECIAL AND ASSOCIATE A BUSINESS 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 PARTICIPATION IN THE COUNCIL FROM ANY ONE COMPANY IS TO BE THE SENIOR INDIVIDUAL IN THE FIRM UPON RECOMMENDATION FROM THE MEMBERSHIP COMMITTEE AND WITH SPECIFIC BOARD APPROVAL ADDITIONAL INDIVIDUALS FROM A FIRM MAY BE CONSIDERED FOR MEMBERSHIP AS LONG AS THE INDIVIDUALS FIT THE CRITERIA OF A SENIOR EXECUTIVE OR PARTNER OF THE FIRM MEMBERS MUST REMAIN ACTIVE IN THEIR PRIMARY BUSINESS OR OCCUPATION OR, IN THE EVENT OF A CHANGE, MUST ASSUME A POSITION OF COMPARABLE STATUS AND INFLUENCE WITH ANOTHER FIRM OR IN ANOTHER OCCUPATION BUSINESS MEMBERS SHALL HAVE VOTING RIGHTS COMMUNITY LEADER MEMBERS SHALL BE INDIVIDUALS HOLDING POSITIONS OF SIGNIFICANT INFLUENCE IN THE COMMUNITY AND AREAS OF INTEREST TO SALC THESE MEMBERSHIPS ARE NORMALLY BASED ON THE INDIVIDUAL COMMUNITY LEADER MEMBERS SHALL HAVE VOTING RIGHTS EMERITUS MEMBERS ARE A VALUABLE RESOURCE TO SALC AND CAN MAKE SUBSTANTIAL CONTRIBUTIONS TO THE OPERATION OF THE ORGANIZATION AND OUR EFFECTIVENESS IN THE COMMUNITY WHEN MEMBERS IN GOOD STANDING RETIRE OR LEAVE THEIR PRINCIPAL POSITIONS WITH THEIR ORGANIZATIONS, THEY MAY BE OFFERED BY THE BOARD OF DIRECTORS THE OPPORTUNITY TO REMAIN AS MEMBERS EMERITI OF SALC AS LONG AS THEY PAY ANNUAL DUES AS ESTABLISHED BY THE BOARD OF DIRECTORS EMERITUS MEMBERS SHALL HAVE VOTING RIGHTS SPECIAL CATEGORIES OF MEMBERSHIP MAY BE ESTABLISHED BY A MAJORITY VOTE OF THE BOARD OF DIRECTORS ESTABLISHMENT OF A SPECIAL MEMBER CATEGORY IS INTENDED TO ADDRESS A UNIQUE BUSINESS QUALIFICATION, FOCUS OR INTEREST CONCERNING SALC AS IDENTIFIED BY THE BOARD SPECIAL MEMBERS SHALL HAVE VOTING RIGHTS ASSOCIATE MEMBERS SHALL BE INDIVIDUALS BELONGING TO AN ORGANIZATION OF INTEREST AS IDENTIFIED AND APPROVED BY THE BOARD OF DIRECTORS ASSOCIATE MEMBERSHIPS ALLOW POTENTIAL LEADERS THE OPPORTUNITY TO BE EXPOSED TO THE SENIOR LEADERS OF SALC AND ATTEND SALC MEETINGS ASSOCIATE MEMBERS CAN PARTICIPATE ON COMMITTEES, FOCUS AREAS AND ACTION TEAMS ASSOCIATE MEMBERS HAVE NO VOTING RIGHTS AND PAY NO DUES

# 990 Schedule O, Supplemental Information

Return Reference	Explanation
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 VOTING MEMBERS PRESENT AT THE ANNUAL MEETING. BALLOTS MAY ALSO BE SUBMITTED BY MAIL, EMAIL, OR OTHER MEANS PRIOR TO THE COMMENCEMENT OF THE MEETING.

# 990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11B	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.

# 990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 15	COMPENSATION FOR THE PRESIDENT & CEO AND VICE 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. COMPENSATION FOR 2019 WAS REVIEWED AND APPROVED BY THE GOVERNING BODY ON DECEMBER 11, 2018

# 990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION C, LINE 19	THE ORGANIZATION MAKES ITS GOVERNING DOCUMENTS AND FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC UPON REQUEST

# 990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART IX, LINE 11G	CONTRACT LABOR 45,466 PAYROLL PROCESSING FEES 2,271 CONSULTING 48,569 RETIREMENT PLAN MGMT 2,120