



MEMORANDUM

Date: April 27, 2022

To: The Honorable Chair and Members
Pima County Board of Supervisors

From: Jan Leshner 
County Administrator

Re: **Sun Corridor Inc. Quarterly Reporting**

The current contract approved by the Board of Supervisors requires its regional economic development partner, Sun Corridor, Inc., to provide quarterly reports that contain specific metrics to monitor the organization's performance and detail specific services it provides to Pima County. These reports have historically been reviewed by both Pima County Administration and Pima County Economic Development, the department which oversees Sun Corridor's contract, and were made available to members of the Board by request. It is appropriate that the Pima County Board of Supervisors receive these reports on a reoccurring basis and I will be furnishing them to the entire Board beginning with the attached current reporting period, which covers January 1, 2022 through March 31, 2022.

The contractual reporting metrics for Sun Corridor, Inc. include measures such as the number of direct and indirect jobs created; high wage job development progress; and levels of support for specific strategies contained within the 2019-2021 Pima County Economic Development Plan. The reports also document other specific services provided to Pima County such as advocacy with the Arizona Commerce Authority on behalf of Pima County and the interests of the region; marketing of Pima County economic development sites; and documenting prospective companies that have expressed interests in these County-owned assets.

Additionally, the quarterly reports include sensitive and proprietary information regarding business attraction clients that are considering locating or expanding in Pima County. As is the industry practice nationwide, the company names are disguised, for example – "Project Alpha," "Project Sarge," etc. This information is almost always covered by legally binding non-disclosure agreements executed between company representatives and Sun Corridor, Inc. I would ask that the Board limit any public discussion of actual companies considering relocating or expanding operations in Pima County.

I am available to provide any additional information the Board may require regarding these reports and staff in the Pima County Economic Development department are available for any question the Board may have.

JKL/dym

Attachment

c: Carmine DeBonis, Jr., Deputy County Administrator for Public Works
Heath Vescovi-Chiordi, Director Pima County Economic Development
Patrick Cavanaugh, Deputy Director Pima County Economic Development

3.4.3.1 – Performance Measurements in Exhibit A and E.

Exhibit A – Performance Goals and Services

1. Economic Development Goals

	<u>Jan–Mar</u>	<u>YTD</u>
1.1 Number of Direct Jobs Facilitated	25	769
1.2 Number of Indirect Jobs Facilitated	16	300
1.3 Number of Jobs in Targeted Industries	25	669
1.4 Number of Qualified Prospects	21	77
1.5 Earned Media Reach	69,963,609	168,404,304

2. Focus in the areas as outlined below and approved by the SCI Board of Directors.

- 2.1 High wage job development/sales and marketing
- 2.2 Capacity development/improve competitiveness

2.2.1 Lead virtual and in-person site selection sales missions.

On November 8 – 9, 2021, Sun Corridor Inc. led a delegation of public, private, and business leaders to Chicago to update site selectors, tax advisors and companies on the benefits of doing business in Southern Arizona.

On December 7, 2021, Sun Corridor Inc. participated in a virtual site selector sales mission with regional partners. The event was hosted by the Site Selector Guild.

On December 7 – 8, 2021, Sun Corridor Inc. participated in Economix, a national event that brings together site selection consultants with economic developers to discuss trends in the industry and best practices, as well as networking opportunities with site selectors.

On February 26, 2022, Sun Corridor Inc. joined the Arizona Commerce Authority at the Cologuard Classic to host site selectors visiting the Tucson region.

2.2.2 Continue emphasis on a strategy to increase FDI.

On February 28 – March 2, 2022, Sun Corridor Inc. participated in SME MINEXCHANGE Annual Conference in Salt Lake City with partners from the City of Tucson and Town of Sahuarita. SME MINEXCHANGE brings together more than 5500 mining industry professionals that represent companies from across the globe.

Sun Corridor Inc. continues to work with Business Sweden to bring a delegation of companies from Sweden to the region in April 2022 to learn more about the Tucson region and Southern Arizona. Business Sweden is jointly owned by the Swedish state and the Swedish business sector with a mandate and a mission to help international companies gain access to the Swedish market and help domestic ones utilize it as a platform for expansion. The focus of this visit is on the semiconductor industry. The planned visit is a direct result of the Executive Sales Mission to Chicago in November 2021.

2.2.3 Convene a regional COVID Recovery and Response Strategy Committee made up of regional leaders and promote the execution of the resulting Pivot Playbook Summary of Recommendations.

Sun Corridor Inc. has established a Pivot Playbook Implementation Committee, who plans to convene to discuss strategies and actions to execute the Pivot Playbook recommendations. This Implementation Committee is co-chaired by Steve Eggen and Lisa Lovallo.

On March 3 and March 31, 2022, as part of the implementation efforts, this committee re-convened for infrastructure updates/ presentations by the County and City.

3. Support Pima County Economic Development Plan through attraction, retention and expansion, and workforce expansion.

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Alpha	07/07/21
Sarge	07/14/21

Moving Target	08/03/21
Codex	08/04/21
Batman	08/05/21
Rockstar	08/07/21
Jane	08/09/21
Surfer	09/02/21
Gabriel	09/24/21
Big Rig	10/05/21
Chrome	10/06/21
Penny	10/07/21
Payload	10/12/21
Dream Lifter	10/19/21
House	10/19/21
Skylight	10/20/21
Batman	11/03/21
Alloy	11/15/21
Regal	12/02/21
Skyline	12/09/21
Cheek	12/13/21
Chrome	01/18/22
Sarge	01/24/22
Holly	01/31/22
Trout	02/10/22
Nebula	02/23/22
Nebula	03/10/22
Ventana	03/14/22
Sunny	03/29/22

<u>C. WIB and other Workforce Activity</u>	<u>Date</u>
WIB Board Meeting	08/13/21
WIB Planning Committee	08/19/21
WIB Board Meeting	09/10/21
Meeting with AZ at Work	09/17/21
WIB Planning Committee	09/29/21
WIB Board Meeting	10/08/21
WIB Planning Committee	11/18/21
WIB Board Meeting	11/19/21
WIB Board Meeting	12/10/21
WIB Board Meeting	01/14/22
WIB Board Meeting	02/11/22

WIB Planning Committee	02/17/22
WIB Board Meeting	03/11/22
WIB Planning. Committee	03/24/22

4. Regional collaboration with Pima County, Pima Association of Governments, and other jurisdictions in development and maintenance of regional economic and demographic data.

<u>A. Activity</u>	<u>Date</u>
City of Tucson ED Coordination Meeting	07/08/21
City of Tucson ED Coordination Meeting	09/01/21
Tech Park Tour and Coordination Meeting	09/13/21
ED Quarterly	09/16/21
Sahuarita ED Coordination Meeting	09/28/21
Oro Valley ED Coordination Meeting	09/30/21
City of Tucson ED Coordination Meeting	10/06/21
Pima County Supervisor Scott and Team	10/18/21
Pima County ED Team	10/22/21
Oro Valley ED Team FTZ discussion	11/19/21
Pima County ED Team	12/14/21
CBP FTZ discussion	12/14/21
ED Quarterly	12/16/21
City of Tucson ED Coordination Meeting	01/05/22
Sahuarita ED Coordination Meeting	01/06/22
Oro Valley ED Coordination Meeting	01/18/22
Economic Development Directors Meeting	03/31/22

5. Advocate for Pima County and regional interests with Arizona Commerce Authority (ACA) to increase information sharing and understanding of Pima County’s business resources and opportunities with objective of increasing quality, speed, and number of ACA referrals, as well as ACA incentives in Pima County.

See 3.4.3.6

6. Identify regional business development opportunities and competitive deficiencies within Pima County and convene both public and private groups to address opportunities and weaknesses.

Discussed during quarterly meetings among the County Manager and SCI CEO, as well as during monthly meetings among County and SCI staff.

7. Work with other economic development-related groups to support the economic development mission of Pima County, such as marketing and promotion of the assets of TAA. Collaborate with regional partners that support the economic development mission of Pima County and SCI such as, but not limited to, Visit Tucson and TAA.

See 3.4.3.10 for Visit Tucson related activity

<u>Activity</u>	<u>Date</u>
AAED Economic Development Update	07/21/21
TAA Comm./Ind. Business Implementation Plan	09/21/21
Rotary Club Economic Development Update	10/01/21
TAA Project Review	10/18/21
AAED Southern AZ Lunch	01/19/22
CCIM Southern AZ Forecast	02/24/22

3.4.3.2 – Pipeline Report

See Pipeline Report Attachment A
 See Success Report Attachment B

3.4.3.3 – List of prospects that showed interest in County-owned properties (identified in 3.2.10) and details on each prospect.

See Pima County Property Report Attachment C

3.4.3.4 – Unusual events or items of note. Explanation of benchmark dates not achieved.

N/A

3.4.3.5 – Meetings to discuss performance goals/services that are not met or actively pursued.

N/A

3.4.3.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives provided by the ACA to the client for successful attraction projects and the reason for unsuccessful attraction projects.

See ACA Pipeline Report Attachment D
 See ACA Success Report Attachment E
 See ACA Closed/Lost Report Attachment F

3.4.3.7 – A report detailing reasons (if known) of why key prospects did not select the region during site selection.

See Closed/Lost Reason Report Attachment G

3.4.3.8 – Recommendations as to how the County and the region can improve competitiveness and responses to prospects.

Ongoing discussions during quarterly meetings with the County Manager and SCI CEO, as well as during monthly meetings among County and SCI staff.

3.4.3.9 – A report detailing the marketing activities conducted in the previous quarter.

Staff began development of the October “Select the Sun Corridor” newsletter content. County property promotion to be included. The newsletter was sent out on 10/29/21 to 1,500 site selectors.

Staff developed and sent out the January “Select the Sun Corridor” newsletter content. County property promotion was included. The newsletter was sent out on 1/27/22 to 1,500 site selectors.

Sun Corridor Inc. web site sessions and users YTD:

Website Metrics: All Visitors

Month	Sessions	Users
Jul 2021	2,530	2,026
Aug 2021	2,674	2,187
Sep 2021	2,982	2,474
Oct 2021	2,709	2,263
Nov 2021	2,230	1,920
Dec 2021	2,792	2,439

Sun Corridor Inc. web site sessions and users for Q3 include:

Website Metrics: All Visitors

Month	Sessions	Users
Jan 2022	3,126	2,697
Feb 2022	2,770	2,275
March 2022	2,782	2,410

In August, DCI began its second year of the national PR contract.

DCI stories during Q1 include:

- The Washington Post – August 4, 2021 Circ: 67,182,056
“Tucson’s new tourist attractions range from Aztec art to space rocks”
- Logistics Management – August 4, 2021 Circ: 92,463
“Industrial Real Estate in Short Supply”
- Area Development Online – August 22, 2021. Circ: 45,000
“U.S. Space Race Propels the Nation to New Heights”

DCI stories generated during Q2 include:

- American City and County – November 16, 2021 Circ: 28,000
“Pima County Trails, Greenways and Parks Infrastructure Projects”
- Los Angeles Times – December 26, 2021 Circ: 26,824,611
Opinion: “California’s keenest competition for innovation sector jobs? Other bluish western states”
- Mining.com – December 29, 2021 Circ: 1,040, 265
“World's first school for holistic mining management incorporates ESG agenda”

DCI stories generated during Q3 include:

Forbes.com - January 12, 2022 Circ: 68,926,390
[This Unesco City of Gastronomy is Developing a Culinary Heritage Collective](#)

Edsurge – January 13, 2022 Circ: 200,871
[What Does It Take to Train Single Moms for Good Careers?](#)

3.4.3.10 – Report identifying collaborative activities with Visit Tucson, as required in paragraph 3.2.8.

<u>Activity</u>	<u>Date</u>
Visit Tucson Executive Committee	8/10/21
Visit Tucson Board of Directors Mixer	8/18/21
Visit Tucson Board of Directors Meeting	8/19/21
Visit Tucson Executive Committee	9/14/21
Visit Tucson Management Review	9/17/21
Visit Tucson President Search Committee	10/12/21
	10/18/21
	10/27/21
	11/3/21
	11/19/21
	11/29/21
	12/3/21
	12/7/21
Visit Tucson Board of Directors Meeting	10/21/21
Visit Tucson Board of Directors Meeting	12/16/21
Visit Tucson Executive Committee	1/1/22
Visit Tucson AZLTA Meeting	1/14/22
Visit Tucson Executive Committee	2/8/22
Visit Tucson Board Retreat	2/10/22

Attachments

- Attachment A – Pipeline Report
- Attachment B – Success Report
- Attachment C – Pima County Property Report
- Attachment D – ACA Pipeline Report
- Attachment E – ACA Success Report
- Attachment F – ACA Closed/Lost Report
- Attachment G – Closed/Lost Reason Report

Attachment A - Pipeline Report
Reporting Period: January 1 - March 31, 2022

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction /Expansion	Date Added to Pipeline	Owner Name
2021052	Prospect	Tera	Unknown	Manufacturing		Build-to-Suit				ACA	BA	29-Jan-21	Susan Dumon
2021064	Prospect	Wilbur	Healthcare	Back Office - Call Center		Existing	150	\$ 40,000	\$ 500,000	Site Selector	BA	3-Mar-21	Susan Dumon
2021070	Prospect	Independence	Consumer Products	Manufacturing		Build-to-Suit	500	\$ 70,000	\$ 1,205,000,000	ACA	BA	17-May-21	Jeff Powell
2021074	Prospect	Sky	Aerospace & Defense	Other		Existing	100			Company	BA	18-Jun-21	Daniela Gallagher
2122002	Prospect	Clutch	Automotive	Manufacturing	100,000	Either	200	\$ 55,000	\$ 120,000,000	ACA	BA	1-Jul-21	Jeff Powell
2122009	Prospect	Ecosphere	Automotive	Manufacturing	1,600,000	Build-to-Suit	146		\$ 10,000,000	ACA	BA	2-Jul-21	Jeff Powell
2122010	Prospect	Gader	Unknown	Manufacturing	60,000	Either	296	\$ 51,339	\$ 12,000,000	ACA	BA	2-Jul-21	Jeff Powell
2122012	Prospect	Dente	Bioscience	Manufacturing	200,000	Either	400	\$ 47,000	\$ 175,000,000	ACA	BA	19-Jul-21	Jeff Powell
2122017	Prospect	Singularity	Other	Manufacturing	40,000-80,000	Existing	225	\$ 50,000	\$ 75,000,000	ACA	BA	3-Aug-21	Jeff Powell
2122021	Prospect	Walleye 1 & 2	Unknown	Other		Build-to-Suit	160	\$ 75,000	\$ 3,000,000,000	ACA	BA	9-Aug-21	Jeff Powell
2122023	Prospect	Maple Leaf	Other	Manufacturing	15,000	Existing	30	\$ 61,167	\$ 1,070,000	ACA	BA	20-Aug-21	Jeff Powell
2122025	Prospect	Hoosier	Unknown	Distribution Center	200,000	Either	75			SCI Board Member	BA	25-Aug-21	Susan Dumon
2122028	Prospect	Aries	Aerospace & Defense	Manufacturing	1,200,000	Build-to-Suit	1400	\$ 75,000	\$ 800,000,000	ACA	BA	2-Sep-21	Jeff Powell
2122030	Prospect	Major	Other	Manufacturing		Build-to-Suit	2000	\$ 65,000	\$ 1,000,000,000	ACA	BA	8-Sep-21	Jeff Powell
2122034	Prospect	Black Bear	Other	Manufacturing	150,000-300,000	Existing	143	\$ 38,000	\$ 55,000,000	ACA	BA	14-Sep-21	Jeff Powell
2122036	Prospect	Orthus	Other	Manufacturing	100,000	Either	91	\$ 66,464	\$ 12,242,595	ACA	BA	4-Oct-21	Jeff Powell
2122037	Prospect	Skylight	Consumer Products	Manufacturing	70,000	Build-to-Suit	50		\$ 5,000,000	Local Broker	BE	1-Oct-21	Daniela Gallagher
2122038	Prospect	Payload	Aerospace & Defense	Other		Build-to-Suit				Regional Partner	BE	12-Oct-21	Susan Dumon
2122040	Prospect	Earth	Automotive	Manufacturing		Existing	440		\$ 410,000,000	ACA	BA	18-Oct-21	Jeff Powell
2122041	Prospect	Laser	Aerospace & Defense	Manufacturing	50,000	Existing		\$ 41,000		Regional Partner	BA	19-Oct-21	Daniela Gallagher
2122046	Prospect	Viking	Transportation & Logistics	Advanced Business Services	5,000-20,000	Existing	200	\$ 89,000	\$ 2,300,000	ACA	BA	3-Nov-21	Jeff Powell
2122048	Prospect	Southern Expr	Unknown	Manufacturing		Build-to-Suit	100	\$ 60,000	\$ 400,000,000	ACA	BA	9-Nov-21	Jeff Powell
2122051	Prospect	Gemeni	Aerospace & Defense	Manufacturing	50,000 - 100,000	Either	60	\$40 - \$62,400	\$ 60,000,000	Company	BA	30-Nov-21	Jeff Powell
2122052	Prospect	Fan	Consumer Products	Manufacturing	200,000	Either	200	\$ 50,000		ACA	BA	30-Nov-21	Daniela Gallagher
2122054	Prospect	Acrylic	Other	Manufacturing	50,000	Existing	10	Unknown	Unknown	Company	BA	7-Dec-21	Jeff Powell
2122057	Prospect	Flag	Automotive	Manufacturing		Build-to-Suit	1000	\$ 136,000	\$ 1,800,000,000	ACA	BA	5-Jan-22	Daniela Gallagher
2122059	Prospect	Silo	Renewable & Mining Techn	Manufacturing	200,000	Either				Regional Partner	BA	18-Jan-22	Susan Dumon
2122061	Prospect	Cygnus	Other	Manufacturing	2,000,000	Build-to-Suit	1000		\$ 1,100,000,000	ACA	BA	20-Jan-22	Jeff Powell
2122062	Prospect	Sunny	Automotive	Manufacturing	120,000	Existing	75		\$ 75,000,000	Company	BE	24-Jan-22	Susan Dumon
2122063	Prospect	Safe	Other	Manufacturing	250,000-500,000	Existing	100	\$ 55,000	\$ 300,000,000	ACA	BA	26-Jan-22	Jeff Powell
2122064	Prospect	Cylinder	Other	Manufacturing		Build-to-Suit	304	\$ 72,973	\$ 307,000,000	ACA	BA	3-Feb-22	Jeff Powell
2122065	Prospect	Denim	Other	Manufacturing	30,000 SF	Existing	50	\$15-\$17/hr	TBD	Site Selector	BA	11-Feb-22	Susan Dumon
2122066	Prospect	Creedence	Other	Manufacturing	75,000	Existing	289	\$ 50,000		ACA	BA	18-Feb-22	Daniela Gallagher
2122068	Prospect	Windward	Healthcare	Other		Existing	80			Site Selector	BA	8-Mar-22	Daniela Gallagher
2122069	Prospect	Power	Other	Industrial - Other	300,000	Existing				ACA	BA	11-Mar-22	Jeff Powell
2122070	Prospect	York	Consumer Products	Manufacturing	15,000	Existing	26	\$ 45,000	\$ 1,150,000	ACA	BA	14-Mar-22	Jeff Powell
2122071	Prospect	Blue	Other	Other		Build-to-Suit	70		\$ 3,000,000,000	ACA	BA	15-Mar-22	Jeff Powell
2122072	Prospect	FYEO	Consumer Products	Manufacturing		Build-to-Suit	400	\$ 57,000	\$ 250,000,000	ACA	BA	15-Mar-22	Jeff Powell
2122073	Prospect	FAB3	Other	Manufacturing		Build-to-Suit	470	\$ 65,000	\$ 825,000,000	ACA	BA	15-Mar-22	Jeff Powell
2122075	Prospect	Gunny	Other	Manufacturing	700,000	Either	2000	\$ 92,750	\$ 1,500,000,000	ACA	BA	29-Mar-22	Jeff Powell
2122076	Prospect	Marco	Unknown	Manufacturing		Build-to-Suit	1000			ACA	BA	30-Mar-22	Susan Dumon
2122077	Prospect	Homecoming	Automotive	Manufacturing	7,000	Existing	50			Company	BA	30-Mar-22	Susan Dumon
2021065	Client	Darwin	Unknown	Manufacturing		Build-to-Suit	5200		\$ 3,200,000,000	ACA	BA	26-Mar-21	Daniela Gallagher
2021073	Client	Buffalo	Aerospace & Defense	Industrial - Other	30,000	Build-to-Suit	80	\$ 48,000	\$ 2,700,000	Regional Partner	BA	28-May-21	Susan Dumon
2021075	Client	Jane	Aerospace & Defense	Manufacturing	300,000-500,000	Either	906		\$ 125,525,000	ACA	BA	14-Jun-21	Daniela Gallagher

** New Opportunities for the Quarter are in BOLD

Attachment A - Pipeline Report
Reporting Period: January 1 - March 31, 2022

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction /Expansion	Date Added to Pipeline	Owner Name
2122004	Client	Rockstar	Aerospace & Defense	Distribution Center	75,000	Either	75			Regional Partner	BA	1-Jul-21	Daniela Gallagher
2122006	Client	Dreamlifter	Aerospace & Defense	Manufacturing		Existing	170	\$ 51,382		Company	BE	12-Jul-21	Jeff Powell
2122013	Client	Warehouse	Transportation & Logistics	Distribution Center	250,000	Build-to-Suit	100	\$ 31,200		Local Broker	BE	20-Jul-21	Daniela Gallagher
2122016	Client	Batman	Other	Other		Build-to-Suit	60		\$ 22,000,000	Local Broker	BA	28-Jul-21	Susan Dumon
2122024	Client	Surfer	Aerospace & Defense	Manufacturing	100,000	Existing	500			Regional Partner	BA	24-Aug-21	Daniela Gallagher
2122027	Client	Big Rig	Other	Manufacturing	500,000	Either	500	\$ 50,000	\$ 60,000,000	ACA	BA	1-Sep-21	Jeff Powell
2122031	Client	Nebula	Other	Manufacturing	500,000	Existing	1000		\$ 500,000,000	Site Selector	BA	10-Sep-21	Susan Dumon
2122042	Client	Heart	Bioscience	Manufacturing		Existing	40			Local Broker	BE	19-Oct-21	Daniela Gallagher
2122043	Client	House	Financial Services/Insurance	Advanced Business Services - HQ		Existing				Local Broker	BE	20-Oct-21	Daniela Gallagher
2122055	Client	Cheek	Consumer Products	Distribution Center	72,000	Either				SCI Board Member	BE	15-Dec-21	Daniela Gallagher
2122060	Client	Holly	Automotive	Industrial - Other	200,000	Build-to-Suit	500	\$ 37,050		Local Broker	BA	20-Jan-22	Daniela Gallagher
1920029	Short-List	Penny	Aerospace & Defense	Industrial - Other	199,000	Build-to-Suit	115	\$ 50,322	\$ 41,400,000	Company	BE	12-Nov-19	Susan Dumon
2021008	Short-List	Gabriel	Other	Manufacturing	240,000	Existing	175	\$ 61,749	\$ 48,597,000	Regional Partner	BA	28-Jul-20	Susan Dumon
2021027	Short-List	Flower	Consumer Products	Manufacturing	250,000	Existing	125			Local Broker	BA	21-Oct-20	Daniela Gallagher
2021076	Short-List	Sarge	Aerospace & Defense	Manufacturing		Existing	140	\$ 63,517	\$ 29,092,726	Company	BE	14-Jun-21	Susan Dumon
2122026	Short-List	Chrome	Consumer Products	Manufacturing	100,000	Existing	150	\$ 50,000	\$ 5,000,000	ACA	BA	25-Aug-21	Susan Dumon
2122045	Short-List	Trout	Automotive	Manufacturing	100,000	Either	31	\$ 50,000	\$ 40,000,000	Site Selector	BA	2-Nov-21	Daniela Gallagher
2122050	Short-List	Skyline	Healthcare	Back Office - Call Center		Existing	300			Site Selector	BA	23-Nov-21	Susan Dumon
2122074	Short-List	Coating	Bioscience	Manufacturing	13,000	Existing	15	\$ 72,312	\$ 1,325,000	Regional Partner	BA	21-Mar-22	Susan Dumon

**** New Opportunities for the Quarter are in BOLD**

Attachment B - Success Report
Reporting Period: January 1 - March 31, 2022

SCI Number	Opportunity Name	Organization	Industry	Operation Type	Lead_Source	Project Origin	Square Feet	Total Jobs-5 years	Average Annual Salary	CapEx - Total	Attraction /Expansion	Date Closed	Owner Name
2021066	Moving Target	PackDash	Transportation & Logistics	Distribution Center	Regional Partner	Illinois	6,000	50	\$ 47,656	\$ 150,000	BA	13-Aug-21	Daniela Gallagher
2021057	Marinara	Amazon	Transportation & Logistics	Distribution Center	Company	Washington	220,000	400	\$ 31,200	\$ 32,000,000	BE	14-Sep-21	Daniela Gallagher
2122014	Emperor	Imperial Brown	Other	Manufacturing	SCI Board Membe	Oregon	100,000	100	\$ 39,253	\$ 3,000,000	BA	16-Sep-21	Daniela Gallagher
2021017	Aga	Eurofins Donor Testing Services	Bioscience	Other	Local Broker	Colorado	15,000	24	\$ 55,000	\$ 3,000,000	BA	30-Nov-21	Susan Dumon
1819036	Alpha	Leonardo Electronics Inc.	Aerospace & Defense	Manufacturing	ACA	Arizona	120,000	170	\$ 50,522	\$ 100,000,000	BE	15-Dec-21	Susan Dumon
2122003	Regal	Reglagene	Bioscience	R&D	Company	Arizona	5,000	5	\$ 100,000	\$ -	BE	8-Feb-22	Daniela Gallagher
2122049	Ventana	PowerPhotonic Ltd.	Aerospace & Defense	Manufacturing	Regional Partner	Europe	14,000	20	\$ 94,500	\$ 6,090,000	BA	30-Mar-22	Susan Dumon
TOTAL								769	\$ 40,425	\$ 144,240,000			

*New Opportunities for the Quarter are in BOLD

**Project Omni 2 was a retention project. No new jobs or investment were added.

Attachment C - Pima County Property Report
Reporting Period: January 1 - March 31, 2022

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Total Jobs 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Pima County Properties	Attraction/Expansion	Date Added to Pipeline	Owner Name
2021070	Prospect	Independence	Consumer Products	Manufacturing		500	\$ 70,000	\$ 1,205,000,000	ACA	Aerospace Research Campus	BA	17-May-21	Jeff Powell
2122002	Prospect	Clutch	Automotive	Manufacturing	100,000	200	\$ 55,000	\$ 120,000,000	ACA	Aerospace Research Campus	BA	1-Jul-21	Jeff Powell
2122012	Prospect	Dente	Bioscience	Manufacturing	200,000	400	\$ 47,000	\$ 175,000,000	ACA	Aerospace Research Campus	BA	19-Jul-21	Jeff Powell
2122030	Prospect	Major	Other	Manufacturing		2000	\$ 65,000	\$ 1,000,000,000	ACA	Aerospace Research Campus	BA	8-Sep-21	Jeff Powell
2122040	Prospect	Earth	Automotive	Manufacturing		440		\$ 410,000,000	ACA	Aerospace Research Campus	BA	18-Oct-21	Jeff Powell
2122051	Prospect	Gemeni	Aerospace & Defense	Manufacturing	50,000 - 100	60	\$37,440 - \$	\$ 60,000,000	Company	Aerospace Research Campus	BA	30-Nov-21	Jeff Powell
2122057	Prospect	Flag	Automotive	Manufacturing		1000	\$ 136,000	\$ 1,800,000,000	ACA	Aerospace Research Campus	BA	5-Jan-22	Daniela Gallagher
2122061	Prospect	Cygnus	Other	Manufacturing	2,000,000	1000		\$ 1,100,000,000	ACA	Aerospace Research Campus	BA	20-Jan-22	Jeff Powell
2122071	Prospect	Blue	Other	Other		70		\$ 3,000,000,000	ACA	Aerospace Research Campus	BA	15-Mar-22	Jeff Powell
2122075	Prospect	Gunny	Other	Manufacturing	700,000	2000	\$ 92,750	\$ 1,500,000,000	ACA	Aerospace Research Campus	BA	29-Mar-22	Jeff Powell
2021075	Client	Jane	Aerospace & Defense	Manufacturing	300,000-500	906		\$ 125,525,000	ACA	Aerospace Research Campus	BA	14-Jun-21	Daniela Gallagher
2122031	Client	Nebula	Other	Manufacturing	500,000	1,000		\$ 500,000,000	Site Selector	Aerospace Research Campus	BA	10-Sep-21	Susan Dumon
2122045	Short-List	Trout	Automotive	Manufacturing	100,000	31	\$ 50,000	\$40,000,000	Site Selector	Aerospace Research Campus	BA	2-Nov-21	Daniela Gallagher

****New Opportunities for the Quarter are in BOLD**

Attachment D - ACA Pipeline Report
Reporting Period: January 1 - March 31, 2022

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
2021052	2Prospect	Tera	Unknown	Manufacturing		Build-to-Suit				ACA	BA	29-Jan-21	Susan Dumon
2021070	2Prospect	Independence	Consumer Products	Manufacturing		Build-to-Suit	500	\$ 70,000	\$ 1,205,000,000	ACA	BA	17-May-21	Jeff Powell
2122002	2Prospect	Clutch	Automotive	Manufacturing	100,000	Either	200	\$ 55,000	\$ 120,000,000	ACA	BA	1-Jul-21	Jeff Powell
2122009	2Prospect	Ecosphere	Automotive	Manufacturing	1,600,000	Build-to-Suit	146		\$ 10,000,000	ACA	BA	2-Jul-21	Jeff Powell
2122010	2Prospect	Gader	Unknown	Manufacturing	60,000	Either	296	\$ 51,339	\$ 12,000,000	ACA	BA	2-Jul-21	Jeff Powell
2122012	2Prospect	Dente	Bioscience	Manufacturing	200,000	Either	400	\$ 47,000	\$ 175,000,000	ACA	BA	19-Jul-21	Jeff Powell
2122017	2Prospect	Singularity	Other	Manufacturing	40,000-80,000	Existing	225	\$ 50,000	\$ 75,000,000	ACA	BA	3-Aug-21	Jeff Powell
2122021	2Prospect	Walleye 1 & 2	Unknown	Other		Build-to-Suit	160	\$ 75,000	\$ 3,000,000,000	ACA	BA	9-Aug-21	Jeff Powell
2122023	2Prospect	Maple Leaf	Other	Manufacturing	15,000	Existing	30	\$ 61,167	\$ 1,070,000	ACA	BA	20-Aug-21	Jeff Powell
2122028	2Prospect	Aries	Aerospace & Defense	Manufacturing	1,200,000	Build-to-Suit	1,400	\$ 75,000	\$ 800,000,000	ACA	BA	2-Sep-21	Jeff Powell
2122030	2Prospect	Major	Other	Manufacturing		Build-to-Suit	2,000	\$ 65,000	\$ 1,000,000,000	ACA	BA	8-Sep-21	Jeff Powell
2122034	2Prospect	Black Bear	Other	Manufacturing	150,000-300,000	Existing	143	\$ 38,000	\$ 55,000,000	ACA	BA	14-Sep-21	Jeff Powell
2122036	2Prospect	Orthus	Other	Manufacturing	100,000	Either	91	\$ 66,464	\$ 12,242,595	ACA	BA	4-Oct-21	Jeff Powell
2122040	2Prospect	Earth	Automotive	Manufacturing		Existing	440		\$ 410,000,000	ACA	BA	18-Oct-21	Jeff Powell
2122046	2Prospect	Viking	Transportation & Logistics	Advanced Business Service	5,000-20,000	Existing	200	\$ 89,000	\$ 2,300,000	ACA	BA	3-Nov-21	Jeff Powell
2122048	2Prospect	Southern Expr	Unknown	Manufacturing		Build-to-Suit	100	\$ 60,000	\$ 400,000,000	ACA	BA	9-Nov-21	Jeff Powell
2122052	2Prospect	Fan	Consumer Products	Manufacturing	200,000	Either	200	\$ 50,000		ACA	BA	30-Nov-21	Daniela Gallagher
2122057	2Prospect	Flag	Automotive	Manufacturing		Build-to-Suit	1,000	\$ 136,000	\$ 1,800,000,000	ACA	BA	5-Jan-22	Daniela Gallagher
2122061	2Prospect	Cygnus	Other	Manufacturing	2,000,000	Build-to-Suit	1,000		\$ 1,100,000,000	ACA	BA	20-Jan-22	Jeff Powell
2122063	2Prospect	Safe	Other	Manufacturing	250,000-500,000	Existing	100	\$ 55,000	\$ 300,000,000	ACA	BA	26-Jan-22	Jeff Powell
2122064	2Prospect	Cylinder	Other	Manufacturing		Build-to-Suit	304	\$ 72,973	\$ 307,000,000	ACA	BA	3-Feb-22	Jeff Powell
2122066	2Prospect	Creedence	Other	Manufacturing	75,000	Existing	289	\$ 50,000		ACA	BA	18-Feb-22	Daniela Gallagher
2122069	2Prospect	Power	Other	Industrial - Other	300,000	Existing				ACA	BA	11-Mar-22	Jeff Powell
2122070	2Prospect	York	Consumer Products	Manufacturing	15,000	Existing	26	\$ 45,000	\$ 1,150,000	ACA	BA	14-Mar-22	Jeff Powell
2122071	2Prospect	Blue	Other	Other		Build-to-Suit	70		\$ 3,000,000,000	ACA	BA	15-Mar-22	Jeff Powell
2122072	2Prospect	FYEO	Consumer Products	Manufacturing		Build-to-Suit	400	\$ 57,000	\$ 250,000,000	ACA	BA	15-Mar-22	Jeff Powell
2122073	2Prospect	FAB3	Other	Manufacturing		Build-to-Suit	470	\$ 65,000	\$ 825,000,000	ACA	BA	15-Mar-22	Jeff Powell
2122075	2Prospect	Gunny	Other	Manufacturing	700,000	Either	2,000	\$ 92,750	\$ 1,500,000,000	ACA	BA	29-Mar-22	Jeff Powell
2122076	2Prospect	Marco	Unknown	Manufacturing		Build-to-Suit	1,000			ACA	BA	30-Mar-22	Susan Dumon
2021065	3Client	Darwin	Unknown	Manufacturing		Build-to-Suit	5,200		\$ 3,200,000,000	ACA	BA	26-Mar-21	Daniela Gallagher
2021075	3Client	Jane	Aerospace & Defense	Manufacturing	300,000-500,000	Either	906		\$ 125,525,000	ACA	BA	14-Jun-21	Daniela Gallagher
2122027	3Client	Big Rig	Other	Manufacturing	500,000	Either	500	\$ 50,000	\$ 60,000,000	ACA	BA	1-Sep-21	Jeff Powell
2122026	4Short-List	Chrome	Consumer Products	Manufacturing	100,000	Existing	150	\$ 50,000	\$ 5,000,000	ACA	BA	25-Aug-21	Susan Dumon

****New Opportunities for the quarter are in BOLD**

Attachment E - ACA Success Report
Reporting Period: January 1 - March 31, 2022

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Attraction/Expansion	Date Closed	Owner Name
1819036	Alpha	Aerospace & Defense	Manufacturing	ACA	Arizona	120,000	170	\$ 50,522	\$ 100,000,000	BE	15-Dec-21	Susan Dumon

****New Opporunities for the Quarter are in BOLD**

Attachment F - ACA Closed.Lost Report
Reporting Period: January 1 - March 31, 2022

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	State Reason	Attraction/Expansion	Date Closed	Owner Name
2122005	A	Unknown	Manufacturing	ACA	Unknown		500	\$ 75,000	\$ 1,500,000,000	Insufficient Real Estate	BA	2-Jul-21	Susan Dumon
2021028	Humanity	Bioscience	Manufacturing	ACA	Unknown	60,000-68,000	205	\$ 75,000	\$ 50,000,000	Client Unresponsive	BA	6-Jul-21	Daniela Gallagher
2021012	Wolf	Other	Manufacturing	ACA	Unknown	1,600,000	450	\$ 41,000	\$ 500,000,000	Project Canceled	BA	6-Jul-21	Daniela Gallagher
2021053	Ice Age	Unknown	Advanced Business Service	ACA	Unknown	40,000 - 80,000	750	\$ 60,000	\$ 15,000,000	Unknown	BA	7-Jul-21	Daniela Gallagher
2021054	Rollout	Consumer Products	Distribution Center	ACA	Unknown		100	Unknown	\$ 50,000,000	Unknown	BA	7-Jul-21	Daniela Gallagher
2021045	New Era	Unknown	Manufacturing	ACA	Unknown		1000	\$ 75,000	\$ 1,000,000,000	Client Unresponsive	BA	4-Aug-21	Daniela Gallagher
1920048	Invar	Aerospace & Defense	Manufacturing	ACA	California	120,000	85	\$ 68,640	\$ 5,000,000	Client Unresponsive	BA	18-Aug-21	Daniela Gallagher

****New Opporunities for the Quarter are in BOLD**

Attachment G - Closed/ Lost Reason Report
Reporting Period: January 1 - March 31, 2022

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	State Reason	Date Closed	Owner Name
1920052	Magenta	Aerospace & Defense	Other	Company	Europe					Client Unresponsive	26-Jan-21	Daniela Gallagher
2021037	Bright	Other	Manufacturing	Company	California					Client Unresponsive	12-Feb-21	Daniela Gallagher
2021013	French	Aerospace & Defense	R&D	ACA	Arizona	12,000	20	\$ 45,000		Client Unresponsive	19-Feb-21	Daniela Gallagher
1718010	Em	Aerospace & Defense	Manufacturing	Company	Arizona	25,000	30			Client Unresponsive	1-Mar-21	Daniela Gallagher
1920089	Q	Aerospace & Defense	Manufacturing	Company	Arizona	50,000	150			Client Unresponsive	1-Mar-21	Daniela Gallagher
1920082	Extruder	Automotive	Manufacturing	Company	Michigan	75,000	225			Other - See Other Info for Det	11-Mar-21	Daniela Gallagher
2021005	Bogen	Bioscience	Manufacturing	Local Broker	California		10	\$ 48,000		Unknown	5-Apr-21	Daniela Gallagher
1920075	Genuine	Unknown	Manufacturing	ACA	Unknown	able to 200,000	33	\$ 41,191		Insufficient Infrastructure	21-Apr-21	Susan Dumon
2021040	Jupiter 2	Bioscience	Manufacturing	ACA	Unknown	200,000	300	\$ 50,000	\$ 25,000,000	Insufficient Real Estate	21-Apr-21	Susan Dumon
2021051	Roadtrip	Automotive	Manufacturing	ACA	Unknown	300,000	1400	\$ 45,000	\$ 40,000,000	Lack of Financing	21-Apr-21	Susan Dumon
2021063	Tango	Aerospace & Defense	Manufacturing	GSLI	California	100,000	250	\$ 50,000		Project Canceled	29-Apr-21	Susan Dumon
2021033	Diamond	Consumer Products	Manufacturing	SCI Board Member	Colorado					Project Canceled	17-May-21	Daniela Gallagher
2021041	Buckshot 2	Consumer Products	Manufacturing	Local Broker	Wisconsin	521,000	191	\$ 37,415	\$ 286,811,984	Insufficient Real Estate	27-May-21	Susan Dumon
1920080	Explorer	Aerospace & Defense	Manufacturing	ACA	Europe	2,000	50	\$ 50,000		Unknown	27-May-21	Susan Dumon
1920078	Juno	Unknown	Manufacturing	ACA	California	30,000 - 120,000	60	\$ 50,000	\$ 5,000,000	Unknown	27-May-21	Susan Dumon
2021026	Jupiter	Automotive	Industrial - Other	ACA	Unknown	50,000-150,000	150	\$ 60,000	\$ 20,000,000	Unknown	27-May-21	Susan Dumon
2021046	Rose	Consumer Products	Manufacturing	ACA	Unknown	1,100,000	1000	\$ 41,215	\$ 25,000,000	Insufficient Real Estate	27-May-21	Susan Dumon
2021038	Washboard	Other	Manufacturing	ACA	Unknown		125	\$ 50,000	\$ 150,000,000	Unknown	27-May-21	Susan Dumon
1920053	Robot	Aerospace & Defense	Manufacturing	Regional Partner	Colorado					Client Unresponsive	15-Jun-21	Daniela Gallagher
2021039	Pathway	Other	Manufacturing	Site Selector	Unknown	30,000 - 50,000	38	7.50 hourly	\$ 2,500,000	Project Canceled	22-Jun-21	Daniela Gallagher
2021025	Quick Ship	Transportation & Logistics	Distribution Center	GSLI	Unknown	00,000-200,000	100	Unknown	\$ 15,000,000		29-Jun-21	Daniela Gallagher
2021049	Smile	Transportation & Logistics	Distribution Center	SCI Board Member	Arizona		1500	\$ 31,200			29-Jun-21	Daniela Gallagher
1920079	Aniram	Aerospace & Defense	Manufacturing	ACA	California	ion to 1,000,000	1600	\$ 100,000	\$ 250,000,000	Unknown	30-Jun-21	Susan Dumon
1920007	Grayling	Financial Services/Insurance	Back Office - Call Center (En	Site Selector	Minnesota	67,500	450	\$ 41,700	\$ 5,000,000	Project Canceled	30-Jun-21	Susan Dumon
2122005	A	Unknown	Manufacturing	ACA	Unknown		500	\$ 75,000	\$ 1,500,000,000	Insufficient Real Estate	2-Jul-21	Susan Dumon
2021028	Humanity	Bioscience	Manufacturing	ACA	Unknown	60,000-68,000	205	\$ 75,000	\$ 50,000,000	Client Unresponsive	6-Jul-21	Daniela Gallagher
2021067	Odin	Other	Manufacturing	Company	Montana	450,000	1700			Lack of Financing	6-Jul-21	Daniela Gallagher
2021012	Wolf	Other	Manufacturing	ACA	Unknown	1,600,000	450	\$ 41,000	\$ 500,000,000	Project Canceled	6-Jul-21	Daniela Gallagher
2021053	Ice Age	Unknown	Advanced Business Services	ACA	Unknown	40,000 - 80,000	750	0 - \$60,000	\$ 15,000,000	Unknown	7-Jul-21	Daniela Gallagher
2021054	Rollout	Consumer Products	Distribution Center	ACA	Unknown		100	Unknown	\$ 50,000,000	Unknown	7-Jul-21	Daniela Gallagher
2021045	New Era	Unknown	Manufacturing	ACA	Unknown		1000	\$ 75,000	\$ 1,000,000,000	Client Unresponsive	4-Aug-21	Daniela Gallagher
1819080	SolarEdge	Renewable & Mining	Manufacturing	Regional Partner	California	150,000	250			Client Unresponsive	12-Aug-21	Daniela Gallagher
2021044	Cargo Door	Aerospace & Defense	Manufacturing	Company	Other					Project Canceled	17-Aug-21	Daniela Gallagher
1920048	Invar	Aerospace & Defense	Manufacturing	ACA	California	120,000	85	\$ 68,640	\$ 5,000,000	Client Unresponsive	18-Aug-21	Daniela Gallagher
2021062	Raven	Unknown	Manufacturing	ACA	Unknown	400,000	220	\$ 45,000	\$ 450,000,000	Unknown	9-Nov-21	Daniela Gallagher
1819084	Reinhold	Aerospace & Defense	Manufacturing	Site Selector	South Carolina	200,000	200	\$ 89,440	\$ 50,000,000	Other - See Other Info for Det	12-Nov-21	Daniela Gallagher
2122018	Leia	Automotive	Manufacturing	ACA	Unknown	300,000	281	\$ 42,000		Project Canceled	16-Nov-21	Daniela Gallagher
2122032	Alloy	Other	Manufacturing	ACA	Unknown		1200	\$ 55,000	\$ 1,600,000,000	Insufficient Real Estate	17-Nov-21	Susan Dumon
2122015	Codex	Other	Manufacturing	Site Selector	Unknown	600,000	788		\$ 100,000,000	Other - See Other Info for Det	22-Nov-21	Daniela Gallagher
2122033	Mustang	Other	Manufacturing	ACA	Unknown		1000	\$ 75,000	\$ 1,400,000,000	Insufficient Real Estate	22-Nov-21	Jeff Powell
2122047	Wonder	Automotive	Industrial - Other	ACA	Unknown	900,000	350	\$ 45,000	\$ 100,000,000	Insufficient Real Estate	22-Nov-21	Jeff Powell
2021031	Nieve	Other	Manufacturing	ACA	Unknown	480,000	200	\$ 65,000	\$ 300,000,000	Unknown	15-Dec-21	Jeff Powell
2122022	Ocean	Other	Manufacturing	ACA	Unknown		4000	\$ 46,000	\$ 4,000,000,000	Unknown	15-Dec-21	Jeff Powell
2021018	Circus	Automotive	Manufacturing	ACA	Unknown	1,500,000	747	Unknown	\$ 69,000,000	Insufficient Real Estate	28-Dec-21	Jeff Powell
2122019	Dream	Automotive	Manufacturing	ACA	Unknown	250,000	400	\$ 55,000	\$ 55,000,000	Insufficient Real Estate	28-Dec-21	Jeff Powell

*New opportunities for the Quarter are in BOLD.

Attachment G - Closed/ Lost Reason Report
Reporting Period: January 1 - March 31, 2022

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	State Reason	Date Closed	Owner Name
2122008	Lemon	Renewable & Mining Tech	Manufacturing	Local Broker	Europe					Unknown	31-Dec-21	Susan Dumon
2122039	Epicenter	Unknown	Manufacturing	ACA	Unknown		5100		\$ 49,000,000,000	Unknown	7-Jan-22	Jeff Powell
2021068	Swiss Alps	Other	Manufacturing	ACA	Unknown		500		\$ 75,000,000	Unknown	7-Jan-22	Jeff Powell
2021059	Hill	Consumer Products	Manufacturing	Company			75	\$ 59,000	TBD	Client Unresponsive	10-Jan-22	Susan Dumon
2122058	Equinox	Renewable & Mining Tech	Manufacturing	ACA	Unknown	775,000	711	\$ 52,620	\$ 100,000,000	Insufficient Real Estate	18-Jan-22	Susan Dumon
2021061	Cascade	Consumer Products	Manufacturing	ACA		400,000	200	\$ 55,000	\$ 125,000,000	Client Unresponsive	7-Feb-22	Jeff Powell
2122011	Clean	Automotive	Manufacturing	ACA	Unknown	150,000	300	\$ 55,000	\$ 30,000,000	Unknown	7-Feb-22	Jeff Powell
2021036	Direwolf	Other	Manufacturing	ACA		120,000	300			Client Unresponsive	7-Feb-22	Jeff Powell
2122001	SCS	Other	Manufacturing	ACA	Unknown	1,000,000	1256	\$ 48,000		Client Unresponsive	7-Feb-22	Jeff Powell
2021004	Spartan	Consumer Products	Manufacturing	ACA	Unknown	300,000	400	TBD		Client Unresponsive	7-Feb-22	Jeff Powell
2122029	Spike	Other	Manufacturing	ACA	Unknown	60,000	26	\$ 47,310	\$ 3,930,000	Unknown	7-Feb-22	Jeff Powell
2122007	Standard	Renewable & Mining Tech	Manufacturing	ACA	Unknown	60,000	50	\$ 45,000	\$ 15,000,000	Client Unresponsive	7-Feb-22	Jeff Powell
2021058	Sunrise	Transportation & Logistics	Distribution Center	Company	Washington					Client Unresponsive	9-Feb-22	Daniela Gallagher
2021071	Patriot	Consumer Products	Industrial - Other	ACA	Unknown	325,000	150	\$ 40,000	\$ 150,000,000	Project Canceled	10-Feb-22	Daniela Gallagher
2122035	Zanzibar	Other	Industrial - Other	Site Selector	Unknown	550,000	75			Insufficient Infrastructure	14-Mar-22	Susan Dumon
2021032	Andes	Aerospace & Defense	Manufacturing	ACA		50,000	120	\$ 45,000		Client Unresponsive	17-Mar-22	Daniela Gallagher
1819083	Warrior	Aerospace & Defense	Other	Company	Alabama		30	\$ 120,000	\$ 2,000,000	Project Canceled	17-Mar-22	Daniela Gallagher
2122056	For Eyes Only	Unknown	Manufacturing	Site Selector	Unknown		1400			Other - See Other Info for De	25-Mar-22	Daniela Gallagher
2122067	Discovery	Aerospace & Defense	Manufacturing	ACA	Unknown		750			Insufficient Real Estate	28-Mar-22	Jeff Powell
2122044	Road	Unknown	Manufacturing	Company	Unknown		500			Client Unresponsive	30-Mar-22	Jeff Powell

*New opportunities for the Quarter are in BOLD.