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# MEMORANDUM

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Date: July 15, 2022

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

From: Jan Leshner   
County Administrator

Re: **Sun Corridor, Inc. Final Report for Fiscal Year 2022**

Attached please find the Sun Corridor, Inc. Summary Report for Fiscal Year 2022 (Attachment 1) and a July 15, 2022 memorandum provided by Sun Corridor, Inc. President & CEO Joe Snell (Attachment 2).

For the period of July 1, 2021 through June 30, 2022, Sun Corridor, Inc. focused on three objectives, which were to:

- Continue to raise the region's business profile through national media coverage;
- Develop creative approaches to generate quality leads; and
- Develop and launch strategies to compete post pandemic.

The attached report summarizes efforts taken to achieve those objectives and introduces the strategic efforts proposed for Fiscal Year 2023.

JKL/dym

Attachment

c: Carmine DeBonis, Jr., Deputy County Administrator  
Heath Vescovi-Chiordi, Director, Economic Development

# ATTACHMENT 1

**3.4.3.1 – Performance Measurements in Exhibit A and E.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>April - June</u>	<u>YTD</u>
1.1 Number of Direct Jobs Facilitated	15	784
1.2 Number of Indirect Jobs Facilitated	4	304
1.3 Number of Jobs in Targeted Industries	15	684
1.4 Number of Qualified Prospects	25	102
1.5 Earned Media Reach	198,863,276	367,312,580

**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.

On April 26 – 28, Sun Corridor Inc. participated in MRO Americas in Dallas. MRO Americas is the largest aviation MRO event in the world, bringing together more than 12,000 industry professionals from more than 800 global companies.

**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.

On April 6, Sun Corridor Inc. hosted a delegation from Business Sweden 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 Swedish companies with expansion into new markets. The delegation included 20 representatives from Swedish semiconductor companies, along with leaders from the Business Swedish team. The visit is a direct result of the Executive Sales Mission to Chicago in November 2021.

On June 26 – June 29, 2022, Sun Corridor Inc. participated in the Select USA 2022 Annual Conference in Washington D.C. as co-sponsors with the Arizona Commerce Authority. Other co-sponsors included City of Tucson, GPEC, City of Phoenix, and APS. This year's Select USA brought together over 3,600 attendees from 70+ international markets and 51 states and territories for in-person networking and programming on key topics affecting the FDI community.

**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.

During Q4, SCI continued to implement the strategies outlined in the Pivot Playbook.

**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
Stallion	04/19/22
Sienna	05/16/22
Blue	05/25/22
Corazon	06/08/22
Twin	06/15/22
Eagle	06/15/22
Hoosier	06/16/22
Eagle	06/20/22

C. <u>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
WIB Board Meeting	04/08/22
WIB Planning Committee	04/14/22
WIB Board Meeting	05/13/22
WIB Board Meeting	06/10/22

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

A. <u>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
<a href="#">Pima County ED Quarterly</a>	<a href="#">06/23/22</a>
<a href="#">Economic Development Directors Meeting</a>	<a href="#">06/30/22</a>

- 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
AAED Spring Conference	04/21/22
PCC Aviation Tech Open House	05/04/22
CCIM Economic Development Lunch	05/10/22
PCRERC Industrial Real Estate Trends Presentation	05/19/22
MPA Economic Development Update Presentation	05/20/22

**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.

Staff developed and sent out the June “Select the Sun Corridor” newsletter content. County property promotion was included. The newsletter was sent out on 6/28/22 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

Sun Corridor Inc. web site sessions and users for Q4 include:

Website Metrics: All Visitors

Month	Sessions	Users
April 2022	3,214	2,731
May 2022	2,686	2,289
June 2022	2,447	2,080

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  
What Does It Take to Train Single Moms for Good Careers?

Circ: 200,871

DCI stories generated during Q4 include:

MSN – June 1, 2022  
 Wealth of Geeks – June 1, 2022  
Getting to These 10 Vacation Destinations is Now Easier

Circ: 197,907,504  
 Circ: 543,772

In addition, SCI and Visit Tucson worked collaboratively on a media visit to host Amanda Ellis, Editor of Livability.com, on 6/6-8.

**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
Visit Tucson Executive Committee	4/19/22
Visit Tucson EVP Interviews	5/9/22
Visit Tucson Executive Committee	5/24/22
Visit Tucson Executive Committee	6/15/22
Visit Tucson Annual Meeting	6/29/22



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: April 1 - June 30, 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
2021070	Prospect	Independence	Consumer Products	Manufacturing		Build-to-Suit	500	\$ 70,000	\$ 1,205,000,000	ACA	BA	17-May-21	Jeff Powell
2122002	Prospect	Clutch	Automotive	Manufacturing	100,000	Either	200	\$ 55,000	\$ 120,000,000	ACA	BA	1-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
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	Jeff Powell
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
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
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	Jeff Powell
2122059	Prospect	Silo	Renewable & Mining Techno	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
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	\$ 35,360	TBD	Site Selector	BA	11-Feb-22	Susan Dumon
2122068	Prospect	Windward	Healthcare	Other		Existing	80			Site Selector	BA	8-Mar-22	Susan Dumon
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
<b>2122078</b>	<b>Prospect</b>	<b>Nova</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>1071</b>	<b>\$ 50,000</b>	<b>\$ 4,054,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>1-Apr-22</b>	<b>Jeff Powell</b>
<b>2122079</b>	<b>Prospect</b>	<b>Blaze</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>120,000</b>	<b>Build-to-Suit</b>	<b>50</b>	<b>\$ 41,212</b>	<b>\$ 7,268,000</b>	<b>ACA</b>	<b>BA</b>	<b>5-Apr-22</b>	<b>Jeff Powell</b>
<b>2122081</b>	<b>Prospect</b>	<b>Stallion</b>	<b>Automotive</b>	<b>R&amp;D</b>		<b>Existing</b>				<b>Company</b>	<b>BA</b>	<b>13-Apr-22</b>	<b>Susan Dumon</b>
<b>2122082</b>	<b>Prospect</b>	<b>Blue Sky</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>113</b>	<b>\$ 148,230</b>	<b>\$ 999,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>15-Apr-22</b>	<b>Jeff Powell</b>
<b>2122083</b>	<b>Prospect</b>	<b>Luck</b>	<b>Other</b>	<b>Industrial - Other</b>	<b>450,000 SF</b>	<b>Either</b>	<b>250</b>	<b>\$ 72,000</b>	<b>\$ 352,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>15-Apr-22</b>	<b>Jeff Powell</b>
<b>2122084</b>	<b>Prospect</b>	<b>Big Green</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>2400</b>	<b>\$ 50,000</b>	<b>\$ 1,500,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>19-Apr-22</b>	<b>Jeff Powell</b>
<b>2122086</b>	<b>Prospect</b>	<b>Camp</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>20,000</b>	<b>Existing</b>				<b>Site Selector</b>	<b>BA</b>	<b>5-May-22</b>	<b>Jeff Powell</b>
<b>2122087</b>	<b>Prospect</b>	<b>Share</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>106,000</b>	<b>Existing</b>	<b>1150</b>	<b>\$ 60,000</b>	<b>\$ 25,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>9-May-22</b>	<b>Jeff Powell</b>
<b>2122088</b>	<b>Prospect</b>	<b>Elite</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>100,000</b>	<b>Existing</b>	<b>500</b>	<b>\$ 47,200</b>	<b>\$ 100,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>17-May-22</b>	<b>Jeff Powell</b>
<b>2122089</b>	<b>Prospect</b>	<b>Blaze 2</b>	<b>Other</b>	<b>Manufacturing</b>	<b>450,000 SF</b>	<b>Existing</b>	<b>520</b>			<b>ACA</b>	<b>BA</b>	<b>18-May-22</b>	<b>Jeff Powell</b>
<b>2122090</b>	<b>Prospect</b>	<b>PF1</b>	<b>Other</b>	<b>Manufacturing</b>	<b>400,000</b>	<b>Existing</b>	<b>150</b>	<b>\$ 60,000</b>	<b>\$ 300,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>23-May-22</b>	<b>Jeff Powell</b>

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

**Attachment A - Pipeline Report**  
**Reporting Period: April 1 - June 30, 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
<b>2122091</b>	Prospect	<b>Hard Hat</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Existing</b>				<b>Company</b>	<b>BA</b>	<b>23-May-22</b>	<b>Jeff Powell</b>
<b>2122093</b>	Prospect	<b>Merlin</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>300,000</b>	<b>Either</b>	<b>195</b>	<b>\$ 47,200</b>	<b>\$ 186,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>31-May-22</b>	<b>Jeff Powell</b>
<b>2122094</b>	Prospect	<b>Shammy</b>	<b>Consumer Products</b>	<b>Distribution Center</b>		<b>Build-to-Suit</b>	<b>300</b>	<b>\$ 36,250</b>	<b>\$ 60,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>1-Jun-22</b>	<b>Jeff Powell</b>
<b>2122095</b>	Prospect	<b>Runway</b>	<b>Automotive</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>2100</b>		<b>\$ 3,000,000,000</b>	<b>Site Selector</b>	<b>BA</b>	<b>20-Jun-22</b>	<b>Daniela Gallagher</b>
<b>2122096</b>	Prospect	<b>Bolt</b>	<b>Renewable &amp; Mining Techn</b>	<b>Industrial - Other</b>		<b>Build-to-Suit</b>	<b>48</b>		<b>\$ 44,000,000</b>	<b>Site Selector</b>	<b>BE</b>	<b>20-Jun-22</b>	<b>Daniela Gallagher</b>
<b>2122097</b>	Prospect	<b>Crossover</b>	<b>Healthcare</b>	<b>Other</b>		<b>Existing</b>				<b>Company</b>	<b>BA</b>	<b>20-Jun-22</b>	<b>Daniela Gallagher</b>
<b>2122098</b>	Prospect	<b>Sunset</b>	<b>Unknown</b>	<b>Manufacturing</b>	<b>80,000</b>	<b>Either</b>	<b>92</b>	<b>\$ 52,000</b>	<b>\$ 15,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>17-Jun-22</b>	<b>Jeff Powell</b>
<b>2122099</b>	Prospect	<b>Pegasus</b>	<b>Consumer Products</b>	<b>Manufacturing</b>		<b>Existing</b>	<b>400</b>	<b>\$ 75,000</b>		<b>ACA</b>	<b>BA</b>	<b>24-Jun-22</b>	<b>Daniela Gallagher</b>
<b>2122100</b>	Prospect	<b>Dingo</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>22,000</b>	<b>Existing</b>	<b>23</b>	<b>\$ 86,956</b>		<b>Regional Partner</b>	<b>BA</b>	<b>28-Jun-22</b>	<b>Daniela Gallagher</b>
<b>2122101</b>	Prospect	<b>Corazon</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>10,000</b>	<b>Existing</b>	<b>25</b>			<b>Local Broker</b>	<b>BE</b>	<b>29-Jun-22</b>	<b>Susan Dumon</b>
<b>2122102</b>	Prospect	<b>Twin</b>	<b>Aerospace &amp; Defense</b>	<b>R&amp;D</b>	<b>1,000</b>	<b>Existing</b>	<b>10</b>			<b>Local Broker</b>	<b>BE</b>	<b>29-Jun-22</b>	<b>Susan Dumon</b>
2021008	Client	Gabriel	Other	Manufacturing	240,000	Existing	175	\$ 61,749	\$ 48,597,000	Regional Partner	BA	28-Jul-20	Susan Dumon
2021065	Client	Darwin	Unknown	Manufacturing		Build-to-Suit	5200		\$ 3,200,000,000	ACA	BA	26-Mar-21	Jeff Powell
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
2122004	Client	Rockstar	Aerospace & Defense	Distribution Center	75,000	Either	75			Regional Partner	BA	1-Jul-21	Susan Dumon
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	Susan Dumon
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	Susan Dumon
2122027	Client	Big Rig	Automotive	Manufacturing	500,000	Either	500	\$ 50,000	\$ 60,000,000	ACA	BA	1-Sep-21	Jeff Powell
2122042	Client	Heart	Bioscience	Manufacturing		Existing	40			Local Broker	BE	19-Oct-21	Jeff Powell
2122055	Client	Cheek	Consumer Products	Distribution Center	72,000	Either				SCI Board Membe	BE	15-Dec-21	Jeff Powell
<b>2122092</b>	<b>Client</b>	<b>Eagle</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>		<b>TBD</b>	<b>TBD</b>	<b>ACA</b>	<b>BA</b>	<b>23-May-22</b>	<b>Jeff Powell</b>
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
2021027	Short-List	Flower	Consumer Products	Manufacturing	250,000	Build-to-Suit	105	\$ 41,983	\$ 29,110,000	Local Broker	BA	21-Oct-20	Susan Dumon
2021076	Short-List	Sarge	Aerospace & Defense	Manufacturing		Existing	140	\$ 63,517	\$ 29,092,726	Company	BE	14-Jun-21	Susan Dumon
2122025	Short-List	Hoosier	Unknown	Distribution Center	200,000	Either	75			SCI Board Membe	BA	25-Aug-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	Susan Dumon
2122050	Short-List	Skyline	Healthcare	Back Office - Call Center (Enterprise)		Existing	300			Site Selector	BA	23-Nov-21	Susan Dumon
2122062	Short-List	Sunny	Automotive	Manufacturing	120,000	Existing	75		\$ 75,000,000	Company	BE	24-Jan-22	Susan Dumon
<b>2122085</b>	<b>Short-List</b>	<b>Sienna</b>	<b>Other</b>	<b>Back Office - Call Center (En</b>	<b>25,000</b>	<b>Existing</b>	<b>100</b>			<b>Site Selector</b>	<b>BA</b>	<b>3-May-22</b>	<b>Susan Dumon</b>

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

**Attachment B - Success Report**  
**Reporting Period: April 1 - June 30, 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
<b>2122074</b>	<b>Coating</b>	<b>Steel Jupiter</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>Regional Partner</b>	<b>Unknown</b>	<b>13,000</b>	<b>15</b>	<b>\$ 72,312</b>	<b>\$ 1,325,000</b>	<b>BA</b>	<b>10-May-22</b>	<b>Susan Dumon</b>
							<b>TOTAL</b>	<b>784</b>	<b>\$ 41,035</b>	<b>\$ 145,565,000</b>			

\*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: April 1 - June 30, 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	00 - 100,000	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	Jeff Powell
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
<b>2122082</b>	<b>Prospect</b>	<b>Blue Sky</b>	<b>Other</b>	<b>Manufacturing</b>		<b>113</b>	<b>\$ 148,230</b>	<b>\$ 999,000,000</b>	<b>ACA</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>15-Apr-22</b>	<b>Jeff Powell</b>
<b>2122083</b>	<b>Prospect</b>	<b>Luck</b>	<b>Other</b>	<b>Industrial - Other</b>	<b>450,000 SF</b>	<b>250</b>	<b>\$ 72,000</b>	<b>\$ 352,000,000</b>	<b>ACA</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>15-Apr-22</b>	<b>Jeff Powell</b>
<b>2122084</b>	<b>Prospect</b>	<b>Big Green</b>	<b>Other</b>	<b>Manufacturing</b>		<b>2400</b>	<b>\$ 50,000</b>	<b>\$ 1,500,000,000</b>	<b>ACA</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>19-Apr-22</b>	<b>Jeff Powell</b>
<b>2122095</b>	<b>Prospect</b>	<b>Runway</b>	<b>Automotive</b>	<b>Manufacturing</b>		<b>2100</b>		<b>\$ 3,000,000,000</b>	<b>Site Selector</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>20-Jun-22</b>	<b>Daniela Gallagher</b>
2122045	Short-List	Trout	Automotive	Manufacturing	100,000	31	\$ 50,000	\$ 40,000,000	Site Selector	Aerospace Research Campus	BA	2-Nov-21	Susan Dumon

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



**Attachment D - ACA Pipeline Report**  
**Reporting Period: April 1 - June 30, 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
2021070	Prospect	Independence	Consumer Products	Manufacturing		Build-to-Suit	500	\$ 70,000	\$ 1,205,000,000	ACA	BA	17-May-21	Jeff Powell
2122002	Prospect	Clutch	Automotive	Manufacturing	100,000	Either	200	\$ 55,000	\$ 120,000,000	ACA	BA	1-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
2122028	Prospect	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	Prospect	Major	Other	Manufacturing		Build-to-Suit	2,000	\$ 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
2122040	Prospect	Earth	Automotive	Manufacturing		Existing	440		\$ 410,000,000	ACA	BA	18-Oct-21	Jeff Powell
2122046	Prospect	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	Prospect	Southern Expr	Unknown	Manufacturing		Build-to-Suit	100	\$ 60,000	\$ 400,000,000	ACA	BA	9-Nov-21	Jeff Powell
2122057	Prospect	Flag	Automotive	Manufacturing		Build-to-Suit	1,000	\$ 136,000	\$ 1,800,000,000	ACA	BA	5-Jan-22	Jeff Powell
2122061	Prospect	Cygnus	Other	Manufacturing	2,000,000	Build-to-Suit	1,000		\$ 1,100,000,000	ACA	BA	20-Jan-22	Jeff Powell
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
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	2,000	\$ 92,750	\$ 1,500,000,000	ACA	BA	29-Mar-22	Jeff Powell
2122076	Prospect	Marco	Unknown	Manufacturing		Build-to-Suit	1,000			ACA	BA	30-Mar-22	Susan Dumon
<b>2122078</b>	<b>Prospect</b>	<b>Nova</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>1,071</b>	<b>\$ 50,000</b>	<b>\$ 4,054,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>1-Apr-22</b>	<b>Jeff Powell</b>
<b>2122079</b>	<b>Prospect</b>	<b>Blaze</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>120,000</b>	<b>Build-to-Suit</b>	<b>50</b>	<b>\$ 41,212</b>	<b>\$ 7,268,000</b>	<b>ACA</b>	<b>BA</b>	<b>5-Apr-22</b>	<b>Jeff Powell</b>
<b>2122082</b>	<b>Prospect</b>	<b>Blue Sky</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>113</b>	<b>\$ 148,230</b>	<b>\$ 999,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>15-Apr-22</b>	<b>Jeff Powell</b>
<b>2122083</b>	<b>Prospect</b>	<b>Luck</b>	<b>Other</b>	<b>Industrial - Other</b>	<b>450,000 SF</b>	<b>Either</b>	<b>250</b>	<b>\$ 72,000</b>	<b>\$ 352,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>15-Apr-22</b>	<b>Jeff Powell</b>
<b>2122084</b>	<b>Prospect</b>	<b>Big Green</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>2,400</b>	<b>\$ 50,000</b>	<b>\$ 1,500,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>19-Apr-22</b>	<b>Jeff Powell</b>
<b>2122087</b>	<b>Prospect</b>	<b>Share</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>106,000</b>	<b>Existing</b>	<b>1,150</b>	<b>\$ 60,000</b>	<b>\$ 25,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>9-May-22</b>	<b>Jeff Powell</b>
<b>2122088</b>	<b>Prospect</b>	<b>Elite</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>100,000</b>	<b>Existing</b>	<b>500</b>	<b>\$ 47,200</b>	<b>\$ 100,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>17-May-22</b>	<b>Jeff Powell</b>
<b>2122089</b>	<b>Prospect</b>	<b>Blaze 2</b>	<b>Other</b>	<b>Manufacturing</b>	<b>450,000 SF</b>	<b>Existing</b>	<b>520</b>			<b>ACA</b>	<b>BA</b>	<b>18-May-22</b>	<b>Jeff Powell</b>
<b>2122090</b>	<b>Prospect</b>	<b>PF1</b>	<b>Other</b>	<b>Manufacturing</b>	<b>400,000</b>	<b>Existing</b>	<b>150</b>	<b>\$ 60,000</b>	<b>\$ 300,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>23-May-22</b>	<b>Jeff Powell</b>
<b>2122093</b>	<b>Prospect</b>	<b>Merlin</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>300,000</b>	<b>Either</b>	<b>195</b>	<b>\$ 47,200</b>	<b>\$ 186,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>31-May-22</b>	<b>Jeff Powell</b>
<b>2122094</b>	<b>Prospect</b>	<b>Shammy</b>	<b>Consumer Products</b>	<b>Distribution Center</b>		<b>Build-to-Suit</b>	<b>300</b>	<b>\$ 36,250</b>	<b>\$ 60,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>1-Jun-22</b>	<b>Jeff Powell</b>
<b>2122098</b>	<b>Prospect</b>	<b>Sunset</b>	<b>Unknown</b>	<b>Manufacturing</b>	<b>80,000</b>	<b>Either</b>	<b>92</b>	<b>\$ 52,000</b>	<b>\$ 15,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>17-Jun-22</b>	<b>Jeff Powell</b>
<b>2122099</b>	<b>Prospect</b>	<b>Pegasus</b>	<b>Consumer Products</b>	<b>Manufacturing</b>		<b>Existing</b>	<b>400</b>	<b>\$ 75,000</b>		<b>ACA</b>	<b>BA</b>	<b>24-Jun-22</b>	<b>Daniela Gallagher</b>
2021065	Client	Darwin	Unknown	Manufacturing		Build-to-Suit	5,200		\$ 3,200,000,000	ACA	BA	26-Mar-21	Jeff Powell
2122027	Client	Big Rig	Automotive	Manufacturing	500,000	Either	500	\$ 50,000	\$ 60,000,000	ACA	BA	1-Sep-21	Jeff Powell
2122092	Client	Eagle	Other	Manufacturing		Build-to-Suit		TBD	TBD	ACA	BA	23-May-22	Jeff Powell
2122026	Short-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: April 1 - June 30, 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: April 1 - June 30, 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
2021070	Independence	Other	Manufacturing	ACA	Unknown		400	\$ 70,000	\$ 1,205,000,000	Insufficient Workforce	BA	17-Aug-21	Jeff Powell

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

**Attachment G - Closed/ Lost Reason Report**  
**Reporting Period: April 1 - June 30, 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	Susan Dumon
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	00 - \$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 Techn	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
2021070	Independence	Other	Manufacturing	ACA	Unknown		400	\$ 70,000	\$ 1,205,000,000	Insufficient Workforce	17-Aug-21	Jeff Powell
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	Daniela Gallagher
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

\*New opportunities for the Quarter are in BOLD.

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**Reporting Period: April 1 - June 30, 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
2122019	Dream	Automotive	Manufacturing	ACA	Unknown	250,000	400	\$ 55,000	\$ 55,000,000	Insufficient Real Estate	28-Dec-21	Jeff Powell
2122008	Lemon	Renewable & Mining Techn	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 Techn	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 Techn	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
<b>2122066</b>	<b>Creedence</b>	<b>Other</b>	<b>Manufacturing</b>	<b>ACA</b>		<b>75,000</b>	<b>289</b>	<b>\$ 50,000</b>		<b>Other - See Other Info for De</b>	<b>18-Apr-22</b>	<b>Daniela Gallagher</b>
<b>2122052</b>	<b>Fan</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>ACA</b>		<b>200,000</b>	<b>200</b>	<b>\$ 50,000</b>		<b>Unknown</b>	<b>18-Apr-22</b>	<b>Daniela Gallagher</b>
<b>2021074</b>	<b>Sky</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>	<b>Company</b>	<b>Texas</b>		<b>100</b>			<b>Other - See Other Info for De</b>	<b>18-Apr-22</b>	<b>Daniela Gallagher</b>
<b>2021075</b>	<b>Jane</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>California</b>	<b>00,000-500,000</b>	<b>906</b>		<b>\$ 125,525,000</b>	<b>Other - See Other Info for De</b>	<b>19-Apr-22</b>	<b>Daniela Gallagher</b>
2122041	Laser	Aerospace & Defense	Manufacturing	Regional Partner	California	50,000		\$ 41,000		Insufficient Real Estate	19-Apr-22	Daniela Gallagher
2122060	Holly	Automotive	Industrial - Other	Site Selector	Arizona	200,000	500	\$ 37,050		Unknown	20-Apr-22	Daniela Gallagher
2021064	Wilbur	Healthcare	Back Office - Call Center (E	Site Selector	New York		150	\$ 40,000	\$ 500,000	Project Canceled	5-May-22	Susan Dumon
2122031	Nebula	Other	Manufacturing	Site Selector	Unknown	500,000	1000		\$ 500,000,000	Other - See Other Info for De	30-Jun-22	Susan Dumon
2122080	Panther	Other	Manufacturing	Site Selector	Unknown	500,000	650		\$ 110,000,000	Unknown	30-Jun-22	Susan Dumon

\*New opportunities for the Quarter are in BOLD.

# ATTACHMENT 2



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## MEMORANDUM

Date: July 15, 2022

To: Jan Leshar, Pima County Administrator

From: Joe Snell, President & CEO

Re: Sun Corridor Inc. final report for fiscal year 2022

Please find attached the Sun Corridor Inc. summary report for fiscal year 2022. This report provides a cumulative detailed description of our activity as called for in our agreement with Pima County. I am happy to elaborate on any specifics or questions you or the Board of Supervisors may have.

As you will see, we are coming off a year that can best be described as unique. The economy is still heavily influenced by the pandemic, requiring our efforts to continue to balance in person and virtual interactions with prospects, clients, and partners. Whether this is the new normal remains to be seen. Our team saw many of the trends and assumptions we have made in the last several years were challenged or altered.

Our team and leadership went into the year with three objectives:

- Continue to raise the region's business profile thru national media coverage
- Develop creative approaches to generate quality leads
- Develop and launch strategies to compete post pandemic

We focused our marketing and sales development efforts on these objectives by:

- Investing in the development and promotion of positive messages about the region to national media, generating earned media and influence rankings
- Developing unique/novel approaches to generate leads
- Improved our capacity to win by facilitating the development of large-scale build to suit facilities

## Marketing/Branding:

The majority of our efforts centered around a national media campaign. We developed key messages focused on talent attraction and our uniqueness as a market and pushed these stories to national media outlets.

This media campaign resulted in stories in the Washington Post, Forbes, Livability magazine, LA Times and many others, and hundreds of millions of media impressions. A more complete list can be found in the attached report under section 3.4; 3.9 Marketing Activity.

## Sales:

Our sales efforts were similarly affected by Covid and changes to the economic landscape. Our team continued its hybrid approach of in-person and virtual outreach to site selectors, prospective companies, partners, and investors. Sales missions included visits to California, Florida, Texas, and Utah. In addition, Sun Corridor Inc. was one of the first economic development groups in the country to successfully execute a regional sales mission in the era of COVID.

In November 2021, Sun Corridor Inc. led a delegation of more than 20 business and community leaders to Chicago to meet with site selectors, tax advisors and companies on the benefits of doing business in Southern Arizona and to learn about innovative programs and best practices to grow the innovation ecosystem. One of the biggest wins that resulted from the Chicago Executive Sales Mission was the relationship we've developed with the Business Sweden team. In April of this year the Business Sweden team brought representatives from 11 companies in the semiconductor/optics industry to learn about the Tucson business community and talk about FDI opportunities as they plan to enter the US market. Supervisor Rex Scott hosted a leadership dinner during that visit and welcomed the group to Tucson. Due to the success of the April visit, the Business Sweden team is bringing another business group in the mining technology industry to Tucson in 2023.

The Chicago visit also yielded three projects we are actively working with site selectors. These are all manufacturing projects in the automotive, semiconductor, and other advanced manufacturing industries. Finally, the Chicago mission included meeting with the Fortune 20 company, Walgreens. As a result, Walgreens and VillageMD partnered to open 8 new Village Medical coordinated primary care and pharmacy practices in Tucson in January. These practices will create 285 new jobs. Walgreens also stepped up to a community request to host pediatric vaccine clinics in December in their stores in parts of Tucson with low vaccination rates.

A large part of our sales effort includes increasing the number of qualified projects in our pipeline. This year, our team generated as strong a set of qualified projects as we have seen in several years. Additionally, we have hosted more than 20 site visits of companies evaluating our market this past year. We did this by expanding our focus beyond companies and site selectors and worked directly with commercial brokers. Both group meetings and one-on-one meetings



with brokers locally and in Phoenix. This included the creation of communication vehicles with very specific sales messages targeting site selectors and brokers. These tactics allowed us to take full advantage of pent-up demand in the market.

As the attached report indicates Sun Corridor Inc. announced eight successful projects during the past year. Those announcements resulted in a projected 5-year economic impact to Pima County of approximately \$800m.

In addition to lead generation, our team invested specific efforts into addressing the lack of large parcels of industrial land and lack of large buildings. These gaps in inventory and parcels are hindering our ability to compete for projects. We worked on attracting new investment from investors/developers to build large speculative space that could be offered for industrial and distribution projects. As a result, three industrial developers with no presence in the market have purchased land and plan to construct up to 3 million square feet of speculative space. Examples of this developer activity include:

**TPA Group – Atlanta**

Location: Butterfield Business Park

Acres: 12

Building Size: 200,000 SF

**Lincoln Industrial Properties - Phoenix**

Location: SEC of Alvernon and Los Reales Roads

Acres: 80

Building Size: 1,000,000 SF

**Flint – Kansas City**

Location: SWC of Alvernon and Valencia Roads

Acres: 45

Building Size: 786,000 SF

**Flint – Kansas City**

Location: W Tangerine and I-10

Acres: 110

Building Size: 1,000,000 SF

Launched the Implementation of the Pivot Playbook:

As a response to the economic impacts related to the pandemic, Sun Corridor Inc. convened the regional Pivot Playbook Steering Committee. This leadership group included representatives from Pima County as well as business and regional leaders. The steering committee worked together to identify priorities to ensure that we continue to emerge from the pandemic stronger than we entered it. We continue to work with the steering committee to track and monitor the initiatives and strategies outlined in the Playbook.

## Looking forward:

As we move forward, it is clear we are at an inflection point for the region. Some of the trends we saw last year, challenged conventional wisdom. For example, 38% of the qualified projects were in the targeted industries. The remaining represented advanced manufacturing, semiconducting and electric vehicle supply chain. We need to evaluate where things are heading and determine how we navigate our future. The pandemic has brought on real changes in how businesses operate, how employees engage with those businesses and how communities support those employers and employees. Having met with the Sun Corridor Inc. board and other regional partners over the past several months, the reality is we are concerned about where the economy is heading. Inflation and a shifting labor market has created a great deal of uncertainty. We have not recovered all our jobs lost during the pandemic, as our economy is more reliant on government and tourism jobs than others.

Working with our board, staff, and regional partners we have developed a strategy to address these uncertainties. We need to answer some key questions:

- Are the targeted industries still valid?
- Where are our strategic competitive gaps?
- Are we utilizing the best economic development practices to maximize our chances of success?
- Will increase in interest rates slow momentum in this area?

As we move forward with our workplan for the coming year we are focusing on several key areas. 1) We will continue to aggressively drive national awareness and exposure of Tucson as a business center. 2) We will lead regional efforts to compete for and win qualified projects that are considering relocation or expansion. 3) Act the regional convener of efforts to address the ongoing economic impacts of the pandemic. 4) Lead regional sales and leadership missions to external markets. All in an effort to increase Southern Arizona's competitive position.

Specifically, we are committed to staying aggressive in our sales efforts by putting our staff on the road to generate relocation and expansion leads. We are looking forward to hosting site selectors and company representatives throughout the year, as well as leading an outbound mission to a major market. We will continue to recruit investors to build large scale speculative buildings in the region to meet demand.

I look forward to working with Pima County to facilitate strong economic opportunities for the region. Our efforts over the next several months will have profound implications for our market for years to come.