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# MEMORANDUM

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Date: October 17, 2022

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

From: Jan Leshner   
County Administrator

Re: **Sun Corridor, Inc. Quarterly Report for the Period of July 1 – September 30, 2022**

Attached please find the Sun Corridor, Inc. Report for the First Quarter of Fiscal Year 2023 (Attachment 1) and a Memorandum from Sun Corridor, Inc. President and CEO Joe Snell (Attachment 2)

The report notes that:

- Pony.ai recently announced that they will be establishing their first operations outside of California in our area. This cutting-edge technology company will strengthen our growing presence in the autonomous technology industry;
- The trends reported by Sun Corridor, Inc. represent real shifts and while aerospace and defense will always be a key industry in our regional economy, automotive related projects dominate the pipeline of potential projects;
- Demand for industrial real estate remains high across the U.S.;
- Sun Corridor, Inc. held several meetings with top industry CEOs to obtain their feedback on hot button issues and opportunities, learning that the need for infrastructure investment is critical.
- A new Talent Attraction Campaign is in the beginning stages of development by Sun Corridor, Inc. to help respond to a historically low unemployment rate, a tight labor market and rapid wage increases.

JKL/anc

Attachments

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

# ATTACHMENT 1

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

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>July – Sept.</u>	<u>YTD</u>
1.1 Number of Direct Jobs Facilitated	0	0
1.2 Number of Indirect Jobs Facilitated	0	0
1.3 Number of Jobs in Targeted Industries	0	0
1.4 Number of Qualified Prospects	21	21
1.5 Earned Media Reach	1,133,327	1,133,327

**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 September 11 – 13, SCI staff attended the Area Development Consultant’s Forum Executive Summit, which brought together site selectors and senior level economic developers from across the country to discuss industry trends, as well as national and state policy issues. Key takeaways include:

- Siting of electric vehicle manufacturing facilities and the supply chain that supports these operations are dominating site selection in the U.S. Arizona is one of the states that has proven to be competitive on these projects, but the competition is strong among regions seeking to attract this industry. Demand for these vehicles is high and the specific need for battery plants to support them has led to a competition for these high capital investment and high wage jobs across the country.

- Demand for industrial real estate remains high across the U.S. Sites with entitlements and some, if not all, infrastructure in place will be well positioned to compete for large, capital-intensive projects. While site readiness has always been an issue, the inventory of available “shovel ready” sites is as low as it has been in more than 30 years.
- ESG (Environmental, Social, Governance) is becoming a higher priority for companies across all sectors. What ESG means to one company may be different than what it may mean to another. Understanding the nuances of ESG priorities among the businesses we seek to recruit could help determine where Pima County may have competitive advantages with the prospects considering relocation or expansion in the region.

**2.2.2 Continue emphasis on a strategy to increase FDI.**

SCI and Business Sweden are working on a mining technology related site visit with companies from Sweden looking to establish a US presence. This opportunity will focus on the community and university assets in the optics and mining industries.

**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.**

Completed – The COVID Recovery and Response Strategy Committee met throughout the pandemic to promote execution of the recommendations in the Pivot Playbook. Some elements of the Pivot Playbook recommendations have been completed and others are on-going strategies.

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

**A. New Projects**

New projects are listed below. For additional details on these projects, as well all projects currently in the pipeline see Attachment A - Pipeline Report.

SCI Number	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	CapEx - Total
2223001	Skylight 2	Unknown	Manufacturing	156	\$13,000,000
2223002	Link	Aerospace & Defense	Manufacturing	1000	\$750,000,000
2223003	Broadbill	Renewable & Mining Technology	Other	100	\$800,000,000
2223004	Key	Other	Manufacturing	29	\$900,000
2223005	Keyser	Consumer Products	Distribution Center		
2223006	Luna	Other	Manufacturing	650	
2223007	Edison	Other	Manufacturing	801	
2223008	Lunch	Other	Manufacturing	100	\$9,200,000
2223009	Shape	Automotive	Manufacturing	39	\$87,024,667
2223010	Jerome	Unknown	Back Office - Call Center (3rd Party)	300	
2223011	Therapy	Bioscience	R&D		
2223012	American Memory	Other	Manufacturing	127	\$300,000,000
2223013	Meal	Consumer Products	Manufacturing	250	\$165,000
2223014	Luxe 2	Aerospace & Defense	Other	119	\$31,860,000
2223015	Spot	Bioscience	Manufacturing	117	
2223016	Micro	Transportation & Logistics	Distribution Center	30	
2223017	Quartz	Renewable & Mining Technology	Manufacturing	600	
2223018	Spire	Other	Manufacturing	8120	
2223019	Sirius	Other	Manufacturing	1800	\$2,000,000,000
2223020	Charter	Automotive	Manufacturing	55	\$82,000,000
2223021	Mesquite	Other	Other	100	\$800,000,000

**B. Site Visits / Project Meetings**

Below is a list of project related meetings. Please note that a “Site Visit” means the client visited Pima County in-person to gain a better understanding of the

market, unless the site visit is noted as virtual. “Client Project Meeting” means a meeting was held with their client or representative to discuss the project with the intention of advancing the project through the site selection process.

For additional details on these projects, see Attachment A - Pipeline Report.

Date	Project Name	Site Visit or Client Project Meeting	Pima County Participation - Yes or No
7/8/22	Stallion	Client Project Meeting	No
7/14/22	Eagle	Client Project Meeting	No
7/15/22	Eagle	Client Project Meeting	Yes
7/18/22	Stallion	Site Visit	Yes
7/25/22	Jerome	Client Project Meeting	No
7/28/22	Trout	Site Visit	Yes
7/29/22	Stallion	Client Project Meeting	No
8/1/22	Nova	Site Visit	Yes
8/5/22	Hoosier	Client Project Meeting	No
8/8/22	Flag	Site Visit	Yes
8/11/22			
8/12/22	Australia	Site Visit	Yes
8/15/22	Flower	Site Visit	Yes
8/16/22	Luxe 2	Client Project Meeting	No
8/16/22	Chrome	Site Visit	No
8/19/22	Sunny	Client Project Meeting	No
8/30/22	Chrome	Client Project Meeting	No
9/8/22	Blue	Client Project Meeting	No
9/9/22	Blue	Site Visit	No
9/14/22	Quartz	Site Visit	Yes
9/14/22	Link	Site Visit	Yes
9/27/22	Micro	Site Visit	No

C. WIB and other Workforce Activity

Date	Meeting or Event	Summary
8/18/22	WIB Planning Committee	Reviewed report outs from 8/12 WIB meeting and discussed local plan development for 2024.
9/15/22	WIB Planning Committee	Review and input of marketing flyer and discussion of apprenticeships both through the state and those at Pima Community College.

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

Date	Meeting or Event	Summary
7/21/22	ACA – Select USA Debrief	Meet with ACA for a virtual debrief on Select USA conference. Discussed leads and follow up communications.
7/27/22	Pima County Economic Development (ED) Monthly	Monthly coordination meeting with Pima County ED Director to discuss projects and other relevant issues.
7/29/22	Town of Marana – Regional Guiding Principles Discussion	Meet with ED staff to get input on development of development of regional guiding principles.
8/1/22	TEP – Regional Guiding Principles Discussion	Meet with ED staff to get input on development of development of regional guiding principles.
8/16/22	Pima County Economic Development Plan Focus Group Meeting	Sun Corridor VP participated in a focus group to contribute to the updating of Pima County’s Economic Development Plan.

Date	Meeting or Event	Summary
8/17/22	Pima County Monthly	Monthly coordination meeting with Pima County ED Director to discuss projects and other relevant issues.
8/23/22	City of Tucson – Regional Guiding Principles Discussion	Meet with ED staff to get input on development of development of regional guiding principles.
8/24/22	Rotary Club of Tucson	Presented update to Rotary Club members on industry trends, as well as efforts to increase competitiveness.
8/26/22	Town of Sahuarita - Regional Guiding Principles Discussion	Meet with ED staff to get input on development of development of regional guiding principles.
9/6/22	TRICO - Regional Guiding Principles Discussion	Meet with ED staff to get input on development of development of regional guiding principles.
9/21/22	Pima County Monthly	Monthly coordination meeting with Pima County ED Director to discuss projects and other relevant issues.
9/21/22	Pima County - Regional Guiding Principles Discussion	Meet with ED staff to get input on development of development of regional guiding principles.
9/29/22	Regional Economic Development (ED) Directors Meeting	Convened ED Director’s to present draft regional guiding principles, get initial feedback, and discuss next steps.

- 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.**

In July 2022, Susan Hyatt Dumon was promoted to Senior Vice President, Economic Competitiveness. In this new role, Susan has been tasked with leading our regional strategy around competitiveness, starting with developing a set of regional guiding principles with input from economic development partners across the region. The regional guiding principles are intended to establish a standard of service and experience for clients, as well as expectations from all partners engaged in economic development across the Southern Arizona region. Partners were presented the draft regional guiding principles at the Economic Development Director’s meeting on September 30 and anticipate these will be finalized during the second quarter of FY23.

**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.**

Below is a list of meetings or events that SCI staff participated in or attended. Please see 3.4.3.10 for Visit Tucson related activity.

Date	Meeting or Event	Summary
7/12/22	Southern AZ CCIM Luncheon	CCIM is a professional organization for those in commercial real estate that provides educational and networking opportunities for its members. County Administrator, Jan Leshner was the featured speaker and discussed goals and directions for Pima County, how to improve roads, and affordable housing vs. land conservation.
7/18/22	TAA Monthly Coordination Meeting	Monthly meeting to discuss business attraction and expansion projects, as well as commercial development at both airports owned by TAA.

Date	Meeting or Event	Summary
8/31/22	Southwest Gas – Long Range Planning Meeting	Discussion among variety of stakeholders from across the state of Southwest Gas long range plans. SCI shared impacts on economic development, specifically business attraction and expansion efforts.
9/9/22	Southwest Gas – Long Range Planning Meeting	Discussion among variety of stakeholders from across the state of Southwest Gas long range plans. SCI shared impacts on economic development, specifically business attraction and expansion efforts.
9/27/22	Arizona NSTC Task Force Meeting	Participated in the Arizona National Semiconductor Technology Center (NSTC) Task Force meeting. Included updates from US Dept. of Commerce and Dept. of Defense, as well as updates from UA, ASU, and NAU.

**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.**

Competitiveness is an ongoing discussion 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.**

Sun Corridor Inc. web site sessions and users during First Quarter includes:

Website Metrics: All Visitors

Month	Sessions	Users
July 2022	2,100	1,700
August 2022	2,600	2,200
September 2022	2,800	2,300

In August and September of 2022, based on a media visit sourced and coordinated by DCI, Livability magazine posted two stories profiling why Pima County is a great place to live:

[Go There - a Relaxing Weekend Retreat in Sunny Tucson, AZ – circ 370,620](#)

[Eight Surprisingly Bike-Friendly Cities – circ 370,620](#)

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

Activity

Date

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: July 1 - September 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
2122002	Prospect	Clutch	Automotive	Manufacturing	100,000	Either	200	\$ 55,000	\$ 120,000,000	ACA	BA	1-Jul-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	Susan Dumon
2122030	Prospect	Major	Other	Manufacturing		Build-to-Suit	2000	\$ 65,000	\$ 1,000,000,000	ACA	BA	8-Sep-21	Jeff Powell
2122038	Prospect	Payload	Aerospace & Defense	Other		Build-to-Suit				Regional Partner	BE	12-Oct-21	Susan Dumon
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
2122065	Prospect	Denim	Other	Manufacturing	30,000 SF	Existing	50	\$ 35,360	TBD	Site Selector	BA	11-Feb-22	Susan Dumon
2122071	Prospect	Blue	Other	Other		Build-to-Suit	70		\$ 3,000,000,000	ACA	BA	15-Mar-22	Susan Dumon
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
2122079	Prospect	Blaze	Consumer Products	Manufacturing	120,000	Build-to-Suit	50	\$ 41,212	\$ 7,268,000	ACA	BA	5-Apr-22	Jeff Powell
2122082	Prospect	Blue Sky	Other	Manufacturing		Build-to-Suit	113	\$ 148,230	\$ 999,000,000	ACA	BA	15-Apr-22	Jeff Powell
2122083	Prospect	Luck	Other	Industrial - Other	450,000 SF	Either	250	\$ 72,000	\$ 352,000,000	ACA	BA	15-Apr-22	Jeff Powell
2122084	Prospect	Big Green	Other	Manufacturing		Build-to-Suit	2400	\$ 50,000	\$ 1,500,000,000	ACA	BA	19-Apr-22	Jeff Powell
2122086	Prospect	Camp	Consumer Products	Manufacturing	20,000	Existing				Site Selector	BA	5-May-22	Jeff Powell
2122087	Prospect	Share	Automotive	Manufacturing	106,000	Existing	1150	\$ 60,000	\$ 25,000,000	ACA	BA	9-May-22	Jeff Powell
2122088	Prospect	Elite	Automotive	Manufacturing	100,000	Existing	500	\$ 47,200	\$ 100,000,000	ACA	BA	17-May-22	Jeff Powell
2122089	Prospect	Blaze 2	Other	Manufacturing	450,000 SF	Existing	520			ACA	BA	18-May-22	Jeff Powell
2122090	Prospect	PF1	Other	Manufacturing	400,000	Existing	150	\$ 60,000	\$ 300,000,000	ACA	BA	23-May-22	Jeff Powell
2122091	Prospect	Hard Hat	Other	Manufacturing		Existing				Company	BA	23-May-22	Jeff Powell
2122093	Prospect	Merlin	Consumer Products	Manufacturing	300,000	Either	195	\$ 47,200	\$ 186,000,000	ACA	BA	31-May-22	Jeff Powell
2122094	Prospect	Shammy	Consumer Products	Distribution Center		Build-to-Suit	300	\$ 36,250	\$ 60,000,000	ACA	BA	1-Jun-22	Jeff Powell
2122095	Prospect	Runway	Automotive	Manufacturing		Build-to-Suit	2100		\$ 3,000,000,000	Site Selector	BA	20-Jun-22	Daniela Gallagher
2122096	Prospect	Bolt	Renewable & Mining Techno	Industrial - Other		Build-to-Suit	25		\$ 54,000,000	Site Selector	BE	20-Jun-22	Daniela Gallagher
2122097	Prospect	Crossover	Healthcare	Other		Existing				Company	BA	20-Jun-22	Daniela Gallagher
2122098	Prospect	Sunset	Unknown	Manufacturing	80,000	Either	92	\$ 52,000	\$ 15,000,000	ACA	BA	17-Jun-22	Jeff Powell
2122099	Prospect	Pegasus	Consumer Products	Manufacturing		Existing	400	\$ 75,000		ACA	BA	24-Jun-22	Daniela Gallagher
2122101	Prospect	Corazon	Bioscience	Manufacturing	10,000	Existing	25			Local Broker	BE	29-Jun-22	Susan Dumon
2122102	Prospect	Twin	Aerospace & Defense	R&D	1,000	Existing	10			Local Broker	BE	29-Jun-22	Susan Dumon
<b>2223001</b>	<b>Prospect</b>	<b>Skylight 2</b>	<b>Unknown</b>	<b>Manufacturing</b>	<b>80,000</b>	<b>Existing</b>	<b>156</b>	<b>\$ 44,812</b>	<b>\$ 13,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>5-Jul-22</b>	<b>Jeff Powell</b>
<b>2223003</b>	<b>Prospect</b>	<b>Broadbill</b>	<b>Renewable &amp; Mining Techno</b>	<b>Other</b>		<b>Build-to-Suit</b>	<b>100</b>	<b>\$ 48,000</b>	<b>\$ 800,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>8-Jul-22</b>	<b>Jeff Powell</b>
<b>2223004</b>	<b>Prospect</b>	<b>Key</b>	<b>Other</b>	<b>Manufacturing</b>	<b>5,000</b>	<b>Existing</b>	<b>29</b>	<b>\$ 94,000</b>	<b>\$ 900,000</b>	<b>ACA</b>	<b>BA</b>	<b>11-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223006</b>	<b>Prospect</b>	<b>Luna</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Existing</b>	<b>650</b>	<b>\$ 59,839</b>		<b>ACA</b>	<b>BA</b>	<b>12-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223007</b>	<b>Prospect</b>	<b>Edison</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>801</b>	<b>\$ 54,303</b>		<b>ACA</b>	<b>BA</b>	<b>21-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223008</b>	<b>Prospect</b>	<b>Lunch</b>	<b>Other</b>	<b>Manufacturing</b>	<b>80,000</b>	<b>Existing</b>	<b>100</b>	<b>\$ 50,000</b>	<b>\$ 9,200,000</b>	<b>ACA</b>	<b>BA</b>	<b>25-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223009</b>	<b>Prospect</b>	<b>Shape</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>100,000</b>	<b>Either</b>	<b>39</b>	<b>\$ 76,333</b>	<b>\$ 87,024,667</b>	<b>ACA</b>	<b>BA</b>	<b>25-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223010</b>	<b>Prospect</b>	<b>Jerome</b>	<b>Unknown</b>	<b>Back Office - Call Center (3rd</b>	<b>25,000</b>	<b>Existing</b>	<b>300</b>			<b>Site Selector</b>	<b>BA</b>	<b>25-Jul-22</b>	<b>Susan Dumon</b>
<b>2223015</b>	<b>Prospect</b>	<b>Spot</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>20,000</b>	<b>Either</b>	<b>117</b>	<b>\$ 120,000</b>		<b>ACA</b>	<b>BA</b>	<b>25-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223011</b>	<b>Prospect</b>	<b>Therapy</b>	<b>Bioscience</b>	<b>R&amp;D</b>		<b>Existing</b>				<b>SCI Board Memb</b>	<b>BA</b>	<b>31-Jul-22</b>	<b>Jeff Powell</b>
<b>2223012</b>	<b>Prospect</b>	<b>American Me</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>127</b>	<b>\$ 89,000</b>	<b>\$ 300,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>3-Aug-22</b>	<b>Jeff Powell</b>
<b>2223013</b>	<b>Prospect</b>	<b>Meal</b>	<b>Consumer Products</b>	<b>Manufacturing</b>		<b>Existing</b>	<b>250</b>	<b>\$ 48,000</b>	<b>\$ 165,000</b>	<b>ACA</b>	<b>BA</b>	<b>23-Aug-22</b>	<b>Daniela Gallagher</b>

\* New Opportunities for the Quarter are in BOLD

**Attachment A - Pipeline Report**  
**Reporting Period: July 1 - September 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>2223014</b>	<b>Prospect</b>	<b>Luxe 2</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>	<b>100,000</b>	<b>Build-to-Suit</b>	<b>119</b>	<b>\$ 66,665</b>	<b>\$ 31,860,000</b>	<b>SCI Board Memb</b>	<b>BE</b>	<b>29-Aug-22</b>	<b>Susan Dumon</b>
<b>2223019</b>	<b>Prospect</b>	<b>Sirius</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>1800</b>	<b>\$ 45,000</b>	<b>\$ 2,000,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>23-Sep-22</b>	<b>Daniela Gallagher</b>
<b>2223020</b>	<b>Prospect</b>	<b>Charter</b>	<b>Automotive</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>55</b>	<b>\$ 45,000</b>	<b>\$ 82,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>26-Sep-22</b>	<b>Jeff Powell</b>
<b>2223021</b>	<b>Prospect</b>	<b>Mesquite</b>	<b>Other</b>	<b>Other</b>	<b>1,000,000</b>	<b>Build-to-Suit</b>	<b>100</b>	<b>TBD</b>	<b>\$ 800,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>30-Sep-22</b>	<b>Jeff Powell</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	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
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	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
2122055	Client	Cheek	Consumer Products	Distribution Center	72,000	Either				SCI Board Memb	BE	15-Dec-21	Daniela Gallagher
2122100	Client	Australia	Aerospace & Defense	Manufacturing	30,000	Existing	23	\$ 86,956		Regional Partner	BA	28-Jun-22	Daniela Gallagher
<b>2223002</b>	<b>Client</b>	<b>Link</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>1000</b>	<b>\$ 60,000</b>	<b>\$ 750,000,000</b>	<b>Site Selector</b>	<b>BA</b>	<b>6-Jul-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	250,000	Build-to-Suit	75			SCI Board Memb	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	Build-to-Suit	50	\$ 60,000	\$ 40,000,000	Site Selector	BA	2-Nov-21	Daniela Gallagher
2122057	Short-List	Flag	Automotive	Manufacturing		Build-to-Suit	1000	\$ 136,000	\$ 1,800,000,000	ACA	BA	5-Jan-22	Daniela Gallagher
2122062	Short-List	Sunny	Automotive	Manufacturing	120,000	Existing	75		\$ 75,000,000	Company	BE	24-Jan-22	Susan Dumon
2122078	Short-List	Nova	Automotive	Manufacturing		Build-to-Suit	1071	\$ 50,000	\$ 4,054,000,000	ACA	BA	1-Apr-22	Daniela Gallagher
2122081	Short-List	Stallion	Automotive	R&D		Existing	10	\$ 50,000	\$ 200,000	Company	BA	13-Apr-22	Susan Dumon
2122085	Short-List	Sienna	Other	Back Office - Call Center (Ent	25,000	Existing	100			Site Selector	BA	3-May-22	Susan Dumon
<b>2223016</b>	<b>Short-List</b>	<b>Micro</b>	<b>Transportation &amp; Logistics</b>	<b>Distribution Center</b>		<b>Existing</b>	<b>30</b>			<b>Company</b>	<b>BA</b>	<b>7-Sep-22</b>	<b>Daniela Gallagher</b>
<b>2223017</b>	<b>Short-List</b>	<b>Quartz</b>	<b>Renewable &amp; Mining Techn</b>	<b>Manufacturing</b>	<b>500,000</b>	<b>Build-to-Suit</b>	<b>600</b>	<b>\$ 60,000</b>		<b>Site Selector</b>	<b>BA</b>	<b>7-Sep-22</b>	<b>Daniela Gallagher</b>

\* New Opportunities for the Quarter are in BOLD

**Attachment B - Success Report**  
**Reporting Period: July 1 - September 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
None													
							<b>TOTAL</b>						

\*New Opportunities for the Quarter are in BOLD



**Attachment C - Pima County Property Report**  
**Reporting Period: July 1 - September 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
2122002	Prospect	Clutch	Automotive	Manufacturing	100,000	200	\$ 55,000	\$ 120,000,000	ACA	Aerospace Research Campus	BA	1-Jul-21	Jeff Powell
2122030	Prospect	Major	Other	Manufacturing		2,000	\$ 65,000	\$ 1,000,000,000	ACA	Aerospace Research Campus	BA	8-Sep-21	Jeff Powell
2122061	Prospect	Cygnus	Other	Manufacturing	2,000,000	1,000		\$ 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	Susan Dumon
2122075	Prospect	Gunny	Other	Manufacturing	700,000	2,000	\$ 92,750	\$ 1,500,000,000	ACA	Aerospace Research Campus	BA	29-Mar-22	Jeff Powell
2122082	Prospect	Blue Sky	Other	Manufacturing		113	\$148,230	\$ 999,000,000	ACA	Aerospace Research Campus	BA	15-Apr-22	Jeff Powell
2122083	Prospect	Luck	Other	Industrial - Other	450,000	250	\$ 72,000	\$ 352,000,000	ACA	Aerospace Research Campus	BA	15-Apr-22	Jeff Powell
2122084	Prospect	Big Green	Other	Manufacturing		2,400	\$ 50,000	\$ 1,500,000,000	ACA	Aerospace Research Campus	BA	19-Apr-22	Jeff Powell
2122095	Prospect	Runway	Automotive	Manufacturing		2,100		\$ 3,000,000,000	Site Selector	Aerospace Research Campus	BA	20-Jun-22	Daniela Gallagher
<b>2223003</b>	<b>Prospect</b>	<b>Broadbill</b>	<b>Renewable &amp; Mining</b>	<b>Other</b>		<b>100</b>	<b>\$ 48,000</b>	<b>\$ 800,000,000</b>	<b>ACA</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>8-Jul-22</b>	<b>Jeff Powell</b>
2223006	Prospect	Luna	Other	Manufacturing		650	\$ 59,839		ACA	Aerospace Research Campus	BA	12-Jul-22	Daniela Gallagher
2223007	Prospect	Edison	Other	Manufacturing		801	\$ 54,303		ACA	Aerospace Research Campus	BA	21-Jul-22	Daniela Gallagher
2223009	Prospect	Shape	Automotive	Manufacturing	100,000	39	\$ 76,333	\$ 87,024,667	ACA	Aerospace Research Campus	BA	25-Jul-22	Daniela Gallagher
2223015	Prospect	Spot	Bioscience	Manufacturing	20,000	117	\$120,000		ACA	Aerospace Research Campus	BA	25-Jul-22	Daniela Gallagher
2223019	Prospect	Sirius	Other	Manufacturing		1,800	\$ 45,000	\$ 2,000,000,000	ACA	Aerospace Research Campus	BA	23-Sep-22	Daniela Gallagher
<b>2223002</b>	<b>Client</b>	<b>Link</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>		<b>1,000</b>	<b>\$ 60,000</b>	<b>\$ 750,000,000</b>	<b>Site Selector</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>6-Jul-22</b>	<b>Jeff Powell</b>
2122045	Short-List	Trout	Automotive	Manufacturing	100,000	50	\$ 60,000	\$ 40,000,000	Site Selector	Aerospace Research Campus	BA	2-Nov-21	Daniela Gallagher
2122057	Short-List	Flag	Automotive	Manufacturing		1,000	\$136,000	\$ 1,800,000,000	ACA	Aerospace Research Campus	BA	5-Jan-22	Daniela Gallagher
<b>2223017</b>	<b>Short-List</b>	<b>Quartz</b>	<b>Renewable &amp; Mining</b>	<b>Manufacturing</b>	<b>500,000</b>	<b>600</b>	<b>\$ 60,000</b>		<b>Site Selector</b>	<b>Aerospace Research Campus;Pinal</b>	<b>BA</b>	<b>7-Sep-22</b>	<b>Daniela Gallagher</b>

\*New Opportunities for the Quarter are in BOLD



**Attachment D - ACA Pipeline Report**  
**Reporting Period: July 1 - September 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
2122002	Prospect	Clutch	Automotive	Manufacturing	100,000	Either	200	\$ 55,000	\$ 120,000,000	ACA	BA	1-Jul-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	Susan Dumon
2122030	Prospect	Major	Other	Manufacturing		Build-to-Suit	2,000	\$ 65,000	\$ 1,000,000,000	ACA	BA	8-Sep-21	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
2122071	Prospect	Blue	Other	Other		Build-to-Suit	70		\$ 3,000,000,000	ACA	BA	15-Mar-22	Susan Dumon
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
2122079	Prospect	Blaze	Consumer Products	Manufacturing	120,000	Build-to-Suit	50	\$ 41,212	\$ 7,268,000	ACA	BA	5-Apr-22	Jeff Powell
2122082	Prospect	Blue Sky	Other	Manufacturing		Build-to-Suit	113	\$ 148,230	\$ 999,000,000	ACA	BA	15-Apr-22	Jeff Powell
2122083	Prospect	Luck	Other	Industrial - Other	450,000	Either	250	\$ 72,000	\$ 352,000,000	ACA	BA	15-Apr-22	Jeff Powell
2122084	Prospect	Big Green	Other	Manufacturing		Build-to-Suit	2,400	\$ 50,000	\$ 1,500,000,000	ACA	BA	19-Apr-22	Jeff Powell
2122087	Prospect	Share	Automotive	Manufacturing	106,000	Existing	1,150	\$ 60,000	\$ 25,000,000	ACA	BA	9-May-22	Jeff Powell
2122088	Prospect	Elite	Automotive	Manufacturing	100,000	Existing	500	\$ 47,200	\$ 100,000,000	ACA	BA	17-May-22	Jeff Powell
2122089	Prospect	Blaze 2	Other	Manufacturing	450,000	Existing	520			ACA	BA	18-May-22	Jeff Powell
2122090	Prospect	PF1	Other	Manufacturing	400,000	Existing	150	\$ 60,000	\$ 300,000,000	ACA	BA	23-May-22	Jeff Powell
2122093	Prospect	Merlin	Consumer Products	Manufacturing	300,000	Either	195	\$ 47,200	\$ 186,000,000	ACA	BA	31-May-22	Jeff Powell
2122094	Prospect	Shammy	Consumer Products	Distribution Center		Build-to-Suit	300	\$ 36,250	\$ 60,000,000	ACA	BA	1-Jun-22	Jeff Powell
2122098	Prospect	Sunset	Unknown	Manufacturing	80,000	Either	92	\$ 52,000	\$ 15,000,000	ACA	BA	17-Jun-22	Jeff Powell
2122099	Prospect	Pegasus	Consumer Products	Manufacturing		Existing	400	\$ 75,000		ACA	BA	24-Jun-22	Daniela Gallagher
<b>2223001</b>	<b>Prospect</b>	<b>Skylight 2</b>	<b>Unknown</b>	<b>Manufacturing</b>	<b>80,000</b>	<b>Existing</b>	<b>156</b>	<b>\$ 44,812</b>	<b>\$ 13,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>5-Jul-22</b>	<b>Jeff Powell</b>
<b>2223003</b>	<b>Prospect</b>	<b>Broadbill</b>	<b>Renewable &amp; Mining Tech</b>	<b>Other</b>		<b>Build-to-Suit</b>	<b>100</b>	<b>\$ 48,000</b>	<b>\$ 800,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>8-Jul-22</b>	<b>Jeff Powell</b>
<b>2223004</b>	<b>Prospect</b>	<b>Key</b>	<b>Other</b>	<b>Manufacturing</b>	<b>5,000</b>	<b>Existing</b>	<b>29</b>	<b>\$ 94,000</b>	<b>\$ 900,000</b>	<b>ACA</b>	<b>BA</b>	<b>11-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223006</b>	<b>Prospect</b>	<b>Luna</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Existing</b>	<b>650</b>	<b>\$ 59,839</b>		<b>ACA</b>	<b>BA</b>	<b>12-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223007</b>	<b>Prospect</b>	<b>Edison</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>801</b>	<b>\$ 54,303</b>		<b>ACA</b>	<b>BA</b>	<b>21-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223008</b>	<b>Prospect</b>	<b>Lunch</b>	<b>Other</b>	<b>Manufacturing</b>	<b>80,000</b>	<b>Existing</b>	<b>100</b>	<b>\$ 50,000</b>	<b>\$ 9,200,000</b>	<b>ACA</b>	<b>BA</b>	<b>25-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223009</b>	<b>Prospect</b>	<b>Shape</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>100,000</b>	<b>Either</b>	<b>39</b>	<b>\$ 76,333</b>	<b>\$ 87,024,667</b>	<b>ACA</b>	<b>BA</b>	<b>25-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223015</b>	<b>Prospect</b>	<b>Spot</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>20,000</b>	<b>Either</b>	<b>117</b>	<b>\$ 120,000</b>		<b>ACA</b>	<b>BA</b>	<b>25-Jul-22</b>	<b>Daniela Gallagher</b>
<b>2223012</b>	<b>Prospect</b>	<b>American Me</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>127</b>	<b>\$ 89,000</b>	<b>\$ 300,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>3-Aug-22</b>	<b>Jeff Powell</b>
<b>2223013</b>	<b>Prospect</b>	<b>Meal</b>	<b>Consumer Products</b>	<b>Manufacturing</b>		<b>Existing</b>	<b>250</b>	<b>\$ 48,000</b>	<b>\$ 165,000</b>	<b>ACA</b>	<b>BA</b>	<b>23-Aug-22</b>	<b>Daniela Gallagher</b>
<b>2223019</b>	<b>Prospect</b>	<b>Sirius</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>1,800</b>	<b>\$ 45,000</b>	<b>\$ 2,000,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>23-Sep-22</b>	<b>Daniela Gallagher</b>
<b>2223020</b>	<b>Prospect</b>	<b>Charter</b>	<b>Automotive</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>55</b>	<b>\$ 45,000</b>	<b>\$ 82,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>26-Sep-22</b>	<b>Jeff Powell</b>
<b>2223021</b>	<b>Prospect</b>	<b>Mesquite</b>	<b>Other</b>	<b>Other</b>	<b>1,000,000</b>	<b>Build-to-Suit</b>	<b>100</b>	<b>TBD</b>	<b>\$ 800,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>30-Sep-22</b>	<b>Jeff Powell</b>
2021065	Client	Darwin	Unknown	Manufacturing		Build-to-Suit	5,200		\$ 3,200,000,000	ACA	BA	26-Mar-21	Daniela Gallagher
2122027	Client	Big Rig	Automotive	Manufacturing	500,000	Either	500	\$ 50,000	\$ 60,000,000	ACA	BA	1-Sep-21	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
2122057	Short-List	Flag	Automotive	Manufacturing		Build-to-Suit	1000	\$ 136,000	\$ 1,800,000,000	ACA	BA	5-Jan-22	Daniela Gallagher
2122078	Short-List	Nova	Automotive	Manufacturing		Build-to-Suit	1071	\$ 50,000	\$ 4,054,000,000	ACA	BA	1-Apr-22	Daniela Gallagher

\*New Opporunities for the Quarter are in BOLD

Attachment E - ACA Success Report  
Reporting Period: July 1 - September 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
None												

\*New Opporunities for the Quarter are in BOLD

Attachment F - ACA Closed.Lost Report  
Reporting Period: July 1 - September 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
2122012	Dente	Bioscience	Manufacturing	ACA	Unknown	200,000	400	\$ 47,000	\$ 175,000,000	Client Unresponsive	BA	25-Jul-22	Jeff Powell
2122023	Maple Leaf	Other	Manufacturing	ACA	Unknown	15,000	30	\$ 61,167	\$ 1,070,000	Client Unresponsive	BA	25-Jul-22	Jeff Powell
2122046	Viking	Transportation & Logistics	Advanced Business Servic	ACA	Unknown	5,000-20,000	200	\$ 89,000	\$ 2,300,000	Unknown	BA	25-Jul-22	Jeff Powell
2122028	Aries	Aerospace & Defense	Manufacturing	ACA	Unknown	1,200,000	1400	\$ 75,000	\$ 800,000,000	Insufficient Workforce	BA	28-Jul-22	Jeff Powell
2122034	Black Bear	Other	Manufacturing	ACA	Unknown	50,000-300,000	143	\$ 38,000	\$ 55,000,000	Insufficient Real Estate	BA	28-Jul-22	Jeff Powell
2122064	Cylinder	Other	Manufacturing	ACA	Unknown		304	\$ 72,973	\$ 307,000,000	Insufficient Real Estate	BA	28-Jul-22	Jeff Powell
2122040	Earth	Automotive	Manufacturing	ACA	Unknown		440		\$ 410,000,000	Unknown	BA	28-Jul-22	Jeff Powell
2122010	Gader	Unknown	Manufacturing	ACA	Unknown	60,000	296	\$ 51,339	\$ 12,000,000	Unknown	BA	28-Jul-22	Jeff Powell
2021070	Independence	Consumer Products	Manufacturing	ACA	Unknown		500	\$ 70,000	\$1,205,000,000	Client Unresponsive	BA	28-Jul-22	Jeff Powell
2122036	Orthus	Other	Manufacturing	ACA	Unknown	100,000	91	\$ 66,464	\$ 12,242,595	Insufficient Real Estate	BA	28-Jul-22	Jeff Powell
2122069	Power	Other	Industrial - Other	ACA	Unknown	300,000				Insufficient Real Estate	BA	28-Jul-22	Jeff Powell
2122017	Singularity	Other	Manufacturing	ACA	Other	40,000-80,000	225	\$ 50,000	\$ 75,000,000	Unknown	BA	28-Jul-22	Jeff Powell
2122048	Southern Expr	Unknown	Manufacturing	ACA	Unknown		100	\$ 60,000	\$ 400,000,000	Client Unresponsive	BA	28-Jul-22	Jeff Powell
2122070	York	Consumer Products	Manufacturing	ACA	Unknown	15,000	26	\$ 45,000	\$ 1,150,000	Client Unresponsive	BA	28-Jul-22	Jeff Powell
2021052	Tera	Unknown	Manufacturing	ACA	Unknown					Insufficient Infrastructure	BA	29-Jul-22	Susan Dumon
2122092	Eagle	Other	Manufacturing	ACA	Tennessee		163	\$ 60,000	\$ 500,000,000	Insufficient Real Estate	BA	31-Jul-22	Jeff Powell
2223018	Spire	Other	Manufacturing	ACA	Unknown		8120	\$ 48,000		Insufficient Infrastructure	BA	16-Sep-22	Daniela Gallagher

\*\*New Opporunities for the reporting period are in BOLD

Attachment G - Closed/ Lost Reason Report  
Reporting Period: July 1 - September 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
2122043	House	Financial Services/Insurance	Advanced Business Services	Local Broker	California					Client Unresponsive	11-Jul-22	Jeff Powell
2122054	Acrylic	Other	Manufacturing	Company	Canada	50,000	10	Unknown	Unknown	Client Unresponsive	21-Jul-22	Jeff Powell
2122051	Gemeni	Aerospace & Defense	Manufacturing	Company	Arizona	50,000 - 100,000	60	\$ 62,400	\$ 60,000,000	Client Unresponsive	21-Jul-22	Jeff Powell
2122012	Dente	Bioscience	Manufacturing	ACA	Unknown	200,000	400	\$ 47,000	\$ 175,000,000	Client Unresponsive	25-Jul-22	Jeff Powell
2122023	Maple Leaf	Other	Manufacturing	ACA	Unknown	15,000	30	\$ 61,167	\$ 1,070,000	Client Unresponsive	25-Jul-22	Jeff Powell
2122046	Viking	Transportation & Logistics	Advanced Business Services	ACA	Unknown	5,000-20,000	200	\$ 89,000	\$ 2,300,000	Unknown	25-Jul-22	Jeff Powell
2122028	Aries	Aerospace & Defense	Manufacturing	ACA	Unknown	1,200,000	1400	\$ 75,000	\$ 800,000,000	Insufficient Workforce	28-Jul-22	Jeff Powell
2122034	Black Bear	Other	Manufacturing	ACA	Unknown	50,000-300,000	143	\$ 38,000	\$ 55,000,000	Insufficient Real Estate	28-Jul-22	Jeff Powell
2122064	Cylinder	Other	Manufacturing	ACA	Unknown		304	\$ 72,973	\$ 307,000,000	Insufficient Real Estate	28-Jul-22	Jeff Powell
2122040	Earth	Automotive	Manufacturing	ACA	Unknown		440		\$ 410,000,000	Unknown	28-Jul-22	Jeff Powell
2122010	Gader	Unknown	Manufacturing	ACA	Unknown	60,000	296	\$ 51,339	\$ 12,000,000	Unknown	28-Jul-22	Jeff Powell
2021070	Independence	Consumer Products	Manufacturing	ACA	Unknown		500	\$ 70,000	\$ 1,205,000,000	Client Unresponsive	28-Jul-22	Jeff Powell
2122036	Orthus	Other	Manufacturing	ACA	Unknown	100,000	91	\$ 66,464	\$ 12,242,595	Insufficient Real Estate	28-Jul-22	Jeff Powell
2122069	Power	Other	Industrial - Other	ACA	Unknown	300,000				Insufficient Real Estate	28-Jul-22	Jeff Powell
2122017	Singularity	Other	Manufacturing	ACA	Other	40,000-80,000	225	\$ 50,000	\$ 75,000,000	Unknown	28-Jul-22	Jeff Powell
2122048	Southern Express	Unknown	Manufacturing	ACA	Unknown		100	\$ 60,000	\$ 400,000,000	Client Unresponsive	28-Jul-22	Jeff Powell
2122070	York	Consumer Products	Manufacturing	ACA	Unknown	15,000	26	\$ 45,000	\$ 1,150,000	Client Unresponsive	28-Jul-22	Jeff Powell
2021052	Tera	Unknown	Manufacturing	ACA	Unknown					Insufficient Infrastructure	29-Jul-22	Susan Dumon
2122092	Eagle	Other	Manufacturing	ACA	Tennessee		163	\$ 60,000	\$ 500,000,000	Insufficient Real Estate	31-Jul-22	Jeff Powell
2223005	Keyser	Consumer Products	Distribution Center	Site Selector	Texas	5,000				Client Unresponsive	16-Sep-22	Daniela Gallagher
2223018	Spire	Other	Manufacturing	ACA	Unknown		8120	\$ 48,000		Insufficient Infrastructure	16-Sep-22	Daniela Gallagher
2122037	Skylight	Consumer Products	Manufacturing	Local Broker	Arizona	70,000	50		\$ 5,000,000	Project Canceled	22-Sep-22	Daniela Gallagher
2122068	Windward	Healthcare	Other	Site Selector	Texas		80			Unknown	22-Sep-22	Susan Dumon
2122050	Skyline	Healthcare	Back Office - Call Center (E)	Site Selector	Florida		300			Other - See Other Info for De	30-Sep-22	Susan Dumon

\*New opportunities for the Quarter are in BOLD.

# ATTACHMENT 2



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## MEMORANDUM

Date: October 14, 2022

To: Jan Leshar, Pima County Administrator

From: Joe Snell, President & CEO

Re: Sun Corridor Inc. FY23 Q1 Report

Please find attached the Sun Corridor Inc. first quarter report for fiscal year 2023, which provides a description of activities aligned to the scope of work in the agreement between our organizations for the period between July 1 – September 30, 2022.

I am pleased to report that our first quarter results have been positive, and we have made significant progress against the benchmarks outlined in the contract.

As I mentioned in my last memo, we are putting a ton of calories into generating qualified leads for Pima County. Our team has been on the road meeting with companies and site selectors across North America. Those efforts are producing dividends.

We are thrilled that Pony.ai recently announced that they will be establishing their first operations outside of California in our area. This cutting-edge technology company will strengthen our growing presence in the autonomous technology industry.

In the summary memo for FY 2022, I noted that we are at an inflection point for the region. I believe some of the trends we are seeing represent real shifts within business and industry. For example, aerospace and defense will always be a key industry in our regional economy, but automotive related projects have dominated our pipeline for the past year and currently represent more projects in our pipeline than any other industry. These are projects related to the supply chain for electric vehicles, as well as the development of autonomous vehicle technologies. Several of these projects are in the final stages of the site selection process and I am optimistic that one or more of these will land in Pima County, potentially having a transformational impact on our region.

SCI staff participated in the Area Development Consultant's Forum Executive Summit, which brought together site selectors and senior level economic developers from across the country to discuss industry trends, as well as national and state policy issues. Key takeaways include:

- Sitting of electric vehicle manufacturing facilities and the supply chain that supports these operations are dominating site selection in the U.S. Arizona is one of the states that has proven to be competitive on these projects, but the competition is strong among regions seeking to attract this industry.
- Demand for industrial real estate remains high across the U.S. Sites with entitlements and some, if not all, infrastructure in place will be well positioned to compete for large, capital-intensive projects. The inventory of available "shovel ready" sites is as low as it has been in more than 30 years. This is also the case for the Tucson metro region, as well.
- ESG (Environmental, Social, Governance) is becoming a higher priority for companies across all sectors. What ESG means to one company may be different than what it may mean to another. Understanding the nuances of ESG priorities among the businesses we seek to recruit could help determine where Pima County may have competitive advantages with the prospects considering relocation or expansion in the region.

Part of our efforts to define and improve our ability to compete revolves around garnering feedback from industry leaders. We have held several meetings with top industry CEOs to obtain their feedback on hot button issues and opportunities. Much of the feedback from these leaders focused on the need for infrastructure investment. Infrastructure in the form of roads, bridges, broadband, etc. These discussions have yielded a preliminary list of infrastructure projects needed to produce long-term economic development returns.

SCI is in the beginning stages of developing a Talent Attraction Campaign. As you are aware, the COVID-19 pandemic has greatly impacted the Pima County economy. A combination of strong demand for products and services and, on the supply side, delays in securing materials/shipping goods, has resulted in high inflation. This has impacted the cost of supplies for Pima County businesses and, with more demand, led to increased hiring in response. Because of these COVID-19-induced conditions, the regional economy is now experiencing an historically low unemployment rate, a tight labor market and rapid wage increases. Pima County businesses face challenges finding skilled workforce to fill their needs.

This program is aimed at attracting a workforce interested in relocating from outside Pima County. A key element of this program is the promotion of workforce and job training programs available in Pima County. More in-migration of talent and workforce

results in more skilled workers available to existing and new businesses across Pima County.

Leveraging the momentum SCI has built over the past year with positive media coverage of Pima County and Southern Arizona as a great place to live, work and do business, this marketing campaign is aimed at showcasing what makes Pima County unique and the career and lifestyle opportunities available to talent interested in relocating.

Additionally, Sun Corridor Inc. has partnered with the Institute for Professionals in Taxation (IPT) to bring their Credits and Incentives Symposium to Tucson November 6 – 9. IPT brings together more than 300 tax professionals that serve as key advisors to businesses representing a variety of industries from across the country. SCI, in partnership with the Arizona Commerce Authority and Pima County, will present a case study to this group, highlighting how our organizations worked together to win the deal.

I look forward to continuing our partnership with Pima County to facilitate economic development opportunities for the region. Over the next several months you will see the results of our efforts over many months, and in some cases years, to bring several key projects to the region that will have profound implications for our regional economy for years to come.

I appreciate the strong working partnership with the Pima County management and leadership of the Board of Supervisors. I am happy to elaborate on any specifics and questions you may have.