



MEMORANDUM

Date: January 20, 2023

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 October 1 – December 31, 2022**

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

This report notes that:

- Pima County recently attracted American Battery Factory (ABF) to the area known as the Pima County Aerospace Research Campus (ARC). ABF is a Utah-based startup that focuses on battery manufacturing, spun out of parent company Lion Energy. ABF's capital investment in the region will comprise of approximately \$1.2B, which includes upwards of 1,000 jobs at an average wage of \$65,000/year, and upwards of 2 million square feet of manufacturing, warehousing, and office space;
- Sion Power announced plans to expand their current Tucson operations. This includes doubling the size of their Tucson footprint, including a \$341 million dollar capital investment, and an additional 150 jobs to the region;
- There is a shift in industry attraction opportunity. This includes a shift to many opportunities in new and renewable energy manufacturing, semiconductor and battery manufacturing, as well as the automotive industry;
- Demand for industrial real estate remains high across the U.S.;
- A Talent Perception Study was developed in collaboration with Pima County, and is being utilized in a long term Talen Attraction Campaign. This campaign aims to attract new talent to our region, to shore up gaps in a tight labor market.

JKL/je

Attachments

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

ATTACHMENT 1

3.4.3.1 – Performance Measurements in Exhibit A and E.

Exhibit A – Performance Goals and Services

1. Economic Development Goals

	<u>Oct. – Dec.</u>	<u>YTD</u>
1.1 Number of Direct Jobs Facilitated	1302	1302
1.2 Number of Indirect Jobs Facilitated	1098	1098
1.3 Number of Jobs in Targeted Industries	1150	1150
1.4 Number of Qualified Prospects	14	35
1.5 Earned Media Reach	198,396,184	199,529,511

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 6 – 9, the Institute for Professionals in Taxation (IPT) held their annual Credits and Incentives Symposium in Tucson, with more than 300 tax, incentives, and site selection advisors from across the country participating in the event. SCI hosted a dinner for the group to better acquaint them with the Southern Arizona region and introduce them to key leaders in our community.

Additionally, SCI staff attended the conference to further network with the tax, incentives, and site selection advisors. SCI presented a case study at one of the luncheon events. SCI has learned that due to the quality of the experience the group had in Tucson, they will be returning in November 2024.

On December 5 – 7, Consultant Connect held their annual Economix conference in Columbus, OH. SCI staff met with 32 site selectors, many of which were new to the SCI team. The event coincided with the American

Battery Factory and Sion Power announcements, which was noted by many. Focus on conversations about the ABF deal was mostly on the shovel ready nature of the site.

2.2.2 Continue emphasis on a strategy to increase FDI.

SCI and Business Sweden continue to work on plans to host a delegation of mining technology companies from Sweden seeking to establish a US presence. Dates have not been set but are targeted for fall 2023. The familiarization tour will focus on community and university assets in the mining and optics 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
2223022	Finco	Financial Services	Advanced Business Services	152	\$2,094,000
2223023	Tubular	Unknown	Manufacturing	480	\$106,000,000
2223024	Hopkins	Other	Manufacturing	616	\$136,500,000
2223025	Wood	Other	Manufacturing	10	\$1,000,000
2223026	Royal	Automotive	Manufacturing	415	\$225,000,000
2223027	Spirit	Other	Manufacturing	100	\$40,000,000

SCI Number	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	CapEx - Total
2223028	First	Other	Manufacturing	1,100	\$3,600,000
2223029	Hibiscus	Other	Manufacturing	26	\$15,000,000
2223030	Mountain	Automotive	Manufacturing	200	
2223031	Two Step	Other	Manufacturing	800	\$7,530,000
2223032	BC		Distribution Center	100	
2223033	Invisible	Other	Manufacturing	238	\$129,000,000
2223034	Charm	Other	Manufacturing	150	\$60,000,000
2223035	New Wave	Transportation & Logistics	Manufacturing	95	\$170,000,000

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
10/6/22	Bolt	Client Project Meeting	Yes
10/7/22	Luxe 2	Client Project Meeting	No
10/11/22	Flag	Client Project Meeting	No
10/19/22	Luna	Client Project Meeting	No
10/25/22	Hoosier	Client Project Meeting	No
10/27/22	Baymar	Client Project Meeting	No
10/28/22	Finco	Site Visit	No
10/31/22	Luna	Site Visit	Yes
11/1/22	Luxe 2	Site Visit	No (invited)
11/04/22	Luck	Site Visit	No
11/16/22	Blue	Site Visit	No
11/29/22	Blue	Client Project Meeting	No
11/30/22	Blue	Client Project Meeting	No

Date	Project Name	Site Visit or Client Project Meeting	Pima County Participation - Yes or No
12/6/22	Blue	Client Project Meeting	No
12/13/22	Blue	Client Project Meeting	No
12/13/22	Blue	Client Project Meeting	No
12/13/22	Luxe 2	Client Project Meeting	Yes
12/19/22	Blue	Client Project Meeting	No

C. WIB and other Workforce Activity

Date	Meeting or Event	Summary
11/8/22	NAU	Discussion and update on SCI and new ways NAU is partnering with PCC for 2+2 programs.
11/17/22	WIB Planning Committee	Further discussions on apprenticeships, including employers that could benefit.
12/12/22	Southern AZ Workforce Leadership Academy Advisory Council	Pima Community College received a grant from the Aspen Institute to create the Southern Arizona Workforce Leadership Academy, a program designed to support leaders committed to advancing your local workforce development system. SCI is serving on the Advisory Council.
12/15/22	WIB Planning Committee	Review of Planning Committee goals.

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
10/27/22	AAED Fall Forum	Attended the annual forum to learn about statewide issues. Highlights included a discussion on water, as well

Date	Meeting or Event	Summary
		as the impact changes to statewide offices and the legislature will have on economic development.
11/17/22	UA – Greg Hitt	Meet with Greg Hitt to discuss his new role and how he can be SCI’s conduit within the university.
11/21/22	Pima County Coordination Meeting	Coordination meeting with Pima County ED Director to discuss projects and other relevant issues.
12/15/22	Southern Arizona Quarterly Economic Development Meeting	Quarterly meeting led by Pima County with regional ED partners to learn about a topic and hear a report out from each organization attending.

- 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.**

Regional guiding principles were finalized with input from regional partners. SCI staff is working to finalize the collateral that will be shared with all partners. Additionally, SCI will add the RGP’s to our website and include the materials in our proposal packages to prospective clients.

- 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
10/13/22	San Marcos Chamber	Provided an update on best practices and competitive issues to a regional delegation of more than 50 business and community leaders from San Marcos Texas visiting the Tucson region.
10/27/22	TEP Resource Planning Advisory Council (RPAC)	Initial meeting to discuss the current status of the TEP resource plan, and the basic and major requirements of the 2023 Integrated Resource Plan.
12/15/22	TEP Resource Planning Advisory Council (RPAC)	Second meeting in the series to discuss TEP’s current 15 year forecast.

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

- American Battery Factory
<https://suncorridorinc.com/2022/12/06/american-battery-factory-selects-tucson-arizona-as-site-for-its-first-battery-cell-gigafactory-in-united-states/>
- Sion Power
<https://suncorridorinc.com/2022/12/07/sion-power-announces-plans-to-expand-battery-manufacturing-operations-in-tucson-arizona/>

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

Progress is well underway for Talent Attraction Campaign, in partnership with Pima County and Visit Tucson.

Background

The COVID-19 pandemic has greatly impacted the regional 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.

Businesses face challenges finding skilled workforce to fill their needs. This program is aimed at attracting workforce interested in relocating from outside Pima County. More in-migration of talent and workforce results in more skilled workers available to existing and new businesses across Pima County. National research shows that potential talent finds out about communities to move to, via internet searches and social media.

This campaign, starting in September of 2022, is comprised of the following elements:

- National Talent Study of Tucson Perceptions
- New Social Media strategy and platforms for “Thrive in Tucson”
- New Cost of Living calculator tool on thriveintucson.com
- Influencer campaign
- Facebook / Instagram advertising

Leveraging the momentum SCI has built over the past year with positive media coverage of Tucson and Pima County 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.

<u>Activity</u>	<u>Date</u>
Kickoff Meeting on Talent Attraction Campaign – Influencer Strategy	10/5/22
VT Executive Committee	10/11/22
Review of Talent Perception Study Markets and Survey Questions	10/18/22
VT Board of Directors Meeting	10/20/22
Review of Talent Perception Study Results	11/17/22
Review of Recommended Influencer List	12/14/22
VT Board of Directors Meeting	12/15/22

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: October 1 - December 31, 2022

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction /Expansion	Date Added to Pipeline	Owner Name
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
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	Existing	50	\$ 35,360	TBD	Site Selector	BA	11-Feb-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
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	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
2122096	Prospect	Bolt	Renewable and Mining Tech	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 and Defense	R&D	1,000	Existing	10			Local Broker	BE	29-Jun-22	Susan Dumon
2223001	Prospect	Skylight 2	Unknown	Manufacturing	80,000	Existing	156	\$ 44,812	\$ 13,000,000	ACA	BA	5-Jul-22	Jeff Powell
2223003	Prospect	Broadbill	Renewable and Mining Tech	Other		Build-to-Suit	100	\$ 48,000	\$ 800,000,000	ACA	BA	8-Jul-22	Jeff Powell
2223004	Prospect	Key	Other	Manufacturing	5,000	Existing	29	\$ 94,000	\$ 900,000	ACA	BA	11-Jul-22	Daniela Gallagher
2223007	Prospect	Edison	Other	Manufacturing		Build-to-Suit	801	\$ 54,303		ACA	BA	21-Jul-22	Daniela Gallagher
2223008	Prospect	Lunch	Other	Manufacturing	80,000	Existing	100	\$ 50,000	\$ 9,200,000	ACA	BA	25-Jul-22	Daniela Gallagher
2223009	Prospect	Shape	Automotive	Manufacturing	100,000	Either	39	\$ 76,333	\$ 87,024,667	ACA	BA	25-Jul-22	Daniela Gallagher
2223010	Prospect	Jerome	Unknown	Back Office - Call Center (3rd	25,000	Existing	300			Site Selector	BA	25-Jul-22	Susan Dumon
2223011	Prospect	Therapy	Bioscience	R&D		Existing				SCI Board Member	BA	31-Jul-22	Jeff Powell
2223012	Prospect	American Mer	Other	Manufacturing		Build-to-Suit	127	\$ 89,000	\$ 300,000,000	ACA	BA	3-Aug-22	Jeff Powell
2223013	Prospect	Meal	Consumer Products	Manufacturing		Existing	250	\$ 48,000	\$ 165,000	ACA	BA	23-Aug-22	Daniela Gallagher
2223014	Prospect	Luxe 2	Aerospace and Defense	Other	100,000	Build-to-Suit	119	\$ 66,665	\$ 31,860,000	SCI Board Member	BE	29-Aug-22	Susan Dumon
2223015	Prospect	Spot	Bioscience	Manufacturing	20,000	Either	117	\$ 120,000		ACA	BA	25-Jul-22	Daniela Gallagher
2223019	Prospect	Sirius	Other	Manufacturing		Build-to-Suit	1800	\$ 45,000	\$ 2,000,000,000	ACA	BA	23-Sep-22	Daniela Gallagher
2223020	Prospect	Charter	Automotive	Manufacturing		Build-to-Suit	55	\$ 45,000	\$ 82,000,000	ACA	BA	26-Sep-22	Jeff Powell
2223021	Prospect	Mesquite	Other	Other	1,000,000	Build-to-Suit	100	TBD	\$ 800,000,000	ACA	BA	30-Sep-22	Jeff Powell
2223023	Prospect	Tubular	Unknown	Manufacturing		Build-to-Suit	480	TBD	\$ 106,000,000	ACA	BA	5-Oct-22	Jeff Powell
2223024	Prospect	Hopkins	Other	Manufacturing	625,000	Either	616	\$ 71,141	\$ 136,500,000	ACA	BA	5-Oct-22	Jeff Powell

* New Opportunities for the Quarter are in BOLD

Attachment A - Pipeline Report
Reporting Period: October 1 - December 31, 2022

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction /Expansion	Date Added to Pipeline	Owner Name
2223025	Prospect	Wood	Other	Manufacturing	15,000	Existing	10	\$ 73,998	\$ 1,000,000	ACA	BA	7-Oct-22	Jeff Powell
2223026	Prospect	Royal	Automotive	Manufacturing		Build-to-Suit	415	TBD	\$ 225,000,000	ACA	BA	11-Oct-22	Jeff Powell
2223027	Prospect	Spirit	Other	Manufacturing	230,000	Build-to-Suit	100	\$ 41,600	\$ 40,000,000	ACA	BA	1-Nov-22	Jeff Powell
2223028	Prospect	First	Other	Manufacturing		Build-to-Suit	1100	\$ 65,000	\$ 3,600,000	ACA	BA	7-Nov-22	Jeff Powell
2223029	Prospect	Hibiscus	Other	Manufacturing	52,000	Existing	26	\$ 48,000	\$ 15,000,000	ACA	BA	8-Nov-22	Jeff Powell
2223030	Prospect	Mountain	Automotive	Manufacturing		Existing	200			Company	BA	14-Nov-22	Daniela Gallagher
2223031	Prospect	Two Step	Other	Manufacturing		Build-to-Suit	800	\$ 140,000	\$ 7,530,000	ACA	BA	15-Nov-22	Daniela Gallagher
2223032	Prospect	BC		Distribution Center		Existing	100			Site Selector	BA	16-Nov-22	Daniela Gallagher
2223033	Prospect	Invisible	Other	Manufacturing	120,000	Either	238	\$ 68,088	\$ 129,000,000	ACA	BA	17-Nov-22	Jeff Powell
2223034	Prospect	Charm	Other	Manufacturing	400,000	Existing	150	\$ 75,000	\$ 60,000,000	ACA	BA	2-Dec-22	Jeff Powell
2223035	Prospect	New Wave	Transportation and Logistics	Manufacturing		Existing	95		\$ 170,000,000	ACA	BA	2-Dec-22	Susan Dumon
1920029	Client	Penny	Aerospace and Defense	Industrial - Other	199,000	Build-to-Suit	115	\$ 50,322	\$ 41,400,000	Company	BE	12-Nov-19	Susan Dumon
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
2021076	Client	Sarge	Aerospace and Defense	Manufacturing		Existing	140	\$ 63,517	\$ 29,092,726	Company	BE	14-Jun-21	Susan Dumon
2122004	Client	Rockstar	Aerospace and Defense	Distribution Center	75,000	Either	75			Regional Partner	BA	1-Jul-21	Daniela Gallagher
2122006	Client	Dreamlifter	Aerospace and Defense	Manufacturing		Existing	170	\$ 51,382		Company	BE	12-Jul-21	Jeff Powell
2122013	Client	Warehouse	Transportation and 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
2122055	Client	Cheek	Consumer Products	Distribution Center	72,000	Either				SCI Board Member	BE	15-Dec-21	Daniela Gallagher
2122071	Client	Blue	Other	Other		Build-to-Suit	70	\$ 90,000	\$ 3,000,000,000	ACA	BA	15-Mar-22	Susan Dumon
2122100	Client	Australia	Aerospace and Defense	Manufacturing	30,000	Existing	23	\$ 86,956		Regional Partner	BA	28-Jun-22	Susan Dumon
2223002	Client	Link	Aerospace and Defense	Manufacturing		Build-to-Suit	1000	\$ 60,000	\$ 750,000,000	Site Selector	BA	6-Jul-22	Jeff Powell
2223006	Client	Luna	Other	Manufacturing		Existing	650	\$ 59,839		ACA	BA	12-Jul-22	Daniela Gallagher
2122025	Short-List	Hoosier	Unknown	Distribution Center	250,000	Build-to-Suit	75			SCI Board Member	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
2122081	Short-List	Stallion	Automotive	R&D		Existing	10	\$ 50,000	\$ 200,000	Company	BA	13-Apr-22	Susan Dumon
2122083	Short-List	Luck	Other	Industrial - Other	450,000	Either	3200	\$ 72,000	\$ 2,400,000,000	ACA	BA	15-Apr-22	Jeff Powell
2122085	Short-List	Sienna	Other	Back Office - Call Center (Ent	25,000	Existing	100			Site Selector	BA	3-May-22	Susan Dumon
2223016	Short-List	Micro	Transportation and Logistics	Distribution Center		Existing	30			Company	BA	7-Sep-22	Daniela Gallagher

* New Opportunities for the Quarter are in BOLD

Success Report
Reporting Period: October 1 - December 31, 2022

SCI Number	Opportunity Name	Organization	Industry	Operation Type	Lead_Source	Project Origin	Square Feet	Total Jobs-5 years	Average Annual Salary	CapEx - Total	Attraction /Expansion	Date Closed	Owner Name
2223022	Finco	Advanced Financial Company	Financial Services/Insurance	Advanced Business Services	Company	California	-	152	\$ 48,253	\$ 2,094,000	BA	3-Nov-22	Daniela Gallagher
2122057	Flag	American Battery Factory	Renewable and Mining Tech	Manufacturing	ACA	Utah	2,000,000	1000	\$ 136,000	\$ 1,800,000,000	BA	6-Dec-22	Daniela Gallagher
2122062	Sunny	Sion Power	Renewable and Mining Tech	Manufacturing	Company	Arizona	111,400	150	\$ 69,224	\$ 79,672,552	BE	7-Dec-22	Susan Dumon
TOTAL								1302	\$ 118,063	\$1,881,766,552			

*New Opportunities for the Quarter are in BOLD

Attachment C - Pima County Property Report
Reporting Period: October 1 - December 31, 2022

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Total Jobs 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Pima County Properties	Attraction/Expansion	Date Added to Pipeline	Owner Name
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
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
2122084	Prospect	Big Green	Other	Manufacturing		2,400	\$ 50,000	\$ 1,500,000,000	ACA	Aerospace Research Campus	BA	19-Apr-22	Jeff Powell
2223003	Prospect	Broadbill	Renewable and Minin	Other		100	\$ 48,000	\$ 800,000,000	ACA	Aerospace Research Campus	BA	8-Jul-22	Jeff Powell
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	20000	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
2223023	Prospect	Tubular	Unknown	Manufacturing		480	TBD	\$ 106,000,000	ACA	Aerospace Research Campus	BA	5-Oct-22	Jeff Powell
2223024	Prospect	Hopkins	Other	Manufacturing	625,000	616	\$ 71,141	\$ 136,500,000	ACA	Aerospace Research Campus	BA	5-Oct-22	Jeff Powell
2223027	Prospect	Spirit	Other	Manufacturing	230,000	100	\$ 41,600	\$ 40,000,000	ACA	SE Logistic and Employment Center	BA	1-Nov-22	Jeff Powell
2223028	Prospect	First	Other	Manufacturing		1,100	\$ 65,000	\$ 3,600,000	ACA	SE Logistic and Employment Center	BA	7-Nov-22	Jeff Powell
2223031	Prospect	Two Step	Other	Manufacturing		800	\$140,000	\$ 8	ACA	Aerospace Research Campus;SE Log	BA	15-Nov-22	Daniela Gallagher
2122071	Client	Blue	Other	Other		70	\$ 90,000	\$ 3,000,000,000	ACA	Aerospace Research Campus	BA	15-Mar-22	Susan Dumon
2223002	Client	Link	Aerospace and Defens	Manufacturing		1,000	\$ 60,000	\$ 750,000,000	Site Selector	Aerospace Research Campus	BA	6-Jul-22	Jeff Powell
2223006	Client	Luna	Other	Manufacturing		650	\$ 59,839		ACA	Aerospace Research Campus	BA	12-Jul-22	Daniela Gallagher
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
2122083	Short-List	Luck	Other	Industrial - Other	450,000	3,200	\$ 72,000	\$ 2,400,000,000	ACA	Aerospace Research Campus	BA	15-Apr-22	Jeff Powell

*New Opportunities for the Quarter are in BOLD

Attachment D - ACA Pipeline Report
Reporting Period: October 1 - December 31, 2022

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
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
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
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
2223001	Prospect	Skylight 2	Unknown	Manufacturing	80,000	Existing	156	\$ 44,812	\$ 13,000,000	ACA	BA	5-Jul-22	Jeff Powell
2223003	Prospect	Broadbill	Renewable and Mining Tec	Other		Build-to-Suit	100	\$ 48,000	\$ 800,000,000	ACA	BA	8-Jul-22	Jeff Powell
2223004	Prospect	Key	Other	Manufacturing	5,000	Existing	29	\$ 94,000	\$ 900,000	ACA	BA	11-Jul-22	Daniela Gallagher
2223007	Prospect	Edison	Other	Manufacturing		Build-to-Suit	801	\$ 54,303		ACA	BA	21-Jul-22	Daniela Gallagher
2223008	Prospect	Lunch	Other	Manufacturing	80,000	Existing	100	\$ 50,000	\$ 9,200,000	ACA	BA	25-Jul-22	Daniela Gallagher
2223009	Prospect	Shape	Automotive	Manufacturing	100,000	Either	39	\$ 76,333	\$ 87,024,667	ACA	BA	25-Jul-22	Daniela Gallagher
2223012	Prospect	American Men	Other	Manufacturing		Build-to-Suit	127	\$ 89,000	\$ 300,000,000	ACA	BA	3-Aug-22	Jeff Powell
2223013	Prospect	Meal	Consumer Products	Manufacturing		Existing	250	\$ 48,000	\$ 165,000	ACA	BA	23-Aug-22	Daniela Gallagher
2223015	Prospect	Spot	Bioscience	Manufacturing	20,000	Either	117	\$ 120,000		ACA	BA	25-Jul-22	Daniela Gallagher
2223019	Prospect	Sirius	Other	Manufacturing		Build-to-Suit	1,800	\$ 45,000	\$ 2,000,000,000	ACA	BA	23-Sep-22	Daniela Gallagher
2223020	Prospect	Charter	Automotive	Manufacturing		Build-to-Suit	55	\$ 45,000	\$ 82,000,000	ACA	BA	26-Sep-22	Jeff Powell
2223021	Prospect	Mesquite	Other	Other	1,000,000	Build-to-Suit	100	TBD	\$ 800,000,000	ACA	BA	30-Sep-22	Jeff Powell
2223023	Prospect	Tubular	Unknown	Manufacturing		Build-to-Suit	480	TBD	\$ 106,000,000	ACA	BA	5-Oct-22	Jeff Powell
2223024	Prospect	Hopkins	Other	Manufacturing	625,000	Either	616	\$ 71,141	\$ 136,500,000	ACA	BA	5-Oct-22	Jeff Powell
2223025	Prospect	Wood	Other	Manufacturing	15,000	Existing	10	\$ 73,998	\$ 1,000,000	ACA	BA	7-Oct-22	Jeff Powell
2223026	Prospect	Royal	Automotive	Manufacturing		Build-to-Suit	415	TBD	\$ 225,000,000	ACA	BA	11-Oct-22	Jeff Powell
2223027	Prospect	Spirit	Other	Manufacturing	230,000	Build-to-Suit	100	\$ 41,600	\$ 40,000,000	ACA	BA	1-Nov-22	Jeff Powell
2223028	Prospect	First	Other	Manufacturing		Build-to-Suit	1,100	\$ 65,000	\$ 3,600,000	ACA	BA	7-Nov-22	Jeff Powell
2223029	Prospect	Hibiscus	Other	Manufacturing	52,000	Existing	26	\$ 48,000	\$ 15,000,000	ACA	BA	8-Nov-22	Jeff Powell
2223031	Prospect	Two Step	Other	Manufacturing		Build-to-Suit	800	\$ 140,000	\$ 8	ACA	BA	15-Nov-22	Daniela Gallagher
2223033	Prospect	Invisible	Other	Manufacturing	120,000	Either	238	\$ 68,088	\$ 129,000,000	ACA	BA	17-Nov-22	Jeff Powell
2223034	Prospect	Charm	Other	Manufacturing	400,000	Existing	150	\$ 75,000	\$ 60,000,000	ACA	BA	2-Dec-22	Jeff Powell
2223035	Prospect	New Wave	Transportation and Logisti	Manufacturing		Existing	95		\$ 170,000,000	ACA	BA	2-Dec-22	Susan Dumon
2021065	Client	Darwin	Unknown	Manufacturing		Build-to-Suit	5,200		\$ 3,200,000,000	ACA	BA	26-Mar-21	Daniela Gallagher
2122071	Client	Blue	Other	Other		Build-to-Suit	70	\$ 90,000	\$ 3,000,000,000	ACA	BA	15-Mar-22	Susan Dumon

*New Opporunities for the Quarter are in BOLD

Attachment D - ACA Pipeline Report
Reporting Period: October 1 - December 31, 2022

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
2223006	Client	Luna	Other	Manufacturing		Existing	650	\$ 59,839		ACA	BA	12-Jul-22	Daniela Gallagher
2122026	Short-List	Chrome	Consumer Products	Manufacturing	100,000	Existing	150	\$ 50,000	\$ 5,000,000	ACA	BA	25-Aug-21	Susan Dumon
2122083	Short-List	Luck	Other	Industrial - Other	450,000	Either	3200	\$ 72,000	\$2,400,000,000	ACA	BA	15-Apr-22	Jeff Powell

*New Opporunities for the Quarter are in BOLD

Attachment E - ACA Success Report
Reporting Period: October 1 - December 31, 2022

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Attraction/Expansion	Date Closed	Owner Name
2122057	Flag	Automotive	Manufacturing	ACA	Utah	2,000,000	1000	\$ 136,000	\$ 1,800,000,000	BA	6-Dec-22	Daniela Gallagher

*New Opporunities for the Quarter are in BOLD

Attachment G - Closed/ Lost Reason Report
Reporting Period: October 1 - December 31, 2022

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	State Reason	Date Closed	Owner Name
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 Exp	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	5000				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	70000	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 (En	Site Selector	Florida		300			Other - See Other Info for De	30-Sep-22	Susan Dumon
2122038	Payload	Aerospace & Defense	Other	Regional Partner	Arizona					Other - See Other Info for De	21-Oct-22	Susan Dumon
2122059	Silo	Renewable & Mining Tech	Manufacturing	Regional Partner	California	200,000				Client Unresponsive	21-Oct-22	Susan Dumon
2021073	Buffalo	Aerospace & Defense	Industrial - Other	Regional Partner	Europe	30000	80	\$ 48,000	\$ 2,700,000	Other - See Other Info for De	24-Oct-22	Susan Dumon
2122095	Runway	Automotive	Manufacturing	Site Selector	Unknown		2100		\$ 3,000,000,000	Unknown	25-Oct-22	Susan Dumon
2122024	Surfer	Aerospace & Defense	Manufacturing	Regional Partner	California	100000	500			Client Unresponsive	25-Oct-22	Susan Dumon
2122027	Big Rig	Automotive	Manufacturing	ACA	Indiana	500,000	500	\$ 50,000	\$ 60,000,000	Client Unresponsive	4-Nov-22	Jeff Powell
2122078	Nova	Automotive	Manufacturing	ACA	Europe		1071	\$ 50,000	\$ 4,054,000,000	Unknown	14-Nov-22	Daniela Gallagher
2021027	Flower	Consumer Products	Manufacturing	Local Broker	California	250,000	105	\$ 41,983	\$ 29,110,000	Lack of Financing	9-Dec-22	Susan Dumon
2223017	Quartz	Renewable and Mining Te	Manufacturing	Site Selector	Virginia	500000	604	\$ 59,685		Other - See Other Info for De	15-Dec-22	Daniela Gallagher

*New opportunities for the Quarter are in BOLD.

Attachment F - ACA Closed.Lost Report
Reporting Period: October 1 - December 31, 2022

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	State Reason	Attraction/Expansion	Date Closed	Owner Name
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 Service	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

*New Opporunities for the Quarter are in BOLD

ATTACHMENT 2



1985 East River Road, Suite 101
Tucson, AZ 85718
520.243.1900
www.suncorridorinc.com

MEMORANDUM

Date: January 17, 2023
To: Jan Leshar, Pima County Administrator
From: Joe Snell, President & CEO
Re: Sun Corridor Inc. FY23 Q2 Report

Please find attached the Sun Corridor Inc. second 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 October 1 – December 31, 2022.

Last quarter, I shared that you would soon see the results of our combined efforts over many months to bring several key projects to the region that will have profound implications for our regional economy for years to come. I am pleased that two of those projects came to fruition in December.

Pima County landed one of the largest economic development projects in the United States in December with American Battery Factory's (ABF) decision to build a new headquarters and manufacturing facility on the Aerospace Research Campus. The news of ABF's selection of Tucson and Pima County reached well beyond local media, prompting national news stories about this project and their decision to select Pima County.

We were also thrilled that shortly after the ABF announcement, Sion Power also announced plans to double the size of their Tucson operations. These two projects have positioned Pima County to become a battery technology leader in the U.S.

The leadership provided by Pima County and Sun Corridor Inc. on these projects exemplifies the excellent partnership not only between our organizations, but all the economic development partners that diligently worked together to win these transformational projects for our community.

As I mentioned previously, there are shifts in the types of industries that consider and ultimately choose Pima County. The ABF and Sion Power projects illustrate that trend. The automotive industry, particularly the segments of the industry that support electric and autonomous vehicles, are evaluating Pima County for new projects for which our region would never compete 10 years ago.

While we are ecstatic about these wins, I believe we should capitalize on this momentum and continue our aggressive sales efforts. SCI continues aggressively marketing the region through our sales efforts with staff site selectors and senior level economic developers from across the country. In December, SCI staff participated in Economix in Columbus, Ohio, to discuss industry trends, as well as national and state policy issues.

Additionally, on November 6 – 9, Sun Corridor Inc. partnered with the Institute for Professionals in Taxation (IPT) to host their Credits and Incentives Symposium in Tucson. IPT brought together more than 300 tax professionals that serve as key advisors to businesses representing a variety of industries from across the country. SCI hosted a dinner for the group to better acquaint them with the Southern Arizona region and introduce them to key leaders in our community. SCI has learned that due to the quality of the experience the group had in Tucson, they will be returning in November 2024.

Progress is well underway for the Talent Attraction Campaign, in partnership with Pima County and Visit Tucson. As a reminder, this program is aimed at attracting 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.

During Q2, we made significant progress including development and completion of a Talent Perception Study. This study was developed with Pima County staff input and 1,500 people were surveyed in five key markets: Southern California, Illinois, Colorado, Texas, and Washington. Key findings were shared with County staff and will be used as a foundation for messaging of the positive attributes of the County in the Talent Attraction Campaign.

I appreciate the strong working partnership with the Pima County management and leadership of the Board of Supervisors. Please contact me if I can provide additional details on information contained in the report or answer any questions you may have.