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# MEMORANDUM

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Date: March 1, 2018

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

From: C.H. Huckelberry  
County Administrator 

Re: **Importance of Local Transportation Investment to Facilitate Economic Development**

Recently, site selectors visited southern Arizona to review a number of economic development initiatives throughout the community. A number of positives were stressed such as our recent success in targeted industry attractions of Caterpillar, Raytheon, HomeGoods and others. Collaboration and cooperation among both public and private partners was also a positive strength as well as the region's ability to be aggressive in offering creative and customized solutions to meet business needs.

Among the negatives were the need for additional built-to-suit facilities with modern amenities. The 75 E. Broadway Boulevard project is targeted to solve this issue, along with other building options being pursued by the region and Pima County. Second, on the list of areas to improve economic development options was:

“...need to dramatically improve surface road conditions”

While not surprising, this suggestion was the number 2 issue of concern by the site selectors. It emphasizes the need to achieve a regional solution to the region's road repair and maintenance challenges. A number of options will be presented to the Board of Supervisors in the next few weeks to aggressively address this issue.

Attached for your information is the Sun Corridor, Inc. President's Memo regarding this and other matters.

CHH/anc

Attachment

## Chuck Huckelberry

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**From:** Joe Snell <laura.shaw@suncorridorinc.com>  
**Sent:** Wednesday, February 28, 2018 8:42 AM  
**To:** Chuck Huckelberry  
**Subject:** [BULK] What Do Site Selectors Think?

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### Site Selectors Revisit Southern Arizona - What Did They Think?

Following on the heels of a successful Site Selectors Guild Conference last March, we hosted another Site Selectors Guild member visit to Tucson/Southern Arizona from February 14-16. Representing major industries and corporations looking for relocation/expansion opportunities, this smaller group of five Guild members returned for a deeper dive into our business climate, key industries, assets and location advantages.

It was an action-packed agenda over three days. The visit included tours of high-growth areas such as Downtown, Sonoran Corridor/Aerospace Research Campus, UA Tech Park/The Bridges, Port of Tucson and Oro Valley Innovation Park. UA, ASU and PCC participated in a wide-ranging workforce and talent development panel discussion. The site selectors also visited with key employers to learn about their positive experiences with attracting talent and operating in Tucson and Southern Arizona. Thank you to Caterpillar, Hexagon



Mining, World View, Raytheon and Ventana Medical Systems for extolling the benefits of our community.

We heard very positive feedback from the group on a number of topics as well as constructive feedback on areas to strengthen as a community.



Positives:

- Success in our Targeted Industries was evident. Recent announcements are being noticed, such as Caterpillar, Raytheon, HomeGoods & others. Companies like Ventana Medical Systems continue to expand. While many communities have aspirational goals to achieve success in key industries, we have the companies on the ground to show for it.

- The group saw high cooperation and collaboration among private and public partners in recent economic development projects.
- The region is aggressive in offering creative and customized solutions to meet client needs; speed to market is essential and we showed that we can move quickly.
- Tucson can grow and attract talent.
- Southern Arizona is a strategic business location with convergence of rail/infrastructure/utilities near the Mexico border.
- Assets like the Port of Tucson offer clients unique rail and logistics solutions.

Areas to Strengthen:

- More build-to-suit opportunities and/or spec buildings; available real estate options with progressive amenities are lacking.
- Need to dramatically improve surface road conditions.
- Need to further develop state and local incentive programs.
- Our region should be creative about the use of current assets, how can other industries leverage what's already here?
- Encourage education and industry to be forward-thinking and show how they will address future trends and workforce skill sets.



Several new projects resulted from this trip. Sun Corridor Inc. will continue to target site selectors and host more visits like this in the future. Thank you to our sponsors: Pima County, City of Tucson, Arizona Commerce Authority, Rio Nuevo, Town of Oro Valley, Visit Tucson, Pima Community College, Bourn Companies and Port of Tucson.

Read the Arizona Daily Star article about the site selectors visit [here](#).

## Latest Project Successes and News

### Mister Car Wash Expands Headquarters

Mister Car Wash, a project we announced in 2014, is expanding its Tucson-based headquarters. A complete renovation of the building is underway, including a 30,000 sq-ft expansion, to modernize and provide corporate office space to accommodate Mister Car Wash's expanding corporate office needs.

Mister Car Wash today operates 244 car washes and 33 lube centers in 21 states. It operates 15 car washes in Pima County which employ 615 people; nationwide employment is approximately 8,000.

In 2014, the corporate headquarters were relocated to 222 E. 5th Street. Since that time, Mister Car Wash has added 65 locations nationwide, hired an additional 2,500 individuals and doubled its Tucson-based corporate staff from 62 to 125. The expansion is estimated to have an economic impact of \$54 million with an additional 37 jobs in administration and headquarters support.

### **Ernst & Young Opens Downtown Office**



Ernst & Young, a global leader in assurance, tax, transaction and advisory services, has officially opened its national executive support center in Downtown Tucson. Announced last year, the new center will create 125 jobs with a focus on executive administrative support, creative graphics and digital services. Capital investment is \$1 million, resulting in a projected economic impact of over \$125 million to our region.

### **GEICO to Relocate to The Bridges**

GEICO is the second-largest private passenger automobile insurance company in the US and is a leading employer in Tucson with 2,100 employees. Bourn Companies is purchasing, rezoning and developing approximately 115 acres at The Bridges and GEICO will be the first corporate employer to locate in the development. Read the news release [here](#).

This year, GEICO also celebrates its 15-year anniversary in Tucson; read more about its start in Tucson [here](#).

### **TuSimple Moves to Southeast Side**

TuSimple, an autonomous truck technology company we announced last August, has already outgrown their original space and is moving to Tucson's southeast side. Read more [here](#).

## **Welcome New Board Members and Investors**

Please join us in welcoming the following individuals and companies:

### **Board of Directors**



Tom Kearney  
Head of IT  
Roche Tissue Diagnostics/Ventana Medical Systems, Inc.

**Investors**

Nextrio  
Russ Lyon Sotheby's International Realty  
Rancho Sahuarita  
Freeport-McMoRan

Have a great week.

Regards,

Joe

[Visit Our Website](#)

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