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# MEMORANDUM

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Date: September 6, 2019

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

From: C.H. Huckelberry  
County Administrator 

Re: **Sun Corridor Monthly Reports**

Over the past five years, Sun Corridor has assisted more than 60 companies to expand or relocate in Pima County, adding 14,681 new jobs to the region, \$1.6 billion in new capital investment and a five-year economic impact of \$19.8 billion. In addition, the average salary level of the new jobs Sun Corridor helped attract is more than \$56,500 per year, which is roughly 19 percent higher than the regional average salary.

It is also important to understand the median household income in 2017 (dollars) was \$39,617 during this same period the per capita income was \$21,684. Considering each of the new jobs pay on average \$56,500, the economic development efforts of Pima County and Sun Corridor have been hugely successful.

The associated economic growth has also had an effect on the County's tax base, which grew by more than 27 percent from Fiscal Year (FY) 2014 (\$73.5 billion in full cash value) to FY 2020 (\$93.5 billion).

Some of the companies Sun Corridor has been instrumental in attracting or assisting in expansion efforts include, Caterpillar (average salaries - \$92,400), which recently moved into a newly constructed headquarters with more than 630 employees, TuSimple (average salaries - \$56,300), the retention of Hexagon Mining (average salaries - \$90,000+) who have projected 119 new hires over 5 years and are hiring ahead of that pace and Raytheon who added over 2,000 jobs paying in excess of \$100,000 annually.

It should also be noted, a recent nationwide market study by Coldwell Banker Richard Ellis, Inc. (CBRE) reports Tucson at the top of a list of midsized metropolitan markets experiencing rapid growth in technology related employment. The report ranks Tucson at the top of a list of up-and-comers with a 90 percent increase in tech employment between 2013 and 2018 to 15,700 workers and a 29 percent increase in wages to \$90,528.

The Sun Corridor "Pipeline" is also a good measure of the increased business interest in Pima County. Confirmation of the CBRE report can be seen in the increased number of aerospace, defense and technology oriented companies looking at our region. This industry segment has shown significant growth in the number of prospects and potential clients for both

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expansion and attraction. Likewise, the total number of projects in the pipeline has shown steady growth over the past year with far fewer call center prospects and many more high-paying technology, engineering, manufacturing and logistics companies showing interest in our region.

While concern has been expressed about Sun Corridor benefitting surrounding counties that contribute less financial support than Pima County, analysis of the pipeline will indicate an overwhelming proportion of Projects are Pima County focused. Additionally, increased employment and disposable income in the surrounding region has a secondary economic benefit for Pima County, as much of the retail and entertainment spending and home ownership is focused in Pima County.

The goals of the County's partnership with Sun Corridor include increasing the number of export-based and technology jobs in the region, helping the County identify workforce-training needs, market the County's economic development properties and promote Pima County to site selectors across the country. A key economic strategy of the County is to increase workforce training so underemployed residents can gain access to higher paying jobs.

In addition to monthly reports, Sun Corridor, Inc. provides Quarterly Reports that address multiple sets of information that respond to reporting requirements in the contracted Delivery Schedule. The Monthly reports are cumulative with the latest month's activities identified in a different color font to make the update easier to read and track. The final Monthly Report is essentially the Annual Report. These reports include Project names and some information on the project but the primary information appears in the Sun Corridor "Pipeline" that is included with each monthly report. Confidentiality is a primary principle of economic development. Several of the data fields on the Pipeline contain confidential information that is not public information. Prospects provide certain facts under Non-Disclosure Agreements with the anticipation that those facts will not be disclosed publically. Prospective expansion or relocation have broad ranging impact on employees, stockholders, and competitors and certain information release to the public is prohibited. All projects have a unique "Name" that is not the company's name unless the company gives specific permission. This is a common practice for economic development organizations throughout the United States.

Our economic development partnership with Sun Corridor has been, and continues to be, very successful.

CHH/anc

Attachments

c: Joseph Snell, President and CEO, Sun Corridor Inc.  
David Welsh, Executive Vice President, Sun Corridor Inc.  
John Voorhees, Assistant County Administrator  
Dr. John Moffatt, Director, Economic Development Office  
Patrick Cavanaugh, Deputy Director, Economic Development Office

# **MONTHLY REPORTS**

**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>June</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	524	2741
Number of Total Jobs Supported	848	4683
Number of Jobs in Targeted Industries	74	1906
Number of Company Attractions/Expansions	4	13
Number of Qualified Prospects	12	92
Earned Media Reach	304,570	29,927,460

**2. High wage job development/sales and marketing AND: Capacity development/improve competitiveness**

**A. Lead two site selection executive missions**

1. November 2018 – SCI lead a trip to Columbus, Ohio with Tucson business and community leaders to learn about economic development best practices from airport executives at Rickenbacker International Airport. The principles learned are being incorporated into the TUS Blueprint Strategic Planning process.
2. January 2019 – SCI lead a trip to Georgia to meet with executives from a company considering metro Tucson for expansion. That trip has evolved into Project Ping for which a proposal is being developed.

**B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum**

1. Canada Mission – SCI staff lead a sales trip to Montreal June 10-11, 2019 to meet with a client, as well as others that may serve as a lead source of potential aerospace projects.

2. Other FDI

- a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.
- b. November 15, 2018 - Coordination of Sun Corridor Inc and ACA FDI strategy. Strategy session on 2019 and 2020 efforts.
- c. November 30, 2018 - Staff attended a webinar hosted by BCI Global and Conway Inc. on Foreign Direct Investment – How to Win High Tech Manufacturing projects and R&D Centers from European Companies.
- d. December 14, 2018 – SCI staff met with Seth Isenberg of Select USA, US Department of Commerce, on a variety of topics, including how USDC can help with client research, as well as the annual Select USA event in the summer.
- e. April 8 – 12, 2019 MRO Americas – Sun Corridor Inc staff spend a week in ATL meeting with companies from around the world. We continue our conversations with companies from Canada, UK, Germany and the Netherlands.
- f. [June 10 – 11, 2019 Select USA – Sun Corridor Inc staff attended Select USA in partnership with the Arizona Commerce Authority. Multiple meetings with companies from Mexico, Qatar, Israel and the Netherlands took place and the work continues with 4 new qualified leads.](#)

C. Other Marketing and Sales Trips

1. December 3-5, 2018 – Area Development Site Consultant Forum held in Miami brings together site selectors to discuss trends, hot topics, and provide networking opportunities between site selectors and economic developers.
2. January 21-23, 2019 – SCI staff and regional partners visited Project Ping to ensure Tucson has the opportunity to compete as part of the upcoming RFP for the project.
3. February 25-26, 2019 – SCI staff participated in the SME Smart Mining Conference in Denver with more than 6,000 attendees representing the mining and metallurgy industry globally.

- 4. March 25-27, 2019 – SCI staff participated in the Site Selectors Guild Annual Conference in Salt Lake City, which brings together more than 50 of the top site selectors from around the world to discuss issues and trends in corporate site selection.
- 5. March 28-29, 2019 – Sun Corridor Inc staff visited two companies in Southern California who have expressed interest in relocating the complete operation out of CA into Southern Arizona.

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14
Celebrity	October 10
Buckshot	October 15
Honour	October 16
Soccer	October 18
Wilma	October 19
Pilot	November 1
Wilma	November 6
Soccer	November 19
Cactus	November 20
Leonardo	November 20
Ping	December 11
Global	December 19
Honour	January 9
Curtain	January 17
High-Tech	January 22
Helios	January 24
PILOT	February 5

Global	February 6
Ink	February 11
Summer	February 21
Holiday	February 26
Ubiquity	February 26
Bot	February 26
Micro	February 27
Earth	February 28
DILAS	March 4
Global	March 4
Wolf	March 6
Curtain	March 15
Aero	March 25
Maya	March 28
PR	March 29
Curtain	April 4
Scenic	April 15
Micro	April 15
Proof	April 16
Mama	May 13
Amazon	May 16
Luxe	May 17
Maya	May 30
Emerge	June 25

<u>C. WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10
WIB – Board Meeting	October 12
WIB – Board Meeting	November 8
WIB – Annual Meeting	December 14
WIB – Planning Committee	December 20
WIB – Board Meeting	January 11
WIB – Board Meeting	February 8
WIB – Board Meeting	April 12
WIB – Board Meeting	May 14
WIB – Board Meeting	June 14

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>
48	July
Celebrity	July

Beet	November
Dispatch	January
Celebrity	January
Honour	February
Bot	March
Cactus	March
Big Sky	April
Tree	June
Micro	June
Guide	June

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

<b>A. <u>Pima County Activity</u></b>	<b><u>Date</u></b>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Aug. 16
Economic Development Team (EDT) meeting	Aug. 16
Economic Development Team (EDT) meeting	Oct. 11
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Dec. 13
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 10
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 31
Economic Development Team (EDT) meeting	Jan. 31
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Feb. 28
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Mar. 28
Economic Development Team (EDT) meeting	Mar. 28
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Apr. 25
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	May 23
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	June 27
<b>B. <u>Pima Association of Government Activity</u></b>	<b><u>Date</u></b>
PAG Economic Vitality Meeting	Aug. 29
PAG Economic Vitality Meeting	Nov. 27
<b>C. <u>Other (See Exhibit 1 for brief description)</u></b>	<b><u>Date</u></b>
Oro Valley Economic Development Department meeting	Aug. 10
City of Tucson Incentives Discussion meeting	Sept. 4
Metropolitan Education Commission “Key 2 Employment”	Sept. 19
Oro Valley Accelerator Client Visit	Oct. 29
Greater Tucson Leadership Economic Development Day	Nov. 8
Metropolitan Education Commission “Key 2 Employment”	Nov. 20
Smart Vehicle, Intelligent Transportation Meeting	Nov. 26
Southeast AZ Economic Development – Opportunity Zones	Nov. 27

Southern AZ Economic Development Quarterly Meeting	Dec. 13
ACA Business Attraction Team	Dec. 18
UA – Securing AZ’s Future as Silicon Valley of Mining	Jan. 10
Metropolitan Education Commission “Key 2 Employment”	Jan. 14
Arizona Correctional Industries	Jan. 18
SWIFT Summit	Jan. 23
Metropolitan Education Commission “Key 2 Employment”	Feb. 07
PCC Aviation Center of Excellence Event	Feb. 15
CCIM 2019 Southern Arizona Forecast	Feb. 19
State of the City of Tucson	Mar. 1
UA Tech Park Strategy Session	Mar. 4
Metropolitan Education Commission	Mar. 20
Southern AZ Economic Development Quarterly Meeting	Mar. 21
Metropolitan Education Commission “Key 2 Employment” Debrief	Mar. 26
Pima County Real Estate Research Council	Apr. 5
AZ Chamber of Commerce – Manufacturing Month	Apr. 15
City of Tucson Incentives Discussion	Apr. 17
Aerospace & Defense Innovation Summit	April 25
PCC Futures Conference	Apr. 26
AAED Spring Conference	May 1-3
AZTC Aerospace, Aviation, Defense + Mfg. Annual Conference	June 20

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report

Attachment A

See Success Report

Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report

Attachment C

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

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

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

Exhibits

Exhibit 1 – Description of Regional Meetings

## Attachment A - Pipeline Report

June 2019

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718086	2Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819010	2Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819026	2Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819037	2Prospect	Soccer	Other	Other			Company	BA	30-Oct-18	Susan Dumon
1819039	2Prospect	Navigator	Transportation & Logistics	Back Office - Call Center (Enterprise)		\$ 30,000	Site Selector	BA	3-Dec-18	Daniela Gallagher
1819042	2Prospect	After Night	Other	Back Office - Call Center (3rd Party)			Regional Partner	BE	11-Dec-18	Daniela Gallagher
1819044	2Prospect	Luxe	Aerospace & Defense	Other	200	\$ 75,000	SCI Board Member	BE	19-Dec-18	Susan Dumon
1819045	2Prospect	Holiday	Aerospace & Defense	Manufacturing	1500		Company	BA	2-Jan-19	Daniela Gallagher
1819046	2Prospect	Helios	Bioscience	Advanced Business Services - HQ	50		Regional Partner	BA	11-Jan-19	Susan Dumon
1819049	2Prospect	Ink	Consumer Products	Manufacturing	78	\$ 47,900	Company	BE	17-Jan-19	Susan Dumon
1819051	2Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
1819055	2Prospect	Einstein	Bioscience	R&D	15	\$ 70,000	Company	BA	4-Feb-19	Susan Dumon
1819058	2Prospect	Trinity	Other	Manufacturing	200		ACA	BA	26-Feb-19	Daniela Gallagher
1819063	2Prospect	Dilas	Aerospace & Defense	Manufacturing	30		Regional Partner	BE	8-Mar-19	Daniela Gallagher
1819065	2Prospect	Tower	Renewable & Mining Technology	Manufacturing	24	\$ 88,530	ACA	BA	11-Mar-19	Susan Dumon
1819067	2Prospect	Orion	Bioscience	Manufacturing	189	\$ 48,221	Site Selector	BA	8-Apr-19	Susan Dumon
1819068	2Prospect	Oasis	Other	Advanced Business Services - HQ			SCI Board Member	BA	8-Apr-19	Susan Dumon
1819069	2Prospect	Franklin	Bioscience	Manufacturing	100	\$ 50,000	ACA	BA	16-Apr-19	Daniela Gallagher
1819070	2Prospect	Vortex	Aerospace & Defense	R&D	20	\$ 70,000	ACA	BA	19-Apr-19	Susan Dumon
1819071	2Prospect	Proof	Renewable & Mining Technology	Other			Company	BE	22-Apr-19	Susan Dumon
1819072	2Prospect	Jos	Automotive	Manufacturing	2093	\$ 47,312	ACA	BA	27-Apr-19	Daniela Gallagher
1819074	2Prospect	Rim	Renewable & Mining Technology	Back Office - Call Center (Enterprise)	200		Regional Partner	BA	1-May-19	Susan Dumon
1819075	2Prospect	Calcite	Unknown	Manufacturing	58		ACA	BA	9-May-19	Daniela Gallagher
1819076	2Prospect	Emerald	Financial Services/Insurance	Advanced Business Services	500	TBD	Regional Partner	BA	14-May-19	Daniela Gallagher
1819078	2Prospect	Skyline	Aerospace & Defense	Other	78		Regional Partner	BA	15-May-19	Daniela Gallagher
1819079	2Prospect	Crystal	Other	Manufacturing	15	\$ 37,000	ACA	BE	15-May-19	Susan Dumon
1819080	2Prospect	Stellar	Renewable & Mining Technology	Manufacturing	250		Regional Partner	BA	30-May-19	Susan Dumon
<b>1819081</b>	<b>2Prospect</b>	<b>Oreo</b>	<b>Healthcare</b>	<b>Back Office - Call Center (Enterprise)</b>	<b>150</b>		<b>Site Selector</b>	<b>BA</b>	<b>4-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819082</b>	<b>2Prospect</b>	<b>BBL</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>			<b>Regional Partner</b>	<b>BA</b>	<b>7-Jun-19</b>	<b>Susan Dumon</b>
<b>1819083</b>	<b>2Prospect</b>	<b>Warrior</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>	<b>30</b>	<b>\$ 120,000</b>	<b>Company</b>	<b>BA</b>	<b>17-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819085</b>	<b>2Prospect</b>	<b>Wombat</b>	<b>Renewable &amp; Mining Technology</b>	<b>Other</b>	<b>180</b>		<b>Company</b>	<b>BA</b>	<b>17-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819086</b>	<b>2Prospect</b>	<b>Cold</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>150</b>	<b>\$ 50,000</b>	<b>ACA</b>	<b>BA</b>	<b>18-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819088</b>	<b>2Prospect</b>	<b>Easy</b>	<b>Renewable &amp; Mining Technology</b>	<b>R&amp;D</b>	<b>35</b>	<b>\$ 98,000</b>	<b>Site Selector</b>	<b>BA</b>	<b>19-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819089</b>	<b>2Prospect</b>	<b>Sutanto</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>100</b>		<b>Company</b>	<b>BA</b>	<b>19-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819090</b>	<b>2Prospect</b>	<b>Flight</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>35</b>		<b>Company</b>	<b>BA</b>	<b>19-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819092</b>	<b>2Prospect</b>	<b>Wagon Wheel</b>	<b>Other</b>	<b>Manufacturing</b>	<b>117</b>	<b>\$ 46,800</b>	<b>ACA</b>	<b>BA</b>	<b>24-Jun-19</b>	<b>Susan Dumon</b>
1718010	3Client	Em	Aerospace & Defense	Manufacturing	30		Company	BE	2-Aug-17	Daniela Gallagher
1718039	3Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	BA	20-Dec-17	Daniela Gallagher
1718041	3Client	Buckshot	Consumer Products	Manufacturing	491	\$ 37,415	Local Broker	BA	2-Jan-18	Susan Dumon
1819013	3Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819031	3Client	Runway	Aerospace & Defense	Other			Site Selector	BA	27-Sep-18	Daniela Gallagher
1819036	3Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
1819040	3Client	Allison	Consumer Products	Manufacturing	100		Regional Partner	BA	11-Dec-18	Daniela Gallagher
1819043	3Client	Curtain	Other	Manufacturing			Regional Partner	BE	17-Dec-18	Susan Dumon
1819053	3Client	Hog	Consumer Products	Manufacturing	60		Local Broker	BE	28-Jan-19	Daniela Gallagher

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

**Attachment A - Pipeline Report  
June 2019**

1819056	3Client	Summer	Consumer Products	Manufacturing	20		ACA	BE	21-Feb-19	Daniela Gallagher
1819066	3Client	Aero	Aerospace & Defense	R&D			Company	BE	14-Mar-19	Daniela Gallagher
1819073	3Client	Mama	Other	Manufacturing	10		Company	BA	30-Apr-19	Daniela Gallagher
<b>1819084</b>	<b>3Client</b>	<b>Reinhold</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>200</b>	<b>\$ 89,440</b>	<b>Site Selector</b>	<b>BA</b>	<b>17-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819087</b>	<b>3Client</b>	<b>Rlght</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>			<b>Company</b>	<b>BA</b>	<b>19-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819091</b>	<b>3Client</b>	<b>Engine</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>			<b>Company</b>	<b>BA</b>	<b>20-Jun-19</b>	<b>Daniela Gallagher</b>
1718004	4Short-List	48	Software	Advanced Business Services - HQ	112	\$ 66,581	Local Broker	BE	15-Jul-17	Susan Dumon
1819019	4Short-List	PR	Other	Manufacturing	49	\$ 34,296	Regional Partner	BA	17-Aug-18	Daniela Gallagher
1819048	4Short-List	Scenic	Aerospace & Defense	R&D	15		Regional Partner	BA	16-Jan-19	Susan Dumon
1819054	4Short-List	Maya	Consumer Products	Manufacturing	29	\$ 33,500	Local Broker	BA	31-Jan-19	Daniela Gallagher
1819064	4Short-List	Wolf	Other	Manufacturing	100	\$ 63,500	ACA	BE	8-Mar-19	Daniela Gallagher

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

**Attachment B - External Success Report  
June 2019**

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 (Actual)	Owner Name
1718035	Treasure	Texas Instruments - Tucson	Other	R&D	Local Broker	Texas	125,000	35	\$ 143,000	\$ 41,555,000	BE	15-Aug-18	Susan Dumon
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$ 56,821	\$ 2,176,900	BA	27-Aug-18	Susan Dumon
1819023	Brown	TuSimple - Tucson	Transportation & Logistics	Industrial - Other	Company	Arizona	-	500	\$ 76,200	CONFIDENTIAL	BE	12-Sep-18	Susan Dumon
1718065	Beet	Imperfect Produce	Consumer Products	Back Office - Call Center (Enterprise)	Site Selector	California	19,000 - 46,000	350	\$ 31,513	\$ 700,000	BA	5-Nov-18	Daniela Gallagher
1718063	Celebrity	Northwest Medical Center	Healthcare	Other	SCI Board Member	Tennessee	183,000	595	\$ 68,875	\$ 94,325,000	BE	7-Jan-19	Susan Dumon
1718060	Dispatch	Modular Mining Systems	Renewable & Mining Technology	Advanced Business Services - HQ	ACA	Arizona	-	32	\$ 81,000	\$ 6,400,000	BE	7-Jan-19	Susan Dumon
1819016	Cactus	Amazon	Transportation & Logistics	Distribution Center	Company	Washington	49,000	300	\$ 31,200	\$ 10,000,000	BE	1-Mar-19	Daniela Gallagher
1819061	Bot	Symboticware	Renewable & Mining Technology	Advanced Business Services - HQ	Company	International - Canada	3,000	20	\$ 80,000	\$ 500,000	BA	29-Mar-19	Susan Dumon
1819024	Big Sky	Mountain Plains Equity Group, Inc.	Healthcare	Other	Company	Montana	140,000	67	\$ 31,618	\$ 35,478,957	BA	18-Apr-19	Susan Dumon
<b>1819052</b>	<b>Guide</b>	<b>MicroMex</b>	<b>Consumer Products</b>	<b>Distribution Center</b>	<b>Local Broker</b>	<b>International - Mexico</b>	<b>100,000</b>	<b>100</b>	<b>\$ 28,000</b>	<b>\$ 100,000</b>	<b>BA</b>	<b>19-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819030</b>	<b>Honour</b>	<b>Southern New Hampshire University</b>	<b>Other</b>	<b>Advanced Business Services</b>	<b>Site Selector</b>	<b>New Hampshire</b>	<b>40,000</b>	<b>350</b>	<b>\$ 60,430</b>	<b>\$ 1,485,000</b>	<b>BA</b>	<b>19-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819060</b>	<b>Micro</b>	<b>Pisula Development Company</b>	<b>Healthcare</b>	<b>Other</b>	<b>Regional Partner</b>	<b>Arizona</b>	<b>32,425</b>	<b>37</b>	<b>\$ 61,750</b>	<b>\$ 13,930,000</b>	<b>BE</b>	<b>19-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819077</b>	<b>Tree</b>	<b>Pisula Development Company</b>	<b>Healthcare</b>	<b>Other</b>	<b>Regional Partner</b>	<b>Arizona</b>	<b>32,425</b>	<b>37</b>	<b>\$ 60,916</b>	<b>\$ 14,132,602</b>	<b>BA</b>	<b>19-Jun-19</b>	<b>Daniela Gallagher</b>
<b>TOTAL</b>								<b>2741</b>	<b>\$ 57,404</b>	<b>\$ 220,783,459</b>			

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

**Attachment C - Pima County Property Report  
June 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Pima County Properties	Attraction/Expansion	Date Added to Pipeline	Owner Name
1819026	2Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	Aerospace Research Campus;Other	BA	19-Sep-18	Daniela Gallagher
1819037	2Prospect	Soccer	Other	Other			Company	Kino Sports Complex	BA	30-Oct-18	Susan Dumon
1819072	2Prospect	Jos	Automotive	Manufacturing	2093	\$ 47,312	ACA	Aerospace Research Campus	BA	27-Apr-19	Daniela Gallagher
<b>1819092</b>	<b>2Prospect</b>	<b>Wagon Wheel</b>	<b>Other</b>	<b>Manufacturing</b>	<b>117</b>	<b>\$ 46,800</b>	<b>ACA</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>24-Jun-19</b>	<b>Susan Dumon</b>
1718004	4Short-List	48	Software	Advanced Business Services - HQ	112	\$ 66,581	Local Broker	75 E Broadway Rd	BE	15-Jul-17	Susan Dumon

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

**Attachment D - ACA Pipeline Report  
June 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718086	2Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819010	2Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819026	2Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819051	2Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
1819058	2Prospect	Trinity	Other	Manufacturing	200		ACA	BA	26-Feb-19	Daniela Gallagher
1819065	2Prospect	Tower	Renewable & Mining Technology	Manufacturing	24	\$ 88,530	ACA	BA	11-Mar-19	Susan Dumon
1819069	2Prospect	Franklin	Bioscience	Manufacturing	100	\$ 50,000	ACA	BA	16-Apr-19	Daniela Gallagher
1819070	2Prospect	Vortex	Aerospace & Defense	R&D	20	\$ 70,000	ACA	BA	19-Apr-19	Susan Dumon
1819072	2Prospect	Jos	Automotive	Manufacturing	2093	\$ 47,312	ACA	BA	27-Apr-19	Daniela Gallagher
1819075	2Prospect	Calcite	Unknown	Manufacturing	58		ACA	BA	9-May-19	Daniela Gallagher
1819079	2Prospect	Crystal	Other	Manufacturing	15	\$ 37,000	ACA	BE	15-May-19	Susan Dumon
<b>1819086</b>	<b>2Prospect</b>	<b>Cold</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>150</b>	<b>\$ 50,000</b>	<b>ACA</b>	<b>BA</b>	<b>18-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819092</b>	<b>2Prospect</b>	<b>Wagon Wheel</b>	<b>Other</b>	<b>Manufacturing</b>	<b>117</b>	<b>\$ 46,800</b>	<b>ACA</b>	<b>BA</b>	<b>24-Jun-19</b>	<b>Susan Dumon</b>
1819013	3Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819036	3Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
1819056	3Client	Summer	Consumer Products	Manufacturing	20		ACA	BE	21-Feb-19	Daniela Gallagher
1819064	4Short-List	Wolf	Other	Manufacturing	100	\$ 63,500	ACA	BE	8-Mar-19	Daniela Gallagher

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

**Attachment E - ACA Success Report  
June 2019**

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
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$ 56,821	\$ 2,176,900	BA	24-Aug-18	Susan Dumon
1718060	Dispatch	Renewable & Mining Technology	Advanced Business Services -	ACA	Arizona	0	32	\$ 81,000	\$ 6,400,000	BE	8-Jan-19	Susan Dumon
<b>TOTAL:</b>							<b>350</b>	<b>\$ 59,032</b>	<b>\$ 8,576,900</b>			

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

## Attachment F - ACA Closed.Lost Report

June 2019

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
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50,000	50	\$ 62,000	\$ 5,000,000	Project Canceled	BA	20-Aug-18	Susan Dumon
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300,000	150	\$ 53,000	\$ 30,000,000	Client Unresponsive	BA	20-Aug-18	Susan Dumon
1718048	Sonne	Renewable & Mining Techn	Manufacturing	ACA	Arizona					Project Canceled	BE	19-Sep-18	Daniela Gallagher
1718069	NOCO	Automotive	Manufacturing	ACA	Unknown	150,000	180	\$ 61,432	\$ 10,600,000	Client Unresponsive	BA	2-Oct-18	Susan Dumon
1718050	Neiman	Aerospace & Defense	Manufacturing	ACA	Unknown		200			Unknown	BA	6-Dec-18	Daniela Gallagher
1819014	Green	Consumer Products	Manufacturing	ACA	Colorado	175,000	700	\$ 29,320	\$ 24,000,000	Other - See Other Info for Detail	BA	10-Dec-18	Susan Dumon
1819003	Prime	Bioscience	R&D	ACA	International - Europe					Client Unresponsive	BA	1-Feb-19	Daniela Gallagher
1718075	Bridge	Other	Manufacturing	ACA	Unknown	400,000	500	\$ 35,000	\$ 50,000,000	Insufficient Real Estate	BA	11-Feb-19	Daniela Gallagher
1819038	Drink	Consumer Products	Manufacturing	ACA	California	40,000	45			Client Unresponsive	BA	11-Feb-19	Daniela Gallagher
1819017	Telford	Renewable & Mining Techn	Manufacturing	ACA	International - Eu	130,000	800	\$ 53,674	\$ 76,924,000	Insufficient Real Estate	BA	14-Feb-19	Daniela Gallagher
1718085	Health	Healthcare	Other	ACA	Arizona	32,500	50	\$ 55,000	\$ 15,000,000	Client Unresponsive	BE	28-Feb-19	Susan Dumon
1718079	Inspirit	Unknown	Industrial - Other	ACA	Unknown				\$ 100,000,000	Client Unresponsive	BA	28-Feb-19	Susan Dumon
1718064	Polly	Aerospace & Defense	Manufacturing	ACA	Arizona	20,000	35	\$ 60,000		Other - See Other Info for Detail	BE	28-Feb-19	Susan Dumon
1718023	Rigid	Consumer Products	Manufacturing	ACA	Ohio	100,000	450	\$ 43,011	\$ 40,700,000	Client Unresponsive	BA	28-Feb-19	Susan Dumon
1819027	AECH	Consumer Products	Manufacturing	ACA	Unknown	70,000	30	\$ 30,000	\$ 55,000,000	Unknown	BA	20-Mar-19	Daniela Gallagher
1819008	Destination	Software	Advanced Business Services - HQ	ACA	Arizona	41,000	150	\$ 45,000	\$ 400,000	Client Unresponsive	BE	29-Mar-19	Susan Dumon
1819028	Wilma	Consumer Products	Manufacturing	ACA	Minnesota	225,000 - 275	60	\$ 58,000	\$ 100,000,000	Other - See Other Info for Detail	BA	29-Mar-19	Susan Dumon
1819009	Woodford	Bioscience	Advanced Business Services - HQ	ACA	Kentucky	10,000	65	\$ 121,077	\$ 7,500,000	Insufficient Infrastructure	BA	29-Mar-19	Susan Dumon
1516079	Drumbeat	Other	Manufacturing	ACA	Massachusetts	175,000	37	\$ 46,000	\$ 41,000,000	Project Canceled	BA	2-Apr-19	Daniela Gallagher
1819057	Anil	Aerospace & Defense	Manufacturing	ACA	Arizona		30			Client Unresponsive	BE	28-May-19	Daniela Gallagher
<b>1718056</b>	<b>Perfect2</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Arizona</b>		<b>40</b>	<b>\$ 37,440</b>	<b>\$ 3,000,000</b>	<b>Project Canceled</b>	<b>BE</b>	<b>19-Jun-19</b>	<b>Susan Dumon</b>
<b>1819020</b>	<b>Lincoln</b>	<b>Other</b>	<b>Advanced Business Services</b>	<b>ACA</b>	<b>Washington, D.C</b>	<b>160,000</b>	<b>620</b>			<b>Unknown</b>	<b>BA</b>	<b>26-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819002</b>	<b>Select</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Unknown</b>		<b>30</b>			<b>Client Unresponsive</b>	<b>BA</b>	<b>26-Jun-19</b>	<b>Daniela Gallagher</b>
<b>1819059</b>	<b>Ubiquity</b>	<b>Financial Services/Insuran</b>	<b>Back Office - Call Center (3rd Party)</b>	<b>ACA</b>	<b>Nebraska</b>	<b>20,000</b>	<b>200</b>	<b>\$ 26,520</b>	<b>\$ 500,000</b>	<b>Client Unresponsive</b>	<b>BA</b>	<b>26-Jun-19</b>	<b>Daniela Gallagher</b>

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

## **Exhibit 1 – Description of Regional Meetings**

### **Oro Valley Economic Development Department Meeting**

Daniela Gallagher and Susan Dumon met with JJ Johnston, Economic Development Director for Oro Valley to discuss economic development efforts in Oro Valley, as part of the director's effort to interview key stakeholders. Staff explained Sun Corridor Inc.'s process for working with prospects and how we can best work together.

### **City of Tucson Incentives Discussion**

David Welsh and Susan Dumon met with Tucson City Manager, Mike Ortega, and Mike Czechowski, Economic Development Manager, to discuss the Primary Jobs Incentive Program application and approval process, as several large projects are on the horizon that may meet program criteria.

### **Metropolitan Education Commission “Key 2 Employment”**

Daniela Gallagher was appointed to the Metropolitan Education Commission and will be serving her first term. Primary function of the Commission is to advocate, communicate and collaborate for the common purpose of enhancing the educational welfare of the citizens of the City of Tucson and Pima County.

### **Oro Valley Accelerator Client Visit**

Daniela Gallagher met with members of the Oro Valley Accelerator initiative and a potential client for the facility. The meeting was attended by Paul August, City Manager Mary Jacobs, and Oro Valley Economic Development Director JJ Johnson.

### **Greater Tucson Leadership Economic Development Day**

Greater Tucson Leadership (GTL) is a non-profit, non-partisan leadership organization dedicated to providing leadership education, community development and civic engagement for the overall care of and commitment to Tucson. Sun Corridor Inc. annually participates in “Economic Development Day”. Susan Dumon provided an overview of Sun Corridor Inc. and an economic development 101 training to the class of participants.

### **Smart Vehicle, Intelligent Transportation Meeting**

A collaboration of community partners led by Tech Parks Arizona to discuss issues related to smart vehicles/transportation. Additionally, this group is planning an event to bring the industry and community together. Susan Dumon recently joined the group.

### **Southeast AZ Economic Development – Opportunity Zones**

Southeast AZ Economic Development group represents economic developers from throughout Cochise, Graham and Greenlee Counties. The group routinely meets to

work together on regional issues impacting their respective communities. Susan Dumon was asked to present information on Opportunity Zones, along with the ACA and SpencerFane, a law office from Phoenix.

#### **ACA Business Attraction Team**

Daniela Gallagher met with the Business Attraction team of the Arizona Commerce Authority. The new team members have learned about assets in Southern Arizona that differentiate the community to the rest of the state.

#### **UA – Securing AZ’s Future as Silicon Valley of Mining**

Susan Dumon attended the summit at the University of Arizona hosted by the Lowell Institute of Mineral Resources. Leaders from the mining industry throughout the state gathered to discuss challenges and opportunities in the industry, as well as Southern Arizona’s capability of being a world leading innovator in the industry.

#### **Arizona Correctional Industries (ACI)**

Susan Dumon and Daniela Gallagher met with ACI, a unique, self-funded, 30-year-old business within the Arizona Department of Corrections, which provides “jobs” for 2,000 inmates any given day. Working in safe, positive work and learning environments, inmates gain skills that will help them secure employment upon their release — many in highly skilled trades. ACI is seeking to create stronger partnerships in Southern Arizona and asked for support is sharing information about their services.

#### **SWIFT (Smart Vehicles, Intelligent Freight and Transportation) Summit**

Susan Dumon attended the daylong summit to learn about and discuss how to grow Southern Arizona into a regional innovation hub for SWIFT technology. The Summit brought together government, industry, and academia to provide industry updates, technology demonstrations, panel discussions

#### **PCC Aviation Center of Excellence Event**

In support of the Pima Community College Center of Excellence Aviation Program, Sun Corridor Inc attended the Governor’s budget proposal for the expansion of the aviation program through a \$20 million budget allocation. The expansion of this program is essential for supplying and training the workforce needed for the continued business expansion and attraction efforts in aviation, aerospace and defense.

#### **CCIM’s 2019 Southern Arizona Annual Forecast**

CCIM (Certified Commercial Investment Member) Institute is the leading commercial real estate’s professional organization providing real-world education since 1967. CCIM held its annual commercial real estate forecast event in February. Daniela Gallagher attended this event. This event was a real estate update and outlook for industrial, office and multi housing.

### **UA Tech Park Strategy Session**

SCI staff met with the leadership team at the UA Tech Park, including new Associate VP, Carol Stewart to discuss strategies for continued partnership and successes.

### **Pima County Real Estate Research Council**

PCREC is a provider of information, education, insight and data resources to the Southern Arizona residential and commercial real estate community. SCI staff met with an appraiser hired to prepare the industrial market study for the region.

### **Arizona Chamber of Commerce – Manufacturing Month**

The Arizona Chamber of Commerce is taking the lead on coordinating statewide activities for Manufacturing Month, which is annually in October. The AZ Chamber asked for Sun Corridor Inc. to participate in the statewide group and assist with coordinating activities in Tucson and Southern Arizona.

### **City of Tucson Incentives Discussion**

SCI staff met with the new director of economic development for the City of Tucson to discuss their incentive programs and potential adjustments to those programs.

### **PCC Futures Conference**

SCI staff participated in the Pima Community College Futures Conference. Goal of the conference is to establish in-demand programs and align college programs, processes, systems, and resources to support economic opportunities in Pima County through relationships with local business and industry.

### **Aerospace and Defense Innovation Summit**

SCI staff attended the Aerospace and Defense Innovation Summit. Goal of the summit is to make Tucson the national showcase for workforce innovation and talent supply chain optimization for the Aerospace and Defense industry.

### **Arizona Association for Economic Development (AAED) Annual Conference**

The AAED Annual Conference brings together economic development professionals from across the state to discuss current issues and trends impacting the profession, both nationally and locally.

### **AZTC Aerospace, Aviation, Defense, and Manufacturing Annual Conference**

AZTC brings together experts from across the state to provide information on latest trends, challenges, and forecasts in the aerospace manufacturing industry, and hear insider knowledge from industry professionals.

## **General Description for Project Guide**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Guide. This report includes:

- Start Year - the year the project is expected to begin
- Region - the geographic area used to define the impact area.
- Industry Type - the industry classification that most closely describes Project Guide

Because the economic multipliers used in analyzing Project Guide are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Guide are listed for each year through the end of the specified analysis period. This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

**Sun Corridor Inc. Regional Project Assessment System - Project Description**  
**Project Guide in Tucson**

**Project Name:**  **Start Year:**  **Last Update:** 7/10/2019  
**Region:**  **Industry Type:**   
**Percent Living In City:**  % **Lease Back:**

**Annual Project Data**

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	100	\$100,000	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$2,496,000	\$0	\$576,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		100,000		<input type="text"/>	<input type="text"/>	
2	100	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$2,496,000	\$0	\$593,280	\$0	<input type="text"/>	<input type="text"/>	
	\$0		100,000		<input type="text"/>	<input type="text"/>	
3	100	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$2,496,000	\$0	\$611,078	\$0	<input type="text"/>	<input type="text"/>	
	\$0		100,000		<input type="text"/>	<input type="text"/>	
4	100	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$2,496,000	\$0	\$629,411	\$0	<input type="text"/>	<input type="text"/>	
	\$0		100,000		<input type="text"/>	<input type="text"/>	
5	100	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$2,496,000	\$0	\$648,293	\$0	<input type="text"/>	<input type="text"/>	
	\$0		100,000		<input type="text"/>	<input type="text"/>	

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Guide**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Guide. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Guide (the direct impact), as well as the estimated multiplier effects of Project Guide on other businesses within Tucson (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Guide plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Guide and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Guide

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Guide (direct impact), its employees and other supported local businesses (supplier and consumer impact).

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**  
**Operation of Project Guide on Tucson**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	126	\$3,562,816	\$16,536,408	112,771	157	26	65	\$419,453	\$137,060
2020	126	\$3,562,816	\$16,536,408	112,771	157	26	65	\$421,363	\$133,420
2021	126	\$3,562,816	\$16,536,408	112,771	157	26	65	\$425,406	\$133,420
2022	126	\$3,562,816	\$16,536,408	112,771	157	26	65	\$429,570	\$133,420
2023	126	\$3,562,816	\$16,536,408	112,771	157	26	65	\$433,860	\$133,420
<b>Total:</b>		\$17,814,078	\$82,682,041					\$2,129,652	\$670,740

Prepared by Applied Economics for Sun Corridor Inc.

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**Sun Corridor Inc. Project Assessment System - Project Summary**

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**For the Years: 2019-2023**

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**Jobs and Payroll**

New direct jobs created	100
New direct payroll	\$2,496,000
Average payroll per employee	\$24,960

**Capital Investment**

Value of new construction	\$100,000
Value of building purchase	\$0
Value of new equipment purchases	\$0

**Economic Impact\***

Total value economic impact	\$82,682,041
Total new jobs supported	126
Total new payroll supported	\$17,814,078
Household spending supported	\$19,416,883

**Construction Impact**

Total value construction impact	\$139,900
Total new jobs supported	1
Total new payroll supported	\$36,322

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$1,472,685
Sales	\$208,567
State Shared Revenues	\$322,418
HURF's	\$125,981

**State Taxes**

Sales	\$312,892
Personal Income	\$357,848

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2023. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Guide; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Guide and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Guide project.
- Personal Income - the payroll directly generated by Project Guide. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Guide.
- Output - the estimated increase in value of production or demand directly generated by Project Guide, as well as at other local businesses as a result of Project Guide.

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Guide in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	100	\$2,496,000	\$12,695,524
	2020	100	\$2,496,000	\$12,695,524
	2021	100	\$2,496,000	\$12,695,524
	2022	100	\$2,496,000	\$12,695,524
	2023	100	\$2,496,000	\$12,695,524
	<b>Total:</b>		\$12,480,000	\$63,477,619
<b>Supplier</b>				
	2019	9	\$440,746	\$1,618,887
	2020	9	\$440,746	\$1,618,887
	2021	9	\$440,746	\$1,618,887
	2022	9	\$440,746	\$1,618,887
	2023	9	\$440,746	\$1,618,887
	<b>Total:</b>		\$2,203,731	\$8,094,433
<b>Consumer</b>				
	2019	17	\$626,069	\$2,221,998
	2020	17	\$626,069	\$2,221,998
	2021	17	\$626,069	\$2,221,998
	2022	17	\$626,069	\$2,221,998
	2023	17	\$626,069	\$2,221,998
	<b>Total:</b>		\$3,130,346	\$11,109,989

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Guide in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	126	\$3,562,816	\$16,536,408
	2020	126	\$3,562,816	\$16,536,408
	2021	126	\$3,562,816	\$16,536,408
	2022	126	\$3,562,816	\$16,536,408
	2023	126	\$3,562,816	\$16,536,408
	<b>Total:</b>		\$17,814,078	\$82,682,041

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Guide in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	100	\$2,496,000	\$12,695,524
	2020	100	\$2,496,000	\$12,695,524
	2021	100	\$2,496,000	\$12,695,524
	2022	100	\$2,496,000	\$12,695,524
	2023	100	\$2,496,000	\$12,695,524
	<b>Total:</b>		\$12,480,000	\$63,477,619
<b>Supplier</b>				
	2019	12	\$582,789	\$1,860,410
	2020	12	\$582,789	\$1,860,410
	2021	12	\$582,789	\$1,860,410
	2022	12	\$582,789	\$1,860,410
	2023	12	\$582,789	\$1,860,410
	<b>Total:</b>		\$2,913,943	\$9,302,051
<b>Consumer</b>				
	2019	18	\$635,141	\$2,244,770
	2020	18	\$635,141	\$2,244,770
	2021	18	\$635,141	\$2,244,770
	2022	18	\$635,141	\$2,244,770
	2023	18	\$635,141	\$2,244,770
	<b>Total:</b>		\$3,175,707	\$11,223,852

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Guide in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	130	\$3,713,930	\$16,800,704
	2020	130	\$3,713,930	\$16,800,704
	2021	130	\$3,713,930	\$16,800,704
	2022	130	\$3,713,930	\$16,800,704
	2023	130	\$3,713,930	\$16,800,704
	<b>Total:</b>		\$18,569,649	\$84,003,521

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## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Project Guide

Spending Type	Year:	2019	Amount	Spending Type	Year:	2020	Amount	Spending Type	Year:	2021	Amount
<b>Local Retail &amp; Services</b>			<b>\$1,102,879</b>	<b>Local Retail &amp; Services</b>			<b>\$1,102,879</b>	<b>Local Retail &amp; Services</b>			<b>\$1,102,879</b>
Groceries			\$322,320	Groceries			\$322,320	Groceries			\$322,320
Restaurants & Bars			\$205,819	Restaurants & Bars			\$205,819	Restaurants & Bars			\$205,819
Personal Services			\$31,067	Personal Services			\$31,067	Personal Services			\$31,067
Other Household Expenses			\$46,601	Other Household Expenses			\$46,601	Other Household Expenses			\$46,601
Housekeeping Supplies			\$50,484	Housekeeping Supplies			\$50,484	Housekeeping Supplies			\$50,484
Gas & Motor Oil			\$209,702	Gas & Motor Oil			\$209,702	Gas & Motor Oil			\$209,702
Vehicle Repairs			\$54,367	Vehicle Repairs			\$54,367	Vehicle Repairs			\$54,367
Drugs			\$38,834	Drugs			\$38,834	Drugs			\$38,834
Medical Supplies			\$7,767	Medical Supplies			\$7,767	Medical Supplies			\$7,767
Personal Care Products			\$46,601	Personal Care Products			\$46,601	Personal Care Products			\$46,601
Tobacco Products			\$23,300	Tobacco Products			\$23,300	Tobacco Products			\$23,300
Misc Services			\$66,017	Misc Services			\$66,017	Misc Services			\$66,017
<b>Regional Retail &amp; Services</b>			<b>\$846,576</b>	<b>Regional Retail &amp; Services</b>			<b>\$846,576</b>	<b>Regional Retail &amp; Services</b>			<b>\$846,576</b>
Home repairs & maintenance			\$89,318	Home repairs & maintenance			\$89,318	Home repairs & maintenance			\$89,318
Home furnishings & appliances			\$124,268	Home furnishings & appliances			\$124,268	Home furnishings & appliances			\$124,268
Apparel & shoes			\$139,802	Apparel & shoes			\$139,802	Apparel & shoes			\$139,802
New cars and trucks			\$100,968	New cars and trucks			\$100,968	New cars and trucks			\$100,968
Used cars and trucks			\$100,968	Used cars and trucks			\$100,968	Used cars and trucks			\$100,968
Other vehicles			\$11,650	Other vehicles			\$11,650	Other vehicles			\$11,650
Medical services			\$54,367	Medical services			\$54,367	Medical services			\$54,367
Entertainment fees & admission			\$81,551	Entertainment fees & admission			\$81,551	Entertainment fees & admission			\$81,551
Audio visual equipment			\$81,551	Audio visual equipment			\$81,551	Audio visual equipment			\$81,551
Pets, toys, hobbies			\$62,134	Pets, toys, hobbies			\$62,134	Pets, toys, hobbies			\$62,134
<b>Non-Site Based Expenditures</b>			<b>\$1,933,922</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,933,922</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,933,922</b>
Mortgage expenses			\$295,137	Mortgage expenses			\$295,137	Mortgage expenses			\$295,137
Property taxes			\$135,918	Property taxes			\$135,918	Property taxes			\$135,918
Housing rent			\$264,070	Housing rent			\$264,070	Housing rent			\$264,070
Utilities			\$283,486	Utilities			\$283,486	Utilities			\$283,486
Vehicle finance charges			\$23,300	Vehicle finance charges			\$23,300	Vehicle finance charges			\$23,300
Vehicle insurance			\$85,434	Vehicle insurance			\$85,434	Vehicle insurance			\$85,434
Vehicle licenses			\$34,950	Vehicle licenses			\$34,950	Vehicle licenses			\$34,950
Public transportation			\$38,834	Public transportation			\$38,834	Public transportation			\$38,834
Health insurance			\$128,151	Health insurance			\$128,151	Health insurance			\$128,151
Life insurance			\$23,300	Life insurance			\$23,300	Life insurance			\$23,300
Education			\$81,551	Education			\$81,551	Education			\$81,551
Cash contributions			\$132,035	Cash contributions			\$132,035	Cash contributions			\$132,035
Pensions			\$407,755	Pensions			\$407,755	Pensions			\$407,755
<b>TOTAL:</b>			<b>\$3,883,377</b>	<b>TOTAL:</b>			<b>\$3,883,377</b>	<b>TOTAL:</b>			<b>\$3,883,377</b>

# Total Household Spending Impact

## Project Guide

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount
<b>Local Retail &amp; Services</b>			<b>\$1,102,879</b>	<b>Local Retail &amp; Services</b>			<b>\$1,102,879</b>
Groceries			\$322,320	Groceries			\$322,320
Restaurants & Bars			\$205,819	Restaurants & Bars			\$205,819
Personal Services			\$31,067	Personal Services			\$31,067
Other Household Expenses			\$46,601	Other Household Expenses			\$46,601
Housekeeping Supplies			\$50,484	Housekeeping Supplies			\$50,484
Gas & Motor Oil			\$209,702	Gas & Motor Oil			\$209,702
Vehicle Repairs			\$54,367	Vehicle Repairs			\$54,367
Drugs			\$38,834	Drugs			\$38,834
Medical Supplies			\$7,767	Medical Supplies			\$7,767
Personal Care Products			\$46,601	Personal Care Products			\$46,601
Tobacco Products			\$23,300	Tobacco Products			\$23,300
Misc Services			\$66,017	Misc Services			\$66,017
<b>Regional Retail &amp; Services</b>			<b>\$846,576</b>	<b>Regional Retail &amp; Services</b>			<b>\$846,576</b>
Home repairs & maintenance			\$89,318	Home repairs & maintenance			\$89,318
Home furnishings & appliances			\$124,268	Home furnishings & appliances			\$124,268
Apparel & shoes			\$139,802	Apparel & shoes			\$139,802
New cars and trucks			\$100,968	New cars and trucks			\$100,968
Used cars and trucks			\$100,968	Used cars and trucks			\$100,968
Other vehicles			\$11,650	Other vehicles			\$11,650
Medical services			\$54,367	Medical services			\$54,367
Entertainment fees & admission			\$81,551	Entertainment fees & admission			\$81,551
Audio visual equipment			\$81,551	Audio visual equipment			\$81,551
Pets, toys, hobbies			\$62,134	Pets, toys, hobbies			\$62,134
<b>Non-Site Based Expenditures</b>			<b>\$1,933,922</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,933,922</b>
Mortgage expenses			\$295,137	Mortgage expenses			\$295,137
Property taxes			\$135,918	Property taxes			\$135,918
Housing rent			\$264,070	Housing rent			\$264,070
Utilities			\$283,486	Utilities			\$283,486
Vehicle finance charges			\$23,300	Vehicle finance charges			\$23,300
Vehicle insurance			\$85,434	Vehicle insurance			\$85,434
Vehicle licenses			\$34,950	Vehicle licenses			\$34,950
Public transportation			\$38,834	Public transportation			\$38,834
Health insurance			\$128,151	Health insurance			\$128,151
Life insurance			\$23,300	Life insurance			\$23,300
Education			\$81,551	Education			\$81,551
Cash contributions			\$132,035	Cash contributions			\$132,035
Pensions			\$407,755	Pensions			\$407,755
<b>TOTAL:</b>			<b>\$3,883,377</b>	<b>TOTAL:</b>			<b>\$3,883,377</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Guide as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Guide

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

**Sun Corridor Inc. Regional Project Assessment System**  
**Demographic Impact by Type**  
**Operation of Project Guide in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	100	125	14	7	52
	2020	100	125	14	7	52
	2021	100	125	14	7	52
	2022	100	125	14	7	52
	2023	100	125	14	7	52
<b>Supplier</b>	2019	9	11	1	1	5
	2020	9	11	1	1	5
	2021	9	11	1	1	5
	2022	9	11	1	1	5
	2023	9	11	1	1	5
<b>Consumer</b>	2019	17	21	2	1	9
	2020	17	21	2	1	9
	2021	17	21	2	1	9
	2022	17	21	2	1	9
	2023	17	21	2	1	9
<b>Total</b>	2019	126	157	17	8	65
	2020	126	157	17	8	65
	2021	126	157	17	8	65
	2022	126	157	17	8	65
	2023	126	157	17	8	65

## **Real Estate Impact**

This particular impact is a different way to measure the economic influence that Project Guide might have on a community. As the following Real Estate Impact report shows, the impact is estimated by looking at the number of jobs supported directly and indirectly in the various industries influenced by Project Guide and translating that number into square footage by land use for eight different land use categories.

Keep in mind that this is simply an order-of-magnitude estimate. This square footage could be new, or it might be available vacant space, depending on current market conditions.

The Real Estate Impact report also shows the Total Housing Units that might be occupied by families of employees of Project Guide, as well as employees at supported supplier and consumer businesses. Again, these homes may be new or existing in the study area.

**Sun Corridor Inc. Regional Project Assessment System - Real Estate Impact**  
**Operation of Project Guide on Tucson**

<b>Year</b>	<b>Non-Residential Square Footage by Type</b>									<b>Total Non-Res. Square Feet</b>	<b>Total Housing Units</b>
	<b>Hotel</b>	<b>Retail</b>	<b>Office</b>	<b>Industrial</b>	<b>Hospital</b>	<b>Utilities</b>	<b>Government</b>	<b>Schools</b>	<b>Other</b>		
2019	1,116	3,111	7,192	100,000	152	15	367	589	230	112,771	65
2020	1,116	3,111	7,192	100,000	152	15	367	589	230	112,771	65
2021	1,116	3,111	7,192	100,000	152	15	367	589	230	112,771	65
2022	1,116	3,111	7,192	100,000	152	15	367	589	230	112,771	65
2023	1,116	3,111	7,192	100,000	152	15	367	589	230	112,771	65

Prepared by Applied Economics for Sun Corridor Inc.

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project Guide. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project Guide, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project Guide
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

## Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts

### Operation of Project Guide on Tucson

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Direct Impact</b>													
2019	\$10,942	\$0	\$16,666	na	na	\$104,007	\$0	\$3,205	na	na	\$3,640	na	\$138,460
2020	\$11,264	\$0	\$15,425	na	na	\$107,074	\$0	\$2,966	na	na	\$0	na	\$136,730
2021	\$11,597	\$0	\$15,888	na	na	\$110,233	\$0	\$3,055	na	na	\$0	na	\$140,773
2022	\$11,939	\$0	\$16,365	na	na	\$113,487	\$0	\$3,147	na	na	\$0	na	\$144,937
2023	\$12,292	\$0	\$16,856	na	na	\$116,838	\$0	\$3,241	na	na	\$0	na	\$149,227
<b>Total</b>	\$58,034	\$0	\$81,200	na	na	\$551,638	\$0	\$15,615	na	na	\$3,640	na	\$710,126
<b>Total Impact</b>													
2019	\$21,650	\$0	\$33,494	\$33,800	\$13,607	\$265,902	\$0	\$8,727	\$30,683	\$11,589	\$65,490	\$71,570	\$556,513
2020	\$21,972	\$0	\$32,253	\$33,800	\$13,607	\$268,969	\$0	\$8,489	\$30,683	\$11,589	\$61,850	\$71,570	\$554,783
2021	\$22,305	\$0	\$32,716	\$33,800	\$13,607	\$272,127	\$0	\$8,578	\$30,683	\$11,589	\$61,850	\$71,570	\$558,826
2022	\$22,647	\$0	\$33,193	\$33,800	\$13,607	\$275,381	\$0	\$8,669	\$30,683	\$11,589	\$61,850	\$71,570	\$562,990
2023	\$23,000	\$0	\$33,684	\$33,800	\$13,607	\$278,733	\$0	\$8,764	\$30,683	\$11,589	\$61,850	\$71,570	\$567,280
<b>Total</b>	\$111,574	\$0	\$165,340	\$169,002	\$68,034	\$1,361,111	\$0	\$43,227	\$153,416	\$57,947	\$312,892	\$357,848	\$2,800,392

Prepared by Applied Economics for Sun Corridor Inc.

## **Construction Impact by Type**

A company that builds a new facility will generate a construction impact. Although this impact is nonrecurring, it may be significant in the year(s) of the construction period and, therefore, should be considered in the overall impact of any project, especially at the local level.

The following Construction Impact report shows the amount of direct, supplier and consumer impacts resulting from local construction expenditures. These include Employment (on a person per year basis); calculations of Personal Income or payroll; and Economic Impact or Output, which is the estimated increase in the value of production. Please note that direct output, or that attributed solely to the Project Guide project, is equivalent to construction costs.

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Guide in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	1	\$25,191	\$100,000
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$25,191	\$100,000
<b>Supplier</b>				
	2019	0	\$3,743	\$13,665
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$3,743	\$13,665
<b>Consumer</b>				
	2019	0	\$7,388	\$26,235
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$7,388	\$26,235

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**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Guide in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	1	\$36,322	\$139,900
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$36,322	\$139,900

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## **General Description for Project Micro**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Micro. This report includes:

- Start Year - the year the project is expected to begin
  - Region - the geographic area used to define the impact area.
  - Industry Type - the industry classification that most closely describes Project Micro
- Because the economic multipliers used in analyzing Project Micro are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Micro are listed for each year through the end of the specified analysis period. This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

**Sun Corridor Inc. Regional Project Assessment System - Project Description**  
**Project Micro in Tucson**

**Project Name:**  **Start Year:**  **Last Update:** 4/19/2019  
**Region:**  **Industry Type:**   
**Percent Living In City:**  % **Lease Back:**

**Annual Project Data**

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	37 \$2,253,909 \$0	\$12,832,602 \$966,814	\$0 \$0 32,250	\$0 \$1,300,000	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
2	37 \$2,253,909 \$0	\$0 \$0	\$0 \$0 32,250	\$0 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
3	37 \$2,253,909 \$0	\$0 \$0	\$0 \$0 32,250	\$0 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
4	37 \$2,253,909 \$0	\$0 \$0	\$0 \$0 32,250	\$0 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
5	37 \$2,253,909 \$0	\$0 \$0	\$0 \$0 32,250	\$0 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Micro**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Micro. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Micro (the direct impact), as well as the estimated multiplier effects of Project Micro on other businesses within Tucson (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Micro plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Micro and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Micro

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Micro (direct impact), its employees and other supported local businesses (supplier and consumer impact).

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**  
**Operation of Project Micro on Tucson**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	61	\$3,117,120	\$7,680,683	53,996	83	13	33	\$697,577	\$601,531
2020	61	\$3,117,120	\$7,680,683	53,996	83	13	33	\$439,000	\$134,425
2021	61	\$3,117,120	\$7,680,683	53,996	83	13	33	\$439,000	\$134,425
2022	61	\$3,117,120	\$7,680,683	53,996	83	13	33	\$439,000	\$134,425
2023	61	\$3,117,120	\$7,680,683	53,996	83	13	33	\$439,000	\$134,425
<b>Total:</b>		\$15,585,600	\$38,403,416					\$2,453,576	\$1,139,230

Prepared by Applied Economics for Sun Corridor Inc.

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**Sun Corridor Inc. Project Assessment System - Project Summary**

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**For the Years: 2019-2023**

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**Jobs and Payroll**

New direct jobs created	37
New direct payroll	\$2,253,909
Average payroll per employee	\$60,916

**Capital Investment**

Value of new construction	\$12,832,602
Value of building purchase	\$0
Value of new equipment purchases	\$1,300,000

**Economic Impact\***

Total value economic impact	\$38,403,416
Total new jobs supported	61
Total new payroll supported	\$15,585,600
Household spending supported	\$13,655,421

**Construction Impact**

Total value construction impact	\$17,952,797
Total new jobs supported	137
Total new payroll supported	\$4,661,039

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$1,866,660
Sales	\$358,314
State Shared Revenues	\$162,420
HURF's	\$66,182

**State Taxes**

Sales	\$737,673
Personal Income	\$401,558

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2023. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Micro; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Micro and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Micro project.
- Personal Income - the payroll directly generated by Project Micro. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Micro.
- Output - the estimated increase in value of production or demand directly generated by Project Micro, as well as at other local businesses as a result of Project Micro.

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Micro in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>	
<b>Direct</b>	2019	37	\$2,253,909	\$4,650,429	
	2020	37	\$2,253,909	\$4,650,429	
	2021	37	\$2,253,909	\$4,650,429	
	2022	37	\$2,253,909	\$4,650,429	
	2023	37	\$2,253,909	\$4,650,429	
	<b>Total:</b>			\$11,269,545	\$23,252,147
	<b>Supplier</b>	2019	10	\$348,833	\$1,204,836
2020		10	\$348,833	\$1,204,836	
2021		10	\$348,833	\$1,204,836	
2022		10	\$348,833	\$1,204,836	
2023		10	\$348,833	\$1,204,836	
<b>Total:</b>				\$1,744,163	\$6,024,179
<b>Consumer</b>		2019	14	\$514,379	\$1,825,418
	2020	14	\$514,379	\$1,825,418	
	2021	14	\$514,379	\$1,825,418	
	2022	14	\$514,379	\$1,825,418	
	2023	14	\$514,379	\$1,825,418	
	<b>Total:</b>			\$2,571,893	\$9,127,090

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Micro in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	61	\$3,117,120	\$7,680,683
	2020	61	\$3,117,120	\$7,680,683
	2021	61	\$3,117,120	\$7,680,683
	2022	61	\$3,117,120	\$7,680,683
	2023	61	\$3,117,120	\$7,680,683
	<b>Total:</b>		\$15,585,600	\$38,403,416

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Micro in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	37	\$2,253,909	\$4,650,429
	2020	37	\$2,253,909	\$4,650,429
	2021	37	\$2,253,909	\$4,650,429
	2022	37	\$2,253,909	\$4,650,429
	2023	37	\$2,253,909	\$4,650,429
	<b>Total:</b>		\$11,269,545	\$23,252,147
<b>Supplier</b>				
	2019	10	\$361,585	\$1,212,820
	2020	10	\$361,585	\$1,212,820
	2021	10	\$361,585	\$1,212,820
	2022	10	\$361,585	\$1,212,820
	2023	10	\$361,585	\$1,212,820
	<b>Total:</b>		\$1,807,924	\$6,064,102
<b>Consumer</b>				
	2019	15	\$523,650	\$1,850,471
	2020	15	\$523,650	\$1,850,471
	2021	15	\$523,650	\$1,850,471
	2022	15	\$523,650	\$1,850,471
	2023	15	\$523,650	\$1,850,471
	<b>Total:</b>		\$2,618,248	\$9,252,355

**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Micro in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	62	\$3,139,143	\$7,713,721
	2020	62	\$3,139,143	\$7,713,721
	2021	62	\$3,139,143	\$7,713,721
	2022	62	\$3,139,143	\$7,713,721
	2023	62	\$3,139,143	\$7,713,721
	<b>Total:</b>		\$15,695,717	\$38,568,604

## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Project Micro

Spending Type	Year:	2019	Amount	Spending Type	Year:	2020	Amount	Spending Type	Year:	2021	Amount
<b>Local Retail &amp; Services</b>			<b>\$775,628</b>	<b>Local Retail &amp; Services</b>			<b>\$775,628</b>	<b>Local Retail &amp; Services</b>			<b>\$775,628</b>
Groceries			\$226,680	Groceries			\$226,680	Groceries			\$226,680
Restaurants & Bars			\$144,747	Restaurants & Bars			\$144,747	Restaurants & Bars			\$144,747
Personal Services			\$21,849	Personal Services			\$21,849	Personal Services			\$21,849
Other Household Expenses			\$32,773	Other Household Expenses			\$32,773	Other Household Expenses			\$32,773
Housekeeping Supplies			\$35,504	Housekeeping Supplies			\$35,504	Housekeeping Supplies			\$35,504
Gas & Motor Oil			\$147,479	Gas & Motor Oil			\$147,479	Gas & Motor Oil			\$147,479
Vehicle Repairs			\$38,235	Vehicle Repairs			\$38,235	Vehicle Repairs			\$38,235
Drugs			\$27,311	Drugs			\$27,311	Drugs			\$27,311
Medical Supplies			\$5,462	Medical Supplies			\$5,462	Medical Supplies			\$5,462
Personal Care Products			\$32,773	Personal Care Products			\$32,773	Personal Care Products			\$32,773
Tobacco Products			\$16,387	Tobacco Products			\$16,387	Tobacco Products			\$16,387
Misc Services			\$46,428	Misc Services			\$46,428	Misc Services			\$46,428
<b>Regional Retail &amp; Services</b>			<b>\$595,376</b>	<b>Regional Retail &amp; Services</b>			<b>\$595,376</b>	<b>Regional Retail &amp; Services</b>			<b>\$595,376</b>
Home repairs & maintenance			\$62,815	Home repairs & maintenance			\$62,815	Home repairs & maintenance			\$62,815
Home furnishings & appliances			\$87,395	Home furnishings & appliances			\$87,395	Home furnishings & appliances			\$87,395
Apparel & shoes			\$98,319	Apparel & shoes			\$98,319	Apparel & shoes			\$98,319
New cars and trucks			\$71,008	New cars and trucks			\$71,008	New cars and trucks			\$71,008
Used cars and trucks			\$71,008	Used cars and trucks			\$71,008	Used cars and trucks			\$71,008
Other vehicles			\$8,193	Other vehicles			\$8,193	Other vehicles			\$8,193
Medical services			\$38,235	Medical services			\$38,235	Medical services			\$38,235
Entertainment fees & admission			\$57,353	Entertainment fees & admission			\$57,353	Entertainment fees & admission			\$57,353
Audio visual equipment			\$57,353	Audio visual equipment			\$57,353	Audio visual equipment			\$57,353
Pets, toys, hobbies			\$43,697	Pets, toys, hobbies			\$43,697	Pets, toys, hobbies			\$43,697
<b>Non-Site Based Expenditures</b>			<b>\$1,360,080</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,360,080</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,360,080</b>
Mortgage expenses			\$207,562	Mortgage expenses			\$207,562	Mortgage expenses			\$207,562
Property taxes			\$95,588	Property taxes			\$95,588	Property taxes			\$95,588
Housing rent			\$185,714	Housing rent			\$185,714	Housing rent			\$185,714
Utilities			\$199,369	Utilities			\$199,369	Utilities			\$199,369
Vehicle finance charges			\$16,387	Vehicle finance charges			\$16,387	Vehicle finance charges			\$16,387
Vehicle insurance			\$60,084	Vehicle insurance			\$60,084	Vehicle insurance			\$60,084
Vehicle licenses			\$24,580	Vehicle licenses			\$24,580	Vehicle licenses			\$24,580
Public transportation			\$27,311	Public transportation			\$27,311	Public transportation			\$27,311
Health insurance			\$90,126	Health insurance			\$90,126	Health insurance			\$90,126
Life insurance			\$16,387	Life insurance			\$16,387	Life insurance			\$16,387
Education			\$57,353	Education			\$57,353	Education			\$57,353
Cash contributions			\$92,857	Cash contributions			\$92,857	Cash contributions			\$92,857
Pensions			\$286,764	Pensions			\$286,764	Pensions			\$286,764
<b>TOTAL:</b>			<b>\$2,731,084</b>	<b>TOTAL:</b>			<b>\$2,731,084</b>	<b>TOTAL:</b>			<b>\$2,731,084</b>

# Total Household Spending Impact

## Project Micro

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount
<b>Local Retail &amp; Services</b>			<b>\$775,628</b>	<b>Local Retail &amp; Services</b>			<b>\$775,628</b>
Groceries			\$226,680	Groceries			\$226,680
Restaurants & Bars			\$144,747	Restaurants & Bars			\$144,747
Personal Services			\$21,849	Personal Services			\$21,849
Other Household Expenses			\$32,773	Other Household Expenses			\$32,773
Housekeeping Supplies			\$35,504	Housekeeping Supplies			\$35,504
Gas & Motor Oil			\$147,479	Gas & Motor Oil			\$147,479
Vehicle Repairs			\$38,235	Vehicle Repairs			\$38,235
Drugs			\$27,311	Drugs			\$27,311
Medical Supplies			\$5,462	Medical Supplies			\$5,462
Personal Care Products			\$32,773	Personal Care Products			\$32,773
Tobacco Products			\$16,387	Tobacco Products			\$16,387
Misc Services			\$46,428	Misc Services			\$46,428
<b>Regional Retail &amp; Services</b>			<b>\$595,376</b>	<b>Regional Retail &amp; Services</b>			<b>\$595,376</b>
Home repairs & maintenance			\$62,815	Home repairs & maintenance			\$62,815
Home furnishings & appliances			\$87,395	Home furnishings & appliances			\$87,395
Apparel & shoes			\$98,319	Apparel & shoes			\$98,319
New cars and trucks			\$71,008	New cars and trucks			\$71,008
Used cars and trucks			\$71,008	Used cars and trucks			\$71,008
Other vehicles			\$8,193	Other vehicles			\$8,193
Medical services			\$38,235	Medical services			\$38,235
Entertainment fees & admission			\$57,353	Entertainment fees & admission			\$57,353
Audio visual equipment			\$57,353	Audio visual equipment			\$57,353
Pets, toys, hobbies			\$43,697	Pets, toys, hobbies			\$43,697
<b>Non-Site Based Expenditures</b>			<b>\$1,360,080</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,360,080</b>
Mortgage expenses			\$207,562	Mortgage expenses			\$207,562
Property taxes			\$95,588	Property taxes			\$95,588
Housing rent			\$185,714	Housing rent			\$185,714
Utilities			\$199,369	Utilities			\$199,369
Vehicle finance charges			\$16,387	Vehicle finance charges			\$16,387
Vehicle insurance			\$60,084	Vehicle insurance			\$60,084
Vehicle licenses			\$24,580	Vehicle licenses			\$24,580
Public transportation			\$27,311	Public transportation			\$27,311
Health insurance			\$90,126	Health insurance			\$90,126
Life insurance			\$16,387	Life insurance			\$16,387
Education			\$57,353	Education			\$57,353
Cash contributions			\$92,857	Cash contributions			\$92,857
Pensions			\$286,764	Pensions			\$286,764
<b>TOTAL:</b>			<b>\$2,731,084</b>	<b>TOTAL:</b>			<b>\$2,731,084</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Micro as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Micro

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

**Sun Corridor Inc. Regional Project Assessment System**  
**Demographic Impact by Type**  
**Operation of Project Micro in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	37	50	5	3	20
	2020	37	50	5	3	20
	2021	37	50	5	3	20
	2022	37	50	5	3	20
	2023	37	50	5	3	20
<b>Supplier</b>	2019	10	13	1	1	5
	2020	10	13	1	1	5
	2021	10	13	1	1	5
	2022	10	13	1	1	5
	2023	10	13	1	1	5
<b>Consumer</b>	2019	14	19	2	1	8
	2020	14	19	2	1	8
	2021	14	19	2	1	8
	2022	14	19	2	1	8
	2023	14	19	2	1	8
<b>Total</b>	2019	61	83	9	4	33
	2020	61	83	9	4	33
	2021	61	83	9	4	33
	2022	61	83	9	4	33
	2023	61	83	9	4	33

## **Real Estate Impact**

This particular impact is a different way to measure the economic influence that Project Micro might have on a community. As the following Real Estate Impact report shows, the impact is estimated by looking at the number of jobs supported directly and indirectly in the various industries influenced by Project Micro and translating that number into square footage by land use for eight different land use categories.

Keep in mind that this is simply an order-of-magnitude estimate. This square footage could be new, or it might be available vacant space, depending on current market conditions.

The Real Estate Impact report also shows the Total Housing Units that might be occupied by families of employees of Project Micro, as well as employees at supported supplier and consumer businesses. Again, these homes may be new or existing in the study area.

**Sun Corridor Inc. Regional Project Assessment System - Real Estate Impact**  
**Operation of Project Micro on Tucson**

Year	Non-Residential Square Footage by Type									Total Non-Res. Square Feet	Total Housing Units
	Hotel	Retail	Office	Industrial	Hospital	Utilities	Government	Schools	Other		
2019	1,091	5,464	12,822	1,298	32,250	10	268	592	201	53,996	33
2020	1,091	5,464	12,822	1,298	32,250	10	268	592	201	53,996	33
2021	1,091	5,464	12,822	1,298	32,250	10	268	592	201	53,996	33
2022	1,091	5,464	12,822	1,298	32,250	10	268	592	201	53,996	33
2023	1,091	5,464	12,822	1,298	32,250	10	268	592	201	53,996	33

Prepared by Applied Economics for Sun Corridor Inc.

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project Micro. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project Micro, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project Micro
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

**Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts**

**Operation of Project Micro on Tucson**

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Direct Impact</b>													
2019	\$26,540	\$0	\$216,871	na	na	\$253,886	\$0	\$41,706	na	na	\$467,107	na	\$1,006,110
2020	\$26,540	\$0	\$0	na	na	\$253,886	\$0	\$0	na	na	\$0	na	\$280,426
2021	\$26,540	\$0	\$0	na	na	\$253,886	\$0	\$0	na	na	\$0	na	\$280,426
2022	\$26,540	\$0	\$0	na	na	\$253,886	\$0	\$0	na	na	\$0	na	\$280,426
2023	\$26,540	\$0	\$0	na	na	\$253,886	\$0	\$0	na	na	\$0	na	\$280,426
<b>Total</b>	\$132,699	\$0	\$216,871	na	na	\$1,269,432	\$0	\$41,706	na	na	\$467,107	na	\$2,127,815
<b>Total Impact</b>													
2019	\$32,651	\$0	\$231,987	\$17,525	\$7,244	\$340,681	\$0	\$46,537	\$14,959	\$5,992	\$521,220	\$80,312	\$1,299,108
2020	\$32,651	\$0	\$15,116	\$17,525	\$7,244	\$340,681	\$0	\$4,832	\$14,959	\$5,992	\$54,113	\$80,312	\$573,425
2021	\$32,651	\$0	\$15,116	\$17,525	\$7,244	\$340,681	\$0	\$4,832	\$14,959	\$5,992	\$54,113	\$80,312	\$573,425
2022	\$32,651	\$0	\$15,116	\$17,525	\$7,244	\$340,681	\$0	\$4,832	\$14,959	\$5,992	\$54,113	\$80,312	\$573,425
2023	\$32,651	\$0	\$15,116	\$17,525	\$7,244	\$340,681	\$0	\$4,832	\$14,959	\$5,992	\$54,113	\$80,312	\$573,425
<b>Total</b>	\$163,257	\$0	\$292,451	\$87,624	\$36,222	\$1,703,403	\$0	\$65,864	\$74,796	\$29,960	\$737,673	\$401,558	\$3,592,807

Prepared by Applied Economics for Sun Corridor Inc.

## **Construction Impact by Type**

A company that builds a new facility will generate a construction impact. Although this impact is nonrecurring, it may be significant in the year(s) of the construction period and, therefore, should be considered in the overall impact of any project, especially at the local level.

The following Construction Impact report shows the amount of direct, supplier and consumer impacts resulting from local construction expenditures. These include Employment (on a person per year basis); calculations of Personal Income or payroll; and Economic Impact or Output, which is the estimated increase in the value of production. Please note that direct output, or that attributed solely to the Project Micro project, is equivalent to construction costs.

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Micro in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	97	\$3,232,644	\$12,832,602
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$3,232,644	\$12,832,602
<b>Supplier</b>				
	2019	13	\$480,350	\$1,753,591
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$480,350	\$1,753,591
<b>Consumer</b>				
	2019	28	\$948,045	\$3,366,604
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$948,045	\$3,366,604

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**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Micro in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	137	\$4,661,039	\$17,952,797
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$4,661,039	\$17,952,797

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## **General Description for Project Tree**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Tree. This report includes:

- Start Year - the year the project is expected to begin
  - Region - the geographic area used to define the impact area.
  - Industry Type - the industry classification that most closely describes Project Tree
- Because the economic multipliers used in analyzing Project Tree are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Tree are listed for each year through the end of the specified analysis period. This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

## Sun Corridor Inc. Regional Project Assessment System - Project Description

### Project Tree in Marana

<b>Project Name:</b>	Project Tree	<b>Start Year:</b>	2019	<b>Last Update:</b>	4/19/2019
<b>Region:</b>	Marana	<b>Industry Type:</b>	Health Services		
		<b>Percent Living In City:</b>	15.9	%	<b>Lease Back:</b> <input type="checkbox"/>

### Annual Project Data

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	37 \$2,253,909 \$0	\$12,832,602 \$966,814	\$0 \$0 32,250	\$0 \$1,300,000			\$0
2	37 \$2,253,909 \$0	\$0 \$0	\$0 \$0 32,250	\$0 \$0			\$0
3	37 \$2,253,909 \$0	\$0 \$0	\$0 \$0 32,250	\$0 \$0			\$0
4	37 \$2,253,909 \$0	\$0 \$0	\$0 \$0 32,250	\$0 \$0			\$0
5	37 \$2,253,909 \$0	\$0 \$0	\$0 \$0 32,250	\$0 \$0			\$0

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Tree**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Tree. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Tree (the direct impact), as well as the estimated multiplier effects of Project Tree on other businesses within Marana (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Tree plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Tree and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Tree

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Tree (direct impact), its employees and other supported local businesses (supplier and consumer impact).

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**  
**Operation of Project Tree on Marana**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	45	\$2,556,032	\$5,803,937	47,404	17	3	6	\$769,824	\$579,345
2020	45	\$2,556,032	\$5,803,937	47,404	17	3	6	\$394,471	\$112,238
2021	45	\$2,556,032	\$5,803,937	47,404	17	3	6	\$394,471	\$112,238
2022	45	\$2,556,032	\$5,803,937	47,404	17	3	6	\$394,471	\$112,238
2023	45	\$2,556,032	\$5,803,937	47,404	17	3	6	\$394,471	\$112,238
<b>Total:</b>		\$12,780,158	\$29,019,684					\$2,347,706	\$1,028,296

Prepared by Applied Economics for Sun Corridor Inc.

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**Sun Corridor Inc. Project Assessment System - Project Summary**

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**For the Years: 2019-2023**

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**Jobs and Payroll**

New direct jobs created	37
New direct payroll	\$2,253,909
Average payroll per employee	\$60,916

**Capital Investment**

Value of new construction	\$12,832,602
Value of building purchase	\$0
Value of new equipment purchases	\$1,300,000

**Economic Impact\***

Total value economic impact	\$29,019,684
Total new jobs supported	45
Total new payroll supported	\$12,780,158
Household spending supported	\$10,037,101

**Construction Impact**

Total value construction impact	\$15,364,293
Total new jobs supported	113
Total new payroll supported	\$3,832,184

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$1,834,909
Sales	\$410,960
State Shared Revenues	\$73,195
HURF's	\$28,644

**State Taxes**

Sales	\$688,970
Personal Income	\$339,326

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2023. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Tree; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Tree and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Tree project.
- Personal Income - the payroll directly generated by Project Tree. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Tree.
- Output - the estimated increase in value of production or demand directly generated by Project Tree, as well as at other local businesses as a result of Project Tree.

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Tree in Marana**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	37	\$2,253,909	\$4,650,429
	2020	37	\$2,253,909	\$4,650,429
	2021	37	\$2,253,909	\$4,650,429
	2022	37	\$2,253,909	\$4,650,429
	2023	37	\$2,253,909	\$4,650,429
	<b>Total:</b>		\$11,269,545	\$23,252,147
<b>Supplier</b>				
	2019	5	\$182,423	\$574,873
	2020	5	\$182,423	\$574,873
	2021	5	\$182,423	\$574,873
	2022	5	\$182,423	\$574,873
	2023	5	\$182,423	\$574,873
	<b>Total:</b>		\$912,115	\$2,874,365
<b>Consumer</b>				
	2019	3	\$119,700	\$578,634
	2020	3	\$119,700	\$578,634
	2021	3	\$119,700	\$578,634
	2022	3	\$119,700	\$578,634
	2023	3	\$119,700	\$578,634
	<b>Total:</b>		\$598,498	\$2,893,171

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Tree in Marana**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	45	\$2,556,032	\$5,803,937
	2020	45	\$2,556,032	\$5,803,937
	2021	45	\$2,556,032	\$5,803,937
	2022	45	\$2,556,032	\$5,803,937
	2023	45	\$2,556,032	\$5,803,937
	<b>Total:</b>		\$12,780,158	\$29,019,684

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Tree in Marana**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>	
<b>Direct</b>	2019	37	\$2,253,909	\$4,650,429	
	2020	37	\$2,253,909	\$4,650,429	
	2021	37	\$2,253,909	\$4,650,429	
	2022	37	\$2,253,909	\$4,650,429	
	2023	37	\$2,253,909	\$4,650,429	
	<b>Total:</b>			\$11,269,545	\$23,252,147
	<b>Supplier</b>	2019	10	\$361,585	\$1,212,820
2020		10	\$361,585	\$1,212,820	
2021		10	\$361,585	\$1,212,820	
2022		10	\$361,585	\$1,212,820	
2023		10	\$361,585	\$1,212,820	
<b>Total:</b>				\$1,807,924	\$6,064,102
<b>Consumer</b>		2019	15	\$523,650	\$1,850,471
	2020	15	\$523,650	\$1,850,471	
	2021	15	\$523,650	\$1,850,471	
	2022	15	\$523,650	\$1,850,471	
	2023	15	\$523,650	\$1,850,471	
	<b>Total:</b>			\$2,618,248	\$9,252,355

**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Tree in Marana**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	62	\$3,139,143	\$7,713,721
	2020	62	\$3,139,143	\$7,713,721
	2021	62	\$3,139,143	\$7,713,721
	2022	62	\$3,139,143	\$7,713,721
	2023	62	\$3,139,143	\$7,713,721
	<b>Total:</b>		\$15,695,717	\$38,568,604

## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Project Tree

Spending Type	Year:	2019	Amount	Spending Type	Year:	2020	Amount	Spending Type	Year:	2021	Amount
<b>Local Retail &amp; Services</b>			<b>\$570,107</b>	<b>Local Retail &amp; Services</b>			<b>\$570,107</b>	<b>Local Retail &amp; Services</b>			<b>\$570,107</b>
Groceries			\$166,616	Groceries			\$166,616	Groceries			\$166,616
Restaurants & Bars			\$106,393	Restaurants & Bars			\$106,393	Restaurants & Bars			\$106,393
Personal Services			\$16,059	Personal Services			\$16,059	Personal Services			\$16,059
Other Household Expenses			\$24,089	Other Household Expenses			\$24,089	Other Household Expenses			\$24,089
Housekeeping Supplies			\$26,096	Housekeeping Supplies			\$26,096	Housekeeping Supplies			\$26,096
Gas & Motor Oil			\$108,401	Gas & Motor Oil			\$108,401	Gas & Motor Oil			\$108,401
Vehicle Repairs			\$28,104	Vehicle Repairs			\$28,104	Vehicle Repairs			\$28,104
Drugs			\$20,074	Drugs			\$20,074	Drugs			\$20,074
Medical Supplies			\$4,015	Medical Supplies			\$4,015	Medical Supplies			\$4,015
Personal Care Products			\$24,089	Personal Care Products			\$24,089	Personal Care Products			\$24,089
Tobacco Products			\$12,045	Tobacco Products			\$12,045	Tobacco Products			\$12,045
Misc Services			\$34,126	Misc Services			\$34,126	Misc Services			\$34,126
<b>Regional Retail &amp; Services</b>			<b>\$437,618</b>	<b>Regional Retail &amp; Services</b>			<b>\$437,618</b>	<b>Regional Retail &amp; Services</b>			<b>\$437,618</b>
Home repairs & maintenance			\$46,171	Home repairs & maintenance			\$46,171	Home repairs & maintenance			\$46,171
Home furnishings & appliances			\$64,237	Home furnishings & appliances			\$64,237	Home furnishings & appliances			\$64,237
Apparel & shoes			\$72,267	Apparel & shoes			\$72,267	Apparel & shoes			\$72,267
New cars and trucks			\$52,193	New cars and trucks			\$52,193	New cars and trucks			\$52,193
Used cars and trucks			\$52,193	Used cars and trucks			\$52,193	Used cars and trucks			\$52,193
Other vehicles			\$6,022	Other vehicles			\$6,022	Other vehicles			\$6,022
Medical services			\$28,104	Medical services			\$28,104	Medical services			\$28,104
Entertainment fees & admission			\$42,156	Entertainment fees & admission			\$42,156	Entertainment fees & admission			\$42,156
Audio visual equipment			\$42,156	Audio visual equipment			\$42,156	Audio visual equipment			\$42,156
Pets, toys, hobbies			\$32,119	Pets, toys, hobbies			\$32,119	Pets, toys, hobbies			\$32,119
<b>Non-Site Based Expenditures</b>			<b>\$999,695</b>	<b>Non-Site Based Expenditures</b>			<b>\$999,695</b>	<b>Non-Site Based Expenditures</b>			<b>\$999,695</b>
Mortgage expenses			\$152,564	Mortgage expenses			\$152,564	Mortgage expenses			\$152,564
Property taxes			\$70,260	Property taxes			\$70,260	Property taxes			\$70,260
Housing rent			\$136,505	Housing rent			\$136,505	Housing rent			\$136,505
Utilities			\$146,542	Utilities			\$146,542	Utilities			\$146,542
Vehicle finance charges			\$12,045	Vehicle finance charges			\$12,045	Vehicle finance charges			\$12,045
Vehicle insurance			\$44,163	Vehicle insurance			\$44,163	Vehicle insurance			\$44,163
Vehicle licenses			\$18,067	Vehicle licenses			\$18,067	Vehicle licenses			\$18,067
Public transportation			\$20,074	Public transportation			\$20,074	Public transportation			\$20,074
Health insurance			\$66,245	Health insurance			\$66,245	Health insurance			\$66,245
Life insurance			\$12,045	Life insurance			\$12,045	Life insurance			\$12,045
Education			\$42,156	Education			\$42,156	Education			\$42,156
Cash contributions			\$68,252	Cash contributions			\$68,252	Cash contributions			\$68,252
Pensions			\$210,779	Pensions			\$210,779	Pensions			\$210,779
<b>TOTAL:</b>			<b>\$2,007,420</b>	<b>TOTAL:</b>			<b>\$2,007,420</b>	<b>TOTAL:</b>			<b>\$2,007,420</b>

# Total Household Spending Impact

## Project Tree

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount
<b>Local Retail &amp; Services</b>			<b>\$570,107</b>	<b>Local Retail &amp; Services</b>			<b>\$570,107</b>
Groceries			\$166,616	Groceries			\$166,616
Restaurants & Bars			\$106,393	Restaurants & Bars			\$106,393
Personal Services			\$16,059	Personal Services			\$16,059
Other Household Expenses			\$24,089	Other Household Expenses			\$24,089
Housekeeping Supplies			\$26,096	Housekeeping Supplies			\$26,096
Gas & Motor Oil			\$108,401	Gas & Motor Oil			\$108,401
Vehicle Repairs			\$28,104	Vehicle Repairs			\$28,104
Drugs			\$20,074	Drugs			\$20,074
Medical Supplies			\$4,015	Medical Supplies			\$4,015
Personal Care Products			\$24,089	Personal Care Products			\$24,089
Tobacco Products			\$12,045	Tobacco Products			\$12,045
Misc Services			\$34,126	Misc Services			\$34,126
<b>Regional Retail &amp; Services</b>			<b>\$437,618</b>	<b>Regional Retail &amp; Services</b>			<b>\$437,618</b>
Home repairs & maintenance			\$46,171	Home repairs & maintenance			\$46,171
Home furnishings & appliances			\$64,237	Home furnishings & appliances			\$64,237
Apparel & shoes			\$72,267	Apparel & shoes			\$72,267
New cars and trucks			\$52,193	New cars and trucks			\$52,193
Used cars and trucks			\$52,193	Used cars and trucks			\$52,193
Other vehicles			\$6,022	Other vehicles			\$6,022
Medical services			\$28,104	Medical services			\$28,104
Entertainment fees & admission			\$42,156	Entertainment fees & admission			\$42,156
Audio visual equipment			\$42,156	Audio visual equipment			\$42,156
Pets, toys, hobbies			\$32,119	Pets, toys, hobbies			\$32,119
<b>Non-Site Based Expenditures</b>			<b>\$999,695</b>	<b>Non-Site Based Expenditures</b>			<b>\$999,695</b>
Mortgage expenses			\$152,564	Mortgage expenses			\$152,564
Property taxes			\$70,260	Property taxes			\$70,260
Housing rent			\$136,505	Housing rent			\$136,505
Utilities			\$146,542	Utilities			\$146,542
Vehicle finance charges			\$12,045	Vehicle finance charges			\$12,045
Vehicle insurance			\$44,163	Vehicle insurance			\$44,163
Vehicle licenses			\$18,067	Vehicle licenses			\$18,067
Public transportation			\$20,074	Public transportation			\$20,074
Health insurance			\$66,245	Health insurance			\$66,245
Life insurance			\$12,045	Life insurance			\$12,045
Education			\$42,156	Education			\$42,156
Cash contributions			\$68,252	Cash contributions			\$68,252
Pensions			\$210,779	Pensions			\$210,779
<b>TOTAL:</b>			<b>\$2,007,420</b>	<b>TOTAL:</b>			<b>\$2,007,420</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Tree as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Tree

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

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**Sun Corridor Inc. Regional Project Assessment System**

**Demographic Impact by Type**

**Operation of Project Tree in Marana**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	37	14	2	1	5
	2020	37	14	2	1	5
	2021	37	14	2	1	5
	2022	37	14	2	1	5
	2023	37	14	2	1	5
<b>Supplier</b>	2019	5	2	0	0	1
	2020	5	2	0	0	1
	2021	5	2	0	0	1
	2022	5	2	0	0	1
	2023	5	2	0	0	1
<b>Consumer</b>	2019	3	1	0	0	0
	2020	3	1	0	0	0
	2021	3	1	0	0	0
	2022	3	1	0	0	0
	2023	3	1	0	0	0
<b>Total</b>	2019	45	17	2	1	6
	2020	45	17	2	1	6
	2021	45	17	2	1	6
	2022	45	17	2	1	6
	2023	45	17	2	1	6

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## **Real Estate Impact**

This particular impact is a different way to measure the economic influence that Project Tree might have on a community. As the following Real Estate Impact report shows, the impact is estimated by looking at the number of jobs supported directly and indirectly in the various industries influenced by Project Tree and translating that number into square footage by land use for eight different land use categories.

Keep in mind that this is simply an order-of-magnitude estimate. This square footage could be new, or it might be available vacant space, depending on current market conditions.

The Real Estate Impact report also shows the Total Housing Units that might be occupied by families of employees of Project Tree, as well as employees at supported supplier and consumer businesses. Again, these homes may be new or existing in the study area.

**Sun Corridor Inc. Regional Project Assessment System - Real Estate Impact**  
**Operation of Project Tree on Marana**

Year	Non-Residential Square Footage by Type									Total Non-Res. Square Feet	Total Housing Units
	Hotel	Retail	Office	Industrial	Hospital	Utilities	Government	Schools	Other		
2019	474	3,545	10,294	498	32,250	5	116	174	47	47,404	6
2020	474	3,545	10,294	498	32,250	5	116	174	47	47,404	6
2021	474	3,545	10,294	498	32,250	5	116	174	47	47,404	6
2022	474	3,545	10,294	498	32,250	5	116	174	47	47,404	6
2023	474	3,545	10,294	498	32,250	5	116	174	47	47,404	6

Prepared by Applied Economics for Sun Corridor Inc.

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project Tree. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project Tree, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project Tree
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

**Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts**

**Operation of Project Tree on Marana**

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Direct Impact</b>													
2019	\$0	\$0	\$333,648	na	na	\$246,339	\$0	\$41,706	na	na	\$467,107	na	\$1,088,800
2020	\$0	\$0	\$0	na	na	\$246,339	\$0	\$0	na	na	\$0	na	\$246,339
2021	\$0	\$0	\$0	na	na	\$246,339	\$0	\$0	na	na	\$0	na	\$246,339
2022	\$0	\$0	\$0	na	na	\$246,339	\$0	\$0	na	na	\$0	na	\$246,339
2023	\$0	\$0	\$0	na	na	\$246,339	\$0	\$0	na	na	\$0	na	\$246,339
<b>Total</b>	\$0	\$0	\$333,648	na	na	\$1,231,697	\$0	\$41,706	na	na	\$467,107	na	\$2,074,158
<b>Total Impact</b>													
2019	\$0	\$0	\$336,807	\$3,260	\$1,171	\$366,982	\$0	\$45,668	\$11,379	\$4,558	\$511,479	\$67,865	\$1,349,169
2020	\$0	\$0	\$3,159	\$3,260	\$1,171	\$366,982	\$0	\$3,962	\$11,379	\$4,558	\$44,373	\$67,865	\$506,708
2021	\$0	\$0	\$3,159	\$3,260	\$1,171	\$366,982	\$0	\$3,962	\$11,379	\$4,558	\$44,373	\$67,865	\$506,708
2022	\$0	\$0	\$3,159	\$3,260	\$1,171	\$366,982	\$0	\$3,962	\$11,379	\$4,558	\$44,373	\$67,865	\$506,708
2023	\$0	\$0	\$3,159	\$3,260	\$1,171	\$366,982	\$0	\$3,962	\$11,379	\$4,558	\$44,373	\$67,865	\$506,708
<b>Total</b>	\$0	\$0	\$349,444	\$16,300	\$5,854	\$1,834,909	\$0	\$61,515	\$56,895	\$22,789	\$688,970	\$339,326	\$3,376,002

Prepared by Applied Economics for Sun Corridor Inc.

## **Construction Impact by Type**

A company that builds a new facility will generate a construction impact. Although this impact is nonrecurring, it may be significant in the year(s) of the construction period and, therefore, should be considered in the overall impact of any project, especially at the local level.

The following Construction Impact report shows the amount of direct, supplier and consumer impacts resulting from local construction expenditures. These include Employment (on a person per year basis); calculations of Personal Income or payroll; and Economic Impact or Output, which is the estimated increase in the value of production. Please note that direct output, or that attributed solely to the Project Tree project, is equivalent to construction costs.

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Tree in Marana**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	97	\$3,232,645	\$12,832,602
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$3,232,645	\$12,832,602
<b>Supplier</b>				
	2019	7	\$316,294	\$1,159,770
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$316,294	\$1,159,770
<b>Consumer</b>				
	2019	8	\$283,245	\$1,371,921
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$283,245	\$1,371,921

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**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Tree in Marana**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	113	\$3,832,184	\$15,364,293
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$3,832,184	\$15,364,293

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**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>May</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	0	2217
Number of Total Jobs Supported	0	3729
Number of Jobs in Targeted Industries	0	1832
Number of Company Attractions/Expansions	0	9
Number of Qualified Prospects	7	66
Earned Media Reach	320,485	29,597,752

**2. High wage job development/sales and marketing AND; Capacity development/improve competitiveness**

**A. Lead two site selection executive missions**

1. November 2018 – SCI lead a trip to Columbus, Ohio with Tucson business and community leaders to learn about economic development best practices from airport executives at Rickenbacker International Airport. The principles learned are being incorporated into the TUS Blueprint Strategic Planning process.
2. January 2019 – SCI lead a trip to Georgia to meet with executives from a company considering metro Tucson for expansion. That trip has evolved into Project Ping for which a proposal is being developed.

**B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum**

1. Canada Mission – SCI staff is planning a sales trip to Montreal in June 2019.
2. Other FDI

- a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.
- b. November 15, 2018 - Coordination of Sun Corridor Inc and ACA FDI strategy. Strategy session on 2019 and 2020 efforts.
- c. November 30, 2018 - Staff attended a webinar hosted by BCI Global and Conway Inc. on Foreign Direct Investment – How to Win High Tech Manufacturing projects and R&D Centers from European Companies.
- d. December 14, 2018 – SCI staff met with Seth Isenberg of Select USA, US Department of Commerce, on a variety of topics, including how USDC can help with client research, as well as the annual Select USA event in the summer.
- e. April 8 – 12, 2019 MRO Americas – Sun Corridor Inc staff spend a week in ATL meeting with companies from around the world. We continue our conversations with companies from Canada, UK, Germany and the Netherlands.

C. Other Marketing and Sales Trips

1. December 3-5, 2018 – Area Development Site Consultant Forum held in Miami brings together site selectors to discuss trends, hot topics, and provide networking opportunities between site selectors and economic developers.
2. January 21-23, 2019 – SCI staff and regional partners visited Project Ping to ensure Tucson has the opportunity to compete as part of the upcoming RFP for the project.
3. February 25-26, 2019 – SCI staff participated in the SME Smart Mining Conference in Denver with more than 6,000 attendees representing the mining and metallurgy industry globally.
4. March 25-27, 2019 – SCI staff participated in the Site Selectors Guild Annual Conference in Salt Lake City, which brings together more than 50 of the top site selectors from around the world to discuss issues and trends in corporate site selection.
5. March 28-29, 2019 – Sun Corridor Inc staff visited two companies in Southern California who have expressed interest in relocating the complete operation out of CA into Southern Arizona.

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14
Celebrity	October 10
Buckshot	October 15
Honour	October 16
Soccer	October 18
Wilma	October 19
Pilot	November 1
Wilma	November 6
Soccer	November 19
Cactus	November 20
Leonardo	November 20
Ping	December 11
Global	December 19
Honour	January 9
Curtain	January 17
High-Tech	January 22
Helios	January 24
PILOT	February 5
Global	February 6
Ink	February 11
Summer	February 21
Holiday	February 26
Ubiquity	February 26
Bot	February 26
Micro	February 27
Earth	February 28

DILAS	March 4
Global	March 4
Wolf	March 6
Curtain	March 15
Aero	March 25
Maya	March 28
PR	March 29
Curtain	April 4
Scenic	April 15
Micro	April 15
Proof	April 16
Mama	May 13
Amazon	May 16
Luxe	May 17
Maya	May 30

<u>C. WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10
WIB – Board Meeting	October 12
WIB – Board Meeting	November 8
WIB – Annual Meeting	December 14
WIB – Planning Committee	December 20
WIB – Board Meeting	January 11
WIB – Board Meeting	February 8
WIB – Board Meeting	April 12

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>
48	July
Celebrity	July
Brown <sup>1</sup>	September
Beet	November
Dispatch	January
Celebrity	January
Honour	February
Bot	March
Cactus	March
Big Sky	April

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<sup>1</sup> Certain information has been excluded from this report, per the client's request.

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

<b>A. <u>Pima County Activity</u></b>	<b><u>Date</u></b>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Aug. 16
Economic Development Team (EDT) meeting	Aug. 16
Economic Development Team (EDT) meeting	Oct. 11
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Dec. 13
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 10
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 31
Economic Development Team (EDT) meeting	Jan. 31
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Feb. 28
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Mar. 28
Economic Development Team (EDT) meeting	Mar. 28
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Apr. 25
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	May 23
<b>B. <u>Pima Association of Government Activity</u></b>	<b><u>Date</u></b>
PAG Economic Vitality Meeting	Aug. 29
PAG Economic Vitality Meeting	Nov. 27
<b>C. <u>Other (See Exhibit 1 for brief description)</u></b>	<b><u>Date</u></b>
Oro Valley Economic Development Department meeting	Aug. 10
City of Tucson Incentives Discussion meeting	Sept. 4
Metropolitan Education Commission “Key 2 Employment”	Sept. 19
Oro Valley Accelerator Client Visit	Oct. 29
Greater Tucson Leadership Economic Development Day	Nov. 8
Metropolitan Education Commission “Key 2 Employment”	Nov. 20
Smart Vehicle, Intelligent Transportation Meeting	Nov. 26
Southeast AZ Economic Development – Opportunity Zones	Nov. 27
Southern AZ Economic Development Quarterly Meeting	Dec. 13
ACA Business Attraction Team	Dec. 18
UA – Securing AZ’s Future as Silicon Valley of Mining	Jan. 10
Metropolitan Education Commission “Key 2 Employment”	Jan. 14
Arizona Correctional Industries	Jan. 18
SWIFT Summit	Jan. 23
Metropolitan Education Commission “Key 2 Employment”	Feb. 07
PCC Aviation Center of Excellence Event	Feb. 15
CCIM 2019 Southern Arizona Forecast	Feb. 19
State of the City of Tucson	Mar. 1
UA Tech Park Strategy Session	Mar. 4

Metropolitan Education Commission	Mar. 20
Southern AZ Economic Development Quarterly Meeting	Mar. 21
Metropolitan Education Commission “Key 2 Employment” Debrief	Mar. 26
Pima County Real Estate Research Council	Apr. 5
AZ Chamber of Commerce – Manufacturing Month	Apr. 15
City of Tucson Incentives Discussion	Apr. 17
Aerospace & Defense Innovation Summit	April 25
PCC Futures Conference	Apr. 26
AAED Spring Conference	May 1-3

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report                      Attachment A  
See Success Report                      Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report                      Attachment C

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

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

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

Exhibits

Exhibit 1 – Description of Regional Meetings

## Attachment A - Pipeline Report

May 2019

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718056	2Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18	Susan Dumon
1718086	2Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819002	2Prospect	Select	Automotive	Manufacturing	30		ACA	BA	3-Jul-18	Daniela Gallagher
1819010	2Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819020	2Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18	Daniela Gallagher
1819026	2Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819037	2Prospect	Soccer	Other	Other			Company	BA	30-Oct-18	Susan Dumon
1819039	2Prospect	Navigator	Transportation & Logistics	Back Office - Call Center (Enterprise)		\$ 30,000	Site Selector	BA	3-Dec-18	Daniela Gallagher
1819042	2Prospect	After Night	Other	Back Office - Call Center (3rd Party)			Regional Partner	BE	11-Dec-18	Daniela Gallagher
1819044	2Prospect	Global	Aerospace & Defense	Other	200	\$ 75,000	SCI Board Member	BE	19-Dec-18	Susan Dumon
1819045	2Prospect	Holiday	Aerospace & Defense	Manufacturing	1500		Company	BA	2-Jan-19	Daniela Gallagher
1819046	2Prospect	Helios	Bioscience	Advanced Business Services - HQ	50		Regional Partner	BA	11-Jan-19	Susan Dumon
1819049	2Prospect	Ink	Consumer Products	Manufacturing	78	\$ 47,900	Company	BE	17-Jan-19	Susan Dumon
1819051	2Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
1819052	2Prospect	Guide	Consumer Products	Distribution Center	100	\$ 28,000	Local Broker	BA	24-Jan-19	Daniela Gallagher
1819055	2Prospect	Einstein	Bioscience	R&D	15	\$ 70,000	Company	BA	4-Feb-19	Susan Dumon
1819058	2Prospect	Trinity	Other	Manufacturing	200		ACA	BA	26-Feb-19	Daniela Gallagher
1819059	2Prospect	Ubiquity	Financial Services/Insurance	Back Office - Call Center (3rd Party)	200	\$ 26,520	ACA	BA	26-Feb-19	Daniela Gallagher
1819063	2Prospect	Dilas	Aerospace & Defense	Manufacturing	30		Regional Partner	BE	8-Mar-19	Daniela Gallagher
1819065	2Prospect	Tower	Renewable & Mining Technology	Manufacturing	24	\$ 88,530	ACA	BA	11-Mar-19	Susan Dumon
1819067	2Prospect	Orion	Bioscience	Manufacturing	189	\$ 48,221	Site Selector	BA	8-Apr-19	Susan Dumon
1819068	2Prospect	Oasis	Other	Advanced Business Services - HQ			SCI Board Member	BA	8-Apr-19	Susan Dumon
1819069	2Prospect	Franklin	Bioscience	Manufacturing	100	\$ 50,000	ACA	BA	16-Apr-19	Daniela Gallagher
1819070	2Prospect	Vortex	Aerospace & Defense	R&D	20	\$ 70,000	ACA	BA	19-Apr-19	Susan Dumon
1819071	2Prospect	Proof	Renewable & Mining Technology	Other			Company	BE	22-Apr-19	Susan Dumon
1819072	2Prospect	Jos	Automotive	Manufacturing	2093	\$ 47,312	ACA	BA	27-Apr-19	Daniela Gallagher
<b>1819074</b>	<b>2Prospect</b>	<b>Rim</b>	<b>Renewable &amp; Mining Technology</b>	<b>Back Office - Call Center (Enterprise)</b>	<b>200</b>		<b>Regional Partner</b>	<b>BA</b>	<b>1-May-19</b>	<b>Susan Dumon</b>
<b>1819075</b>	<b>2Prospect</b>	<b>Calcite</b>	<b>Unknown</b>	<b>Manufacturing</b>	<b>58</b>		<b>ACA</b>	<b>BA</b>	<b>9-May-19</b>	<b>Daniela Gallagher</b>
<b>1819076</b>	<b>2Prospect</b>	<b>Emerald</b>	<b>Financial Services/Insurance</b>	<b>Advanced Business Services</b>	<b>500</b>	<b>TBD</b>	<b>Regional Partner</b>	<b>BA</b>	<b>14-May-19</b>	<b>Daniela Gallagher</b>
<b>1819078</b>	<b>2Prospect</b>	<b>Skyline</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>	<b>78</b>		<b>Regional Partner</b>	<b>BA</b>	<b>15-May-19</b>	<b>Daniela Gallagher</b>
<b>1819079</b>	<b>2Prospect</b>	<b>Crystal</b>	<b>Other</b>	<b>Manufacturing</b>	<b>15</b>	<b>\$ 37,000</b>	<b>ACA</b>	<b>BE</b>	<b>15-May-19</b>	<b>Susan Dumon</b>
<b>1819080</b>	<b>2Prospect</b>	<b>Stellar</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>	<b>250</b>		<b>Regional Partner</b>	<b>BA</b>	<b>30-May-19</b>	<b>Susan Dumon</b>
1718010	3Client	Em	Aerospace & Defense	Manufacturing	30		Company	BE	2-Aug-17	Daniela Gallagher
1718018	3Client	Cross	Other	Advanced Business Services	25		Company	BA	5-Sep-17	Susan Dumon
1718036	3Client	Chicago	Bioscience	Advanced Business Services	142		Site Selector	BE	28-Nov-17	Daniela Gallagher
1718039	3Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	BA	20-Dec-17	Daniela Gallagher
1718041	3Client	Buckshot	Consumer Products	Manufacturing	491	\$ 37,415	Local Broker	BA	2-Jan-18	Susan Dumon
1718090	3Client	Ping	Aerospace & Defense	Manufacturing	600	\$ 85,000	SCI Board Member	BA	13-Jun-18	Daniela Gallagher
1819013	3Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819031	3Client	Runway	Aerospace & Defense	Other			Site Selector	BA	27-Sep-18	Daniela Gallagher
1819036	3Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
1819040	3Client	Allison	Consumer Products	Manufacturing	100		Regional Partner	BA	11-Dec-18	Daniela Gallagher
1819043	3Client	Curtain	Other	Manufacturing			Regional Partner	BE	17-Dec-18	Susan Dumon
1819053	3Client	Hog	Consumer Products	Manufacturing	60		Local Broker	BE	28-Jan-19	Daniela Gallagher
1819056	3Client	Summer	Consumer Products	Manufacturing	20		ACA	BE	21-Feb-19	Daniela Gallagher

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

**Attachment A - Pipeline Report  
May 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1819066	3Client	Aero	Aerospace & Defense	R&D			Company	BE	14-Mar-19	Daniela Gallagher
1819073	3Client	Mama	Other	Manufacturing	10		Company	BA	30-Apr-19	Daniela Gallagher
1718004	4Short-List	48	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	BE	15-Jul-17	Susan Dumon
1819019	4Short-List	PR	Other	Manufacturing	49	\$ 34,296	Regional Partner	BA	17-Aug-18	Daniela Gallagher
1819030	4Short-List	Honour	Other	Advanced Business Services	350	\$ 60,430	Site Selector	BA	27-Sep-18	Daniela Gallagher
1819033	4Short-List	Pilot	Aerospace & Defense	Other	74	\$ 40,716	Regional Partner	BA	10-Oct-18	Daniela Gallagher
1819048	4Short-List	Scenic	Aerospace & Defense	R&D	15		Regional Partner	BA	16-Jan-19	Susan Dumon
1819054	4Short-List	Maya	Consumer Products	Manufacturing	29	\$ 33,500	Local Broker	BA	31-Jan-19	Daniela Gallagher
1819060	4Short-List	Micro	Healthcare	Other	37	\$ 61,750	Regional Partner	BE	26-Feb-19	Daniela Gallagher
1819064	4Short-List	Wolf	Other	Manufacturing	100	\$ 63,500	ACA	BE	8-Mar-19	Daniela Gallagher
<b>1819077</b>	<b>4Short-List</b>	<b>Tree</b>	<b>Healthcare</b>	<b>Other</b>	<b>37</b>		<b>Regional Partner</b>	<b>BA</b>	<b>14-May-19</b>	<b>Daniela Gallagher</b>

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

Attachment B - External Success Report

May 2019

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 (Actual)	Owner Name
1718035	Treasure	Texas Instruments - Tucson	Other	R&D	Local Broker	Texas	125,000	35	\$143,000	\$41,555,000	BE	15-Aug-18	Susan Dumon
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$56,821	\$2,176,900	BA	27-Aug-18	Susan Dumon
1819023	Brown	TuSimple - Tucson	Transportation & Logistics	Industrial - Other	Company	Arizona	-	500	\$76,200	CONFIDENTIAL	BE	12-Sep-18	Susan Dumon
1718065	Beet	Imperfect Produce	Consumer Products	Back Office - Call Center (En	Site Selector	California	19,000 - 46,000	350	\$31,513	\$700,000	BA	5-Nov-18	Daniela Gallagher
1718063	Celebrity	Northwest Medical Center	Healthcare	Other	SCI Board Member	Tennessee	183,000	595	\$68,875	\$94,325,000	BE	7-Jan-19	Susan Dumon
1718060	Dispatch	Modular Mining Systems	Renewable & Mining Technology	Advanced Business Services	ACA	Arizona	-	32	\$81,000	\$6,400,000	BE	7-Jan-19	Susan Dumon
1819016	Cactus	Amazon	Transportation & Logistics	Distribution Center	Company	Washington	49,000	300	31200	10,000,000	BE	1-Mar-19	Daniela Gallagher
1819061	Bot	Symbolicware	Renewable & Mining Technology	Advanced Business Services	Company	International -	3,000	20	\$80,000	\$500,000	BA	29-Mar-19	Susan Dumon
1819024	Big Sky	Mountain Plains Equity Group	Healthcare	Other	Company	Montana	140,000	67	\$31,618	\$35,478,957	BA	18-Apr-19	Susan Dumon
							<b>TOTAL</b>	<b>2217</b>	<b>\$58,121</b>	<b>\$191,135,857</b>			

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

**Attachment C - Pima County Property Report  
May 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Pima County Properties	Attraction/Expansion	Date Added to Pipeline	Owner Name
1819026	2Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	Aerospace Research Campus;Other	BA	19-Sep-18	Daniela Gallagher
1819037	2Prospect	Soccer	Other	Other			Company	Kino Sports Complex	BA	30-Oct-18	Susan Dumon
1819072	2Prospect	Jos	Automotive	Manufacturing	2093	\$ 47,312	ACA	Aerospace Research Campus	BA	27-Apr-19	Daniela Gallagher
1718004	4Short-List	48	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	75 E Broadway Rd	BE	15-Jul-17	Susan Dumon
1819030	4Short-List	Honour	Other	Advanced Business Services	350	\$ 60,430	Site Selector	97 E Congress St	BA	27-Sep-18	Daniela Gallagher

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

**Attachment D - ACA Pipeline Report  
May 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718056	2Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18	Susan Dumon
1718086	2Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819002	2Prospect	Select	Automotive	Manufacturing	30		ACA	BA	3-Jul-18	Daniela Gallagher
1819010	2Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819020	2Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18	Daniela Gallagher
1819026	2Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819051	2Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
1819058	2Prospect	Trinity	Other	Manufacturing	200		ACA	BA	26-Feb-19	Daniela Gallagher
1819059	2Prospect	Ubiquity	Financial Services/Insurance	Back Office - Call Center (3rd Party)	200	\$ 26,520	ACA	BA	26-Feb-19	Daniela Gallagher
1819065	2Prospect	Tower	Renewable & Mining Technology	Manufacturing	24	\$ 88,530	ACA	BA	11-Mar-19	Susan Dumon
1819069	2Prospect	Franklin	Bioscience	Manufacturing	100	\$ 50,000	ACA	BA	16-Apr-19	Daniela Gallagher
1819070	2Prospect	Vortex	Aerospace & Defense	R&D	20	\$ 70,000	ACA	BA	19-Apr-19	Susan Dumon
1819072	2Prospect	Jos	Automotive	Manufacturing	2093	\$ 47,312	ACA	BA	27-Apr-19	Daniela Gallagher
<b>1819075</b>	<b>2Prospect</b>	<b>Calcite</b>	<b>Unknown</b>	<b>Manufacturing</b>	<b>58</b>		<b>ACA</b>	<b>BA</b>	<b>9-May-19</b>	<b>Daniela Gallagher</b>
<b>1819079</b>	<b>2Prospect</b>	<b>Crystal</b>	<b>Other</b>	<b>Manufacturing</b>	<b>15</b>	<b>\$ 37,000</b>	<b>ACA</b>	<b>BE</b>	<b>15-May-19</b>	<b>Susan Dumon</b>
1819013	3Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819036	3Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
1819056	3Client	Summer	Consumer Products	Manufacturing	20		ACA	BE	21-Feb-19	Daniela Gallagher
1819064	4Short-List	Wolf	Other	Manufacturing	100	\$ 63,500	ACA	BE	8-Mar-19	Daniela Gallagher

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

**Attachment E - ACA Success Report  
May 2019**

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
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$ 56,821	\$ 2,176,900	BA	24-Aug-18	Susan Dumon
1718060	Dispatch	Renewable & Mining Technology	Advanced Business Services -	ACA	Arizona	0	32	\$ 81,000	\$ 6,400,000	BE	8-Jan-19	Susan Dumon
<b>TOTAL:</b>							<b>350</b>	<b>\$ 59,032</b>	<b>\$ 8,576,900</b>			

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

**Attachment F - ACA Closed.Lost Report  
May 2019**

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
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50,000	50	\$ 62,000	\$ 5,000,000	Project Canceled	BA	20-Aug-18	Susan Dumon
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300,000	150	\$ 53,000	\$ 30,000,000	Client Unresponsive	BA	20-Aug-18	Susan Dumon
1718048	Sonne	Renewable & Mining Te	Manufacturing	ACA	Arizona					Project Canceled	BE	19-Sep-18	Daniela Gallagher
1718069	NOCO	Automotive	Manufacturing	ACA	Unknown	150,000	180	\$ 61,432	\$ 10,600,000	Client Unresponsive	BA	2-Oct-18	Susan Dumon
1718050	Neiman	Aerospace & Defense	Manufacturing	ACA	Unknown		200			Unknown	BA	6-Dec-18	Daniela Gallagher
1819014	Green	Consumer Products	Manufacturing	ACA	Colorado	175,000	700	\$ 29,320	\$ 24,000,000	Other - See Other Info	BA	10-Dec-18	Susan Dumon
1819003	Prime	Bioscience	R&D	ACA	International - Europe					Client Unresponsive	BA	1-Feb-19	Daniela Gallagher
1718075	Bridge	Other	Manufacturing	ACA	Unknown	400,000	500	\$ 35,000	\$ 50,000,000	Insufficient Real Estate	BA	11-Feb-19	Daniela Gallagher
1819038	Drink	Consumer Products	Manufacturing	ACA	California	40,000	45			Client Unresponsive	BA	11-Feb-19	Daniela Gallagher
1819017	Telford	Renewable & Mining Te	Manufacturing	ACA	International - Eu	130,000	800	\$ 53,674	\$ 76,924,000	Insufficient Real Estate	BA	14-Feb-19	Daniela Gallagher
1718085	Health	Healthcare	Other	ACA	Arizona	32,500	50	\$ 55,000	\$ 15,000,000	Client Unresponsive	BE	28-Feb-19	Susan Dumon
1718079	Inspirit	Unknown	Industrial - Other	ACA	Unknown				\$ 100,000,000	Client Unresponsive	BA	28-Feb-19	Susan Dumon
1718064	Polly	Aerospace & Defense	Manufacturing	ACA	Arizona	20,000	35	\$ 60,000		Other - See Other Info	BE	28-Feb-19	Susan Dumon
1718023	Rigid	Consumer Products	Manufacturing	ACA	Ohio	100,000	450	\$ 43,011	\$ 40,700,000	Client Unresponsive	BA	28-Feb-19	Susan Dumon
1819027	AECH	Consumer Products	Manufacturing	ACA	Unknown	70,000	30	\$ 30,000	\$ 55,000,000	Unknown	BA	20-Mar-19	Daniela Gallagher
1819008	Destination	Software	Advanced Business	ACA	Arizona	41,000	150	\$ 45,000	\$ 400,000	Client Unresponsive	BE	29-Mar-19	Susan Dumon
1819028	Wilma	Consumer Products	Manufacturing	ACA	Minnesota	225,000 - 275	60	\$ 58,000	\$ 100,000,000	Other - See Other Info	BA	29-Mar-19	Susan Dumon
1819009	Woodford	Bioscience	Advanced Business	ACA	Kentucky	10,000	65	\$ 121,077	\$ 7,500,000	Insufficient Infrastruct	BA	29-Mar-19	Susan Dumon
1516079	Drumbeat	Other	Manufacturing	ACA	Massachusetts	175,000	37	\$ 46,000	\$ 41,000,000	Project Canceled	BA	2-Apr-19	Daniela Gallagher
<b>1819057</b>	<b>Anil</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Arizona</b>		<b>30</b>			<b>Client Unresponsive</b>	<b>BE</b>	<b>28-May-19</b>	<b>Daniela Gallagher</b>

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

## **Exhibit 1 – Description of Regional Meetings**

### **Oro Valley Economic Development Department Meeting**

Daniela Gallagher and Susan Dumon met with JJ Johnston, Economic Development Director for Oro Valley to discuss economic development efforts in Oro Valley, as part of the director's effort to interview key stakeholders. Staff explained Sun Corridor Inc.'s process for working with prospects and how we can best work together.

### **City of Tucson Incentives Discussion**

David Welsh and Susan Dumon met with Tucson City Manager, Mike Ortega, and Mike Czechowski, Economic Development Manager, to discuss the Primary Jobs Incentive Program application and approval process, as several large projects are on the horizon that may meet program criteria.

### **Metropolitan Education Commission “Key 2 Employment”**

Daniela Gallagher was appointed to the Metropolitan Education Commission and will be serving her first term. Primary function of the Commission is to advocate, communicate and collaborate for the common purpose of enhancing the educational welfare of the citizens of the City of Tucson and Pima County.

### **Oro Valley Accelerator Client Visit**

Daniela Gallagher met with members of the Oro Valley Accelerator initiative and a potential client for the facility. The meeting was attended by Paul August, City Manager Mary Jacobs, and Oro Valley Economic Development Director JJ Johnson.

### **Greater Tucson Leadership Economic Development Day**

Greater Tucson Leadership (GTL) is a non-profit, non-partisan leadership organization dedicated to providing leadership education, community development and civic engagement for the overall care of and commitment to Tucson. Sun Corridor Inc. annually participates in “Economic Development Day”. Susan Dumon provided an overview of Sun Corridor Inc. and an economic development 101 training to the class of participants.

### **Smart Vehicle, Intelligent Transportation Meeting**

A collaboration of community partners led by Tech Parks Arizona to discuss issues related to smart vehicles/transportation. Additionally, this group is planning an event to bring the industry and community together. Susan Dumon recently joined the group.

### **Southeast AZ Economic Development – Opportunity Zones**

Southeast AZ Economic Development group represents economic developers from throughout Cochise, Graham and Greenlee Counties. The group routinely meets to

work together on regional issues impacting their respective communities. Susan Dumon was asked to present information on Opportunity Zones, along with the ACA and SpencerFane, a law office from Phoenix.

#### **ACA Business Attraction Team**

Daniela Gallagher met with the Business Attraction team of the Arizona Commerce Authority. The new team members have learned about assets in Southern Arizona that differentiate the community to the rest of the state.

#### **UA – Securing AZ’s Future as Silicon Valley of Mining**

Susan Dumon attended the summit at the University of Arizona hosted by the Lowell Institute of Mineral Resources. Leaders from the mining industry throughout the state gathered to discuss challenges and opportunities in the industry, as well as Southern Arizona’s capability of being a world leading innovator in the industry.

#### **Arizona Correctional Industries (ACI)**

Susan Dumon and Daniela Gallagher met with ACI, a unique, self-funded, 30-year-old business within the Arizona Department of Corrections, which provides “jobs” for 2,000 inmates any given day. Working in safe, positive work and learning environments, inmates gain skills that will help them secure employment upon their release — many in highly skilled trades. ACI is seeking to create stronger partnerships in Southern Arizona and asked for support is sharing information about their services.

#### **SWIFT (Smart Vehicles, Intelligent Freight and Transportation) Summit**

Susan Dumon attended the daylong summit to learn about and discuss how to grow Southern Arizona into a regional innovation hub for SWIFT technology. The Summit brought together government, industry, and academia to provide industry updates, technology demonstrations, panel discussions

#### **PCC Aviation Center of Excellence Event**

In support of the Pima Community College Center of Excellence Aviation Program, Sun Corridor Inc attended the Governor’s budget proposal for the expansion of the aviation program through a \$20 million budget allocation. The expansion of this program is essential for supplying and training the workforce needed for the continued business expansion and attraction efforts in aviation, aerospace and defense.

#### **CCIM’s 2019 Southern Arizona Annual Forecast**

CCIM (Certified Commercial Investment Member) Institute is the leading commercial real estate’s professional organization providing real-world education since 1967. CCIM held its annual commercial real estate forecast event in February. Daniela Gallagher attended this event. This event was a real estate update and outlook for industrial, office and multi housing.

### **UA Tech Park Strategy Session**

SCI staff met with the leadership team at the UA Tech Park, including new Associate VP, Carol Stewart to discuss strategies for continued partnership and successes.

### **Pima County Real Estate Research Council**

PCREC is a provider of information, education, insight and data resources to the Southern Arizona residential and commercial real estate community. SCI staff met with an appraiser hired to prepare the industrial market study for the region.

### **Arizona Chamber of Commerce – Manufacturing Month**

The Arizona Chamber of Commerce is taking the lead on coordinating statewide activities for Manufacturing Month, which is annually in October. The AZ Chamber asked for Sun Corridor Inc. to participate in the statewide group and assist with coordinating activities in Tucson and Southern Arizona.

### **City of Tucson Incentives Discussion**

SCI staff met with the new director of economic development for the City of Tucson to discuss their incentive programs and potential adjustments to those programs.

### **PCC Futures Conference**

SCI staff participated in the Pima Community College Futures Conference. Goal of the conference is to establish in-demand programs and align college programs, processes, systems, and resources to support economic opportunities in Pima County through relationships with local business and industry.

### **Aerospace and Defense Innovation Summit**

SCI staff attended the Aerospace and Defense Innovation Summit. Goal of the summit is to make Tucson the national showcase for workforce innovation and talent supply chain optimization for the Aerospace and Defense industry.

### **Arizona Association for Economic Development (AAED) Annual Conference**

The AAED Annual Conference brings together economic development professionals from across the state to discuss current issues and trends impacting the profession, both nationally and locally.

**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>April</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	67	2217
Number of Total Jobs Supported	75	3729
Number of Jobs in Targeted Industries	67	1832
Number of Company Attractions/Expansions	1	9
Number of Qualified Prospects	7	66
Earned Media Reach	23,738,777	29,277,267

**2. High wage job development/sales and marketing AND: Capacity development/improve competitiveness**

**A. Lead two site selection executive missions**

1. November 2018 – SCI lead a trip to Columbus, Ohio with Tucson business and community leaders to learn about economic development best practices from airport executives at Rickenbacker International Airport. The principles learned are being incorporated into the TUS Blueprint Strategic Planning process.
2. January 2019 – SCI lead a trip to Georgia to meet with executives from a company considering metro Tucson for expansion. That trip has evolved into Project Ping for which a proposal is being developed.

**B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum**

1. Canada Mission – SCI staff is planning a sales trip to Montreal in June 2019.
2. Other FDI

- a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.
- b. November 15, 2018 - Coordination of Sun Corridor Inc and ACA FDI strategy. Strategy session on 2019 and 2020 efforts.
- c. November 30, 2018 - Staff attended a webinar hosted by BCI Global and Conway Inc. on Foreign Direct Investment – How to Win High Tech Manufacturing projects and R&D Centers from European Companies.
- d. December 14, 2018 – SCI staff met with Seth Isenberg of Select USA, US Department of Commerce, on a variety of topics, including how USDC can help with client research, as well as the annual Select USA event in the summer.
- e. [April 8 – 12, 2019 MRO Americas – Sun Corridor Inc staff spend a week in ATL meeting with companies from around the world. We continue our conversations with companies from Canada, UK, Germany and the Netherlands.](#)

C. Other Marketing and Sales Trips

1. December 3-5, 2018 – Area Development Site Consultant Forum held in Miami brings together site selectors to discuss trends, hot topics, and provide networking opportunities between site selectors and economic developers.
2. January 21-23, 2019 – SCI staff and regional partners visited Project Ping to ensure Tucson has the opportunity to compete as part of the upcoming RFP for the project.
3. February 25-26, 2019 – SCI staff participated in the SME Smart Mining Conference in Denver with more than 6,000 attendees representing the mining and metallurgy industry globally.
4. [March 25-27, 2019 – SCI staff participated in the Site Selectors Guild Annual Conference in Salt Lake City, which brings together more than 50 of the top site selectors from around the world to discuss issues and trends in corporate site selection.](#)
5. [March 28-29, 2019 – Sun Corridor Inc staff visited two companies in Southern California who have expressed interest in relocating the complete operation out of CA into Southern Arizona.](#)

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14
Celebrity	October 10
Buckshot	October 15
Honour	October 16
Soccer	October 18
Wilma	October 19
Pilot	November 1
Wilma	November 6
Soccer	November 19
Cactus	November 20
Leonardo	November 20
Ping	December 11
Global	December 19
Honour	January 9
Curtain	January 17
High-Tech	January 22
Helios	January 24
PILOT	February 5
Global	February 6
Ink	February 11
Summer	February 21
Holiday	February 26
Ubiquity	February 26
Bot	February 26
Micro	February 27
Earth	February 28

DILAS	March 4
Global	March 4
Wolf	March 6
Curtain	March 15
Aero	March 25
Maya	March 28
PR	March 29
Curtain	April 4
Scenic	April 15
Micro	April 15
Proof	April 16

<u>C. WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10
WIB – Board Meeting	October 12
WIB – Board Meeting	November 8
WIB – Annual Meeting	December 14
WIB – Planning Committee	December 20
WIB – Board Meeting	January 11
WIB – Board Meeting	February 8
WIB – Board Meeting	April 12

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>
48	July
Celebrity	July
Brown <sup>1</sup>	September
Beet	November
Dispatch	January
Celebrity	January
Honour	February
Bot	March
Cactus	March
Big Sky	April

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

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<sup>1</sup> Certain information has been excluded from this report, per the client's request.

<u>A. Pima County Activity</u>	<u>Date</u>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Aug. 16
Economic Development Team (EDT) meeting	Aug. 16
Economic Development Team (EDT) meeting	Oct. 11
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Dec. 13
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 10
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 31
Economic Development Team (EDT) meeting	Jan. 31
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Feb. 28
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Mar. 28
Economic Development Team (EDT) meeting	Mar. 28
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Apr. 25
<u>B. Pima Association of Government Activity</u>	<u>Date</u>
PAG Economic Vitality Meeting	Aug. 29
PAG Economic Vitality Meeting	Nov. 27
<u>C. Other (See Exhibit 1 for brief description)</u>	<u>Date</u>
Oro Valley Economic Development Department meeting	Aug. 10
City of Tucson Incentives Discussion meeting	Sept. 4
Metropolitan Education Commission “Key 2 Employment”	Sept. 19
Oro Valley Accelerator Client Visit	Oct. 29
Greater Tucson Leadership Economic Development Day	Nov. 8
Metropolitan Education Commission “Key 2 Employment”	Nov. 20
Smart Vehicle, Intelligent Transportation Meeting	Nov. 26
Southeast AZ Economic Development – Opportunity Zones	Nov. 27
Southern AZ Economic Development Quarterly Meeting	Dec. 13
ACA Business Attraction Team	Dec. 18
UA – Securing AZ’s Future as Silicon Valley of Mining	Jan. 10
Metropolitan Education Commission “Key 2 Employment”	Jan. 14
Arizona Correctional Industries	Jan. 18
SWIFT Summit	Jan. 23
Metropolitan Education Commission “Key 2 Employment”	Feb. 07
PCC Aviation Center of Excellence Event	Feb. 15
CCIM 2019 Southern Arizona Forecast	Feb. 19
State of the City of Tucson	Mar. 1
UA Tech Park Strategy Session	Mar. 4
Metropolitan Education Commission	Mar. 20
Southern AZ Economic Development Quarterly Meeting	Mar. 21
Metropolitan Education Commission “Key 2 Employment” Debrief	Mar. 26
Pima County Real Estate Research Council	Apr. 5

AZ Chamber of Commerce – Manufacturing Month	Apr. 15
City of Tucson Incentives Discussion	Apr. 17
Aerospace & Defense Innovation Summit	April 25
PCC Futures Conference	Apr. 26

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report	Attachment A
See Success Report	Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report	Attachment C
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**3.4.1.4 – Unusual events or items of note. Explanation of benchmark dates not achieved.**

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

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

Exhibits

Exhibit 1 – Description of Regional Meetings  
[Exhibit 2 – Project Big Sky Economic Impact Study](#)

## Attachment A - Pipeline Report

April 2019

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718056	2Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18	Susan Dumon
1718086	2Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819002	2Prospect	Select	Automotive	Manufacturing	30		ACA	BA	3-Jul-18	Daniela Gallagher
1819010	2Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819015	2Prospect	Aglet	Bioscience	R&D			Company	BA	7-Aug-18	Daniela Gallagher
1819018	2Prospect	Hayes	Healthcare	Back Office - Call Center (Enterprise)	1000	\$ 42,640	Site Selector	BA	15-Aug-18	Susan Dumon
1819020	2Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18	Daniela Gallagher
1819026	2Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819035	2Prospect	Harp	Other	Back Office - Call Center (Enterprise)	150		Site Selector	BA	26-Oct-18	Susan Dumon
1819037	2Prospect	Soccer	Other	Other			Company	BA	30-Oct-18	Susan Dumon
1819039	2Prospect	Navigator	Transportation & Logistics	Back Office - Call Center (Enterprise)		\$ 30,000	Site Selector	BA	3-Dec-18	Daniela Gallagher
1819042	2Prospect	After Night	Other	Back Office - Call Center (3rd Party)			Regional Partner	BE	11-Dec-18	Daniela Gallagher
1819044	2Prospect	Global	Aerospace & Defense	Other	200	\$ 75,000	SCI Board Member	BE	19-Dec-18	Susan Dumon
1819045	2Prospect	Holiday	Aerospace & Defense	Manufacturing	1500		Company	BA	2-Jan-19	Daniela Gallagher
1819046	2Prospect	Helios	Bioscience	Advanced Business Services - HQ	50		Regional Partner	BA	11-Jan-19	Susan Dumon
1819047	2Prospect	High Tech	Transportation & Logistics	Distribution Center	300		Local Broker	BA	11-Jan-19	Daniela Gallagher
1819049	2Prospect	Ink	Consumer Products	Manufacturing	78	\$ 47,900	Company	BE	17-Jan-19	Susan Dumon
1819050	2Prospect	Integrated	Renewable & Mining Technology	Advanced Business Services	50	\$ 65,000	ACA	BA	23-Jan-19	Susan Dumon
1819051	2Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
1819052	2Prospect	Guide	Consumer Products	Distribution Center	100	\$ 28,000	Local Broker	BA	24-Jan-19	Daniela Gallagher
1819054	2Prospect	Maya	Consumer Products	Manufacturing	29	\$ 33,500	Local Broker	BA	31-Jan-19	Daniela Gallagher
1819055	2Prospect	Einstein	Bioscience	R&D	15	\$ 70,000	Company	BA	4-Feb-19	Susan Dumon
1819058	2Prospect	Trinity	Other	Manufacturing	200		ACA	BA	26-Feb-19	Daniela Gallagher
1819059	2Prospect	Ubiquity	Financial Services/Insurance	Back Office - Call Center (3rd Party)	200	\$ 26,520	ACA	BA	26-Feb-19	Daniela Gallagher
1819063	2Prospect	Dilas	Aerospace & Defense	Manufacturing	30		Regional Partner	BE	8-Mar-19	Daniela Gallagher
1819065	2Prospect	Tower	Renewable & Mining Technology	Manufacturing	24	\$ 88,530	ACA	BA	11-Mar-19	Susan Dumon
<b>1819067</b>	<b>2Prospect</b>	<b>Orion</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>189</b>	<b>\$ 48,221</b>	<b>Site Selector</b>	<b>BA</b>	<b>8-Apr-19</b>	<b>Susan Dumon</b>
<b>1819068</b>	<b>2Prospect</b>	<b>Oasis</b>	<b>Other</b>	<b>Advanced Business Services - HQ</b>			<b>SCI Board Member</b>	<b>BA</b>	<b>8-Apr-19</b>	<b>Susan Dumon</b>
<b>1819069</b>	<b>2Prospect</b>	<b>Franklin</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>100</b>	<b>\$ 50,000</b>	<b>ACA</b>	<b>BA</b>	<b>16-Apr-19</b>	<b>Daniela Gallagher</b>
<b>1819070</b>	<b>2Prospect</b>	<b>Vortex</b>	<b>Aerospace &amp; Defense</b>	<b>R&amp;D</b>	<b>20</b>	<b>\$ 70,000</b>	<b>ACA</b>	<b>BA</b>	<b>19-Apr-19</b>	<b>Susan Dumon</b>
<b>1819071</b>	<b>2Prospect</b>	<b>Proof</b>	<b>Renewable &amp; Mining Technology</b>	<b>Other</b>			<b>Company</b>	<b>BE</b>	<b>22-Apr-19</b>	<b>Susan Dumon</b>
<b>1819072</b>	<b>2Prospect</b>	<b>Jos</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>2093</b>	<b>\$ 47,312</b>	<b>ACA</b>	<b>BA</b>	<b>27-Apr-19</b>	<b>Daniela Gallagher</b>
1718010	3Client	Em	Aerospace & Defense	Manufacturing	30		Company	BE	2-Aug-17	Daniela Gallagher
1718018	3Client	Cross	Other	Advanced Business Services	25		Company	BA	5-Sep-17	Susan Dumon
1718036	3Client	Chicago	Bioscience	Advanced Business Services	142		Site Selector	BE	28-Nov-17	Daniela Gallagher
1718039	3Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	BA	20-Dec-17	Daniela Gallagher
1718041	3Client	Buckshot	Consumer Products	Manufacturing	491	\$ 37,415	Local Broker	BA	2-Jan-18	Susan Dumon
1718090	3Client	Ping	Aerospace & Defense	Manufacturing	600	\$ 85,000	SCI Board Member	BA	13-Jun-18	Daniela Gallagher
1819013	3Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819031	3Client	Runway	Aerospace & Defense	Other			Site Selector	BA	27-Sep-18	Daniela Gallagher
1819036	3Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
1819040	3Client	Allison	Consumer Products	Manufacturing	100		Regional Partner	BA	11-Dec-18	Daniela Gallagher
1819043	3Client	Curtain	Other	Manufacturing			Regional Partner	BE	17-Dec-18	Susan Dumon
1819053	3Client	Hog	Consumer Products	Manufacturing	60		Local Broker	BE	28-Jan-19	Daniela Gallagher
1819056	3Client	Summer	Consumer Products	Manufacturing	20		ACA	BE	21-Feb-19	Daniela Gallagher

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

**Attachment A - Pipeline Report  
April 2019**

1819057	3Client	Anil	Aerospace & Defense	Manufacturing	30		ACA	BE	21-Feb-19	Daniela Gallagher
1819062	3Client	Earth	Other	Manufacturing	100	\$ 100,000	Regional Partner	BE	28-Feb-19	Daniela Gallagher
1819066	3Client	Aero	Aerospace & Defense	R&D			Company	BE	14-Mar-19	Daniela Gallagher
<b>1819073</b>	<b>3Client</b>	<b>Mama</b>	<b>Other</b>	<b>Manufacturing</b>	<b>10</b>		<b>Company</b>	<b>BA</b>	<b>30-Apr-19</b>	<b>Daniela Gallagher</b>
1718004	4Short-List	48	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	BE	15-Jul-17	Susan Dumon
1819019	4Short-List	PR	Other	Manufacturing	49	\$ 34,296	Regional Partner	BA	17-Aug-18	Daniela Gallagher
1819030	4Short-List	Honour	Other	Advanced Business Services	350	\$ 60,430	Site Selector	BA	27-Sep-18	Daniela Gallagher
1819033	4Short-List	Pilot	Aerospace & Defense	Other	74	\$ 40,716	Regional Partner	BA	10-Oct-18	Daniela Gallagher
1819048	4Short-List	Scenic	Aerospace & Defense	R&D	15		Regional Partner	BA	16-Jan-19	Susan Dumon
1819060	4Short-List	Micro	Healthcare	Other	37	\$ 61,750	Regional Partner	BE	26-Feb-19	Daniela Gallagher
1819064	4Short-List	Wolf	Other	Manufacturing	100	\$ 63,500	ACA	BE	8-Mar-19	Daniela Gallagher

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

Attachment B - External Success Report

April 2019

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 (Actual)	Owner Name
1718035	Treasure	Texas Instruments - Tucson	Other	R&D	Local Broker	Texas	125,000	35	\$143,000	\$41,555,000	BE	15-Aug-18	Susan Dumon
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$56,821	\$2,176,900	BA	27-Aug-18	Susan Dumon
1819023	Brown	TuSimple - Tucson	Transportation & Logistics	Industrial - Other	Company	Arizona	-	500	\$76,200	CONFIDENTIAL	BE	12-Sep-18	Susan Dumon
1718065	Beet	Imperfect Produce	Consumer Products	Back Office - Call Center (En	Site Selector	California	19,000 - 46,000	350	\$31,513	\$700,000	BA	5-Nov-18	Daniela Gallagher
1718063	Celebrity	Northwest Medical Center	Healthcare	Other	SCI Board Member	Tennessee	183,000	595	\$68,875	\$94,325,000	BE	7-Jan-19	Susan Dumon
1718060	Dispatch	Modular Mining Systems	Renewable & Mining Technology	Advanced Business Services	ACA	Arizona	-	32	\$81,000	\$6,400,000	BE	7-Jan-19	Susan Dumon
1819016	Cactus	Amazon	Transportation & Logistics	Distribution Center	Company	Washington	49,000	300	31200	10,000,000	BE	1-Mar-19	Daniela Gallagher
1819061	Bot	Symbolicware	Renewable & Mining Technology	Advanced Business Services	Company	International -	3,000	20	\$80,000	\$500,000	BA	29-Mar-19	Susan Dumon
<b>1819024</b>	<b>Big Sky</b>	<b>Mountain Plains Equity Group</b>	<b>Healthcare</b>	<b>Other</b>	<b>Company</b>	<b>Montana</b>	<b>140,000</b>	<b>67</b>	<b>\$31,618</b>	<b>\$35,478,957</b>	<b>BA</b>	<b>18-Apr-19</b>	<b>Susan Dumon</b>
							<b>TOTAL</b>	<b>2217</b>	<b>\$58,121</b>	<b>\$191,135,857</b>			

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

**Attachment C - Pima County Property Report  
April 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs 5 years	Average Annual Salary	Lead_Source	Pima County Properties	Attraction/Expansion	Date Added to Pipeline	Owner Name
1819026	2Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	Aerospace Research Campus;Other	BA	19-Sep-18	Daniela Gallagher
1819037	2Prospect	Soccer	Other	Other			Company	Kino Sports Complex	BA	30-Oct-18	Susan Dumon
<b>1819072</b>	<b>2Prospect</b>	<b>Jos</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>2093</b>	<b>\$ 47,312</b>	<b>ACA</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>27-Apr-19</b>	<b>Daniela Gallagher</b>
1718004	4Short-List	48	Software	Advanced Business Ser	159	\$ 66,071	Local Broker	75 E Broadway Rd	BE	15-Jul-17	Susan Dumon
1819030	4Short-List	Honour	Other	Advanced Business Ser	350	\$ 60,430	Site Selector	97 E Congress St	BA	27-Sep-18	Daniela Gallagher

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

**Attachment D - ACA Pipeline Report  
April 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718056	2Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18	Susan Dumon
1718086	2Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819002	2Prospect	Select	Automotive	Manufacturing	30		ACA	BA	03-Jul-18	Daniela Gallagher
1819010	2Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819020	2Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18	Daniela Gallagher
1819026	2Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819050	2Prospect	Integrated	Renewable & Mining Technology	Advanced Business Services	50	\$ 65,000	ACA	BA	23-Jan-19	Susan Dumon
1819051	2Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
1819058	2Prospect	Trinity	Other	Manufacturing	200		ACA	BA	26-Feb-19	Daniela Gallagher
1819059	2Prospect	Ubiquity	Financial Services/Insurance	Back Office - Call Center (3rd Party)	200	\$ 26,520	ACA	BA	26-Feb-19	Daniela Gallagher
1819065	2Prospect	Tower	Renewable & Mining Technology	Manufacturing	24	\$ 88,530	ACA	BA	11-Mar-19	Susan Dumon
<b>1819069</b>	<b>2Prospect</b>	<b>Franklin</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>100</b>	<b>\$ 50,000</b>	<b>ACA</b>	<b>BA</b>	<b>16-Apr-19</b>	<b>Daniela Gallagher</b>
<b>1819070</b>	<b>2Prospect</b>	<b>Vortex</b>	<b>Aerospace &amp; Defense</b>	<b>R&amp;D</b>	<b>20</b>	<b>\$ 70,000</b>	<b>ACA</b>	<b>BA</b>	<b>19-Apr-19</b>	<b>Susan Dumon</b>
<b>1819072</b>	<b>2Prospect</b>	<b>Jos</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>2093</b>	<b>\$ 47,312</b>	<b>ACA</b>	<b>BA</b>	<b>27-Apr-19</b>	<b>Daniela Gallagher</b>
1819013	3Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819036	3Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
1819056	3Client	Summer	Consumer Products	Manufacturing	20		ACA	BE	21-Feb-19	Daniela Gallagher
1819057	3Client	Anil	Aerospace & Defense	Manufacturing	30		ACA	BE	21-Feb-19	Daniela Gallagher
1819064	4Short-List	Wolf	Other	Manufacturing	100	\$ 63,500	ACA	BE	08-Mar-19	Daniela Gallagher

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

**Attachment E - ACA Success Report  
April 2019**

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
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$ 56,821	\$ 2,176,900	BA	24-Aug-18	Susan Dumon
1718060	Dispatch	Renewable & Mining Technology	Advanced Business Services -	ACA	Arizona	0	32	\$ 81,000	\$ 6,400,000	BE	8-Jan-19	Susan Dumon
<b>TOTAL:</b>							<b>350</b>	<b>\$ 59,032</b>	<b>\$ 8,576,900</b>			

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

**Attachment F - ACA Closed.Lost Report  
April 2019**

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
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50,000	50	\$ 62,000	\$ 5,000,000	Project Canceled	BA	20-Aug-18	Susan Dumon
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300,000	150	\$ 53,000	\$ 30,000,000	Client Unresponsive	BA	20-Aug-18	Susan Dumon
1718048	Sonne	Renewable & Mining Te	Manufacturing	ACA	Arizona					Project Canceled	BE	19-Sep-18	Daniela Gallagher
1718069	NOCO	Automotive	Manufacturing	ACA	Unknown	150,000	180	\$ 61,432	\$ 10,600,000	Client Unresponsive	BA	2-Oct-18	Susan Dumon
1718050	Neiman	Aerospace & Defense	Manufacturing	ACA	Unknown		200			Unknown	BA	6-Dec-18	Daniela Gallagher
1819014	Green	Consumer Products	Manufacturing	ACA	Colorado	175,000	700	\$ 29,320	\$ 24,000,000	Other - See Other Info for Details	BA	10-Dec-18	Susan Dumon
1819003	Prime	Bioscience	R&D	ACA	International - Europe					Client Unresponsive	BA	1-Feb-19	Daniela Gallagher
1718075	Bridge	Other	Manufacturing	ACA	Unknown	400,000	500	\$ 35,000	\$ 50,000,000	Insufficient Real Estate	BA	11-Feb-19	Daniela Gallagher
1819038	Drink	Consumer Products	Manufacturing	ACA	California	40,000	45			Client Unresponsive	BA	11-Feb-19	Daniela Gallagher
1819017	Telford	Renewable & Mining Te	Manufacturing	ACA	International - Eu	130,000	800	\$ 53,674	\$ 76,924,000	Insufficient Real Estate	BA	14-Feb-19	Daniela Gallagher
1718085	Health	Healthcare	Other	ACA	Arizona	32,500	50	\$ 55,000	\$ 15,000,000	Client Unresponsive	BE	28-Feb-19	Susan Dumon
1718079	Inspirit	Unknown	Industrial - Other	ACA	Unknown				\$ 100,000,000	Client Unresponsive	BA	28-Feb-19	Susan Dumon
1718064	Polly	Aerospace & Defense	Manufacturing	ACA	Arizona	20,000	35	\$ 60,000		Other - See Other Info for Details	BE	28-Feb-19	Susan Dumon
1718023	Rigid	Consumer Products	Manufacturing	ACA	Ohio	100,000	450	\$ 43,011	\$ 40,700,000	Client Unresponsive	BA	28-Feb-19	Susan Dumon
1819027	AECH	Consumer Products	Manufacturing	ACA	Unknown	70,000	30	\$ 30,000	\$ 55,000,000	Unknown	BA	20-Mar-19	Daniela Gallagher
1819008	Destination	Software	Advanced Business	ACA	Arizona	41,000	150	\$ 45,000	\$ 400,000	Client Unresponsive	BE	29-Mar-19	Susan Dumon
1819028	Wilma	Consumer Products	Manufacturing	ACA	Minnesota	225,000 - 275	60	\$ 58,000	\$ 100,000,000	Other - See Other Info for Details	BA	29-Mar-19	Susan Dumon
1819009	Woodford	Bioscience	Advanced Business	ACA	Kentucky	10,000	65	\$ 121,077	\$ 7,500,000	Insufficient Infrastructure	BA	29-Mar-19	Susan Dumon
<b>1516079</b>	<b>Drumbeat</b>	<b>Other</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Massachusetts</b>	<b>175,000</b>	<b>37</b>	<b>\$ 46,000</b>	<b>\$ 41,000,000</b>	<b>Project Canceled</b>	<b>BA</b>	<b>2-Apr-19</b>	<b>Daniela Gallagher</b>

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

## **Exhibit 1 – Description of Regional Meetings**

### **Oro Valley Economic Development Department Meeting**

Daniela Gallagher and Susan Dumon met with JJ Johnston, Economic Development Director for Oro Valley to discuss economic development efforts in Oro Valley, as part of the director's effort to interview key stakeholders. Staff explained Sun Corridor Inc.'s process for working with prospects and how we can best work together.

### **City of Tucson Incentives Discussion**

David Welsh and Susan Dumon met with Tucson City Manager, Mike Ortega, and Mike Czechowski, Economic Development Manager, to discuss the Primary Jobs Incentive Program application and approval process, as several large projects are on the horizon that may meet program criteria.

### **Metropolitan Education Commission “Key 2 Employment”**

Daniela Gallagher was appointed to the Metropolitan Education Commission and will be serving her first term. Primary function of the Commission is to advocate, communicate and collaborate for the common purpose of enhancing the educational welfare of the citizens of the City of Tucson and Pima County.

### **Oro Valley Accelerator Client Visit**

Daniela Gallagher met with members of the Oro Valley Accelerator initiative and a potential client for the facility. The meeting was attended by Paul August, City Manager Mary Jacobs, and Oro Valley Economic Development Director JJ Johnson.

### **Greater Tucson Leadership Economic Development Day**

Greater Tucson Leadership (GTL) is a non-profit, non-partisan leadership organization dedicated to providing leadership education, community development and civic engagement for the overall care of and commitment to Tucson. Sun Corridor Inc. annually participates in “Economic Development Day”. Susan Dumon provided an overview of Sun Corridor Inc. and an economic development 101 training to the class of participants.

### **Smart Vehicle, Intelligent Transportation Meeting**

A collaboration of community partners led by Tech Parks Arizona to discuss issues related to smart vehicles/transportation. Additionally, this group is planning an event to bring the industry and community together. Susan Dumon recently joined the group.

### **Southeast AZ Economic Development – Opportunity Zones**

Southeast AZ Economic Development group represents economic developers from throughout Cochise, Graham and Greenlee Counties. The group routinely meets to

work together on regional issues impacting their respective communities. Susan Dumon was asked to present information on Opportunity Zones, along with the ACA and SpencerFane, a law office from Phoenix.

#### **ACA Business Attraction Team**

Daniela Gallagher met with the Business Attraction team of the Arizona Commerce Authority. The new team members have learned about assets in Southern Arizona that differentiate the community to the rest of the state.

#### **UA – Securing AZ’s Future as Silicon Valley of Mining**

Susan Dumon attended the summit at the University of Arizona hosted by the Lowell Institute of Mineral Resources. Leaders from the mining industry throughout the state gathered to discuss challenges and opportunities in the industry, as well as Southern Arizona’s capability of being a world leading innovator in the industry.

#### **Arizona Correctional Industries (ACI)**

Susan Dumon and Daniela Gallagher met with ACI, a unique, self-funded, 30-year-old business within the Arizona Department of Corrections, which provides “jobs” for 2,000 inmates any given day. Working in safe, positive work and learning environments, inmates gain skills that will help them secure employment upon their release — many in highly skilled trades. ACI is seeking to create stronger partnerships in Southern Arizona and asked for support is sharing information about their services.

#### **SWIFT (Smart Vehicles, Intelligent Freight and Transportation) Summit**

Susan Dumon attended the daylong summit to learn about and discuss how to grow Southern Arizona into a regional innovation hub for SWIFT technology. The Summit brought together government, industry, and academia to provide industry updates, technology demonstrations, panel discussions

#### **PCC Aviation Center of Excellence Event**

In support of the Pima Community College Center of Excellence Aviation Program, Sun Corridor Inc attended the Governor’s budget proposal for the expansion of the aviation program through a \$20 million budget allocation. The expansion of this program is essential for supplying and training the workforce needed for the continued business expansion and attraction efforts in aviation, aerospace and defense.

#### **CCIM’s 2019 Southern Arizona Annual Forecast**

CCIM (Certified Commercial Investment Member) Institute is the leading commercial real estate’s professional organization providing real-world education since 1967. CCIM held its annual commercial real estate forecast event in February. Daniela Gallagher attended this event. This event was a real estate update and outlook for industrial, office and multi housing.

### **UA Tech Park Strategy Session**

SCI staff met with the leadership team at the UA Tech Park, including new Associate VP, Carol Stewart to discuss strategies for continued partnership and successes.

### **Pima County Real Estate Research Council**

PCREC is a provider of information, education, insight and data resources to the Southern Arizona residential and commercial real estate community. SCI staff met with an appraiser hired to prepare the industrial market study for the region.

### **Arizona Chamber of Commerce – Manufacturing Month**

The Arizona Chamber of Commerce is taking the lead on coordinating statewide activities for Manufacturing Month, which is annually in October. The AZ Chamber asked for Sun Corridor Inc. to participate in the statewide group and assist with coordinating activities in Tucson and Southern Arizona.

### **City of Tucson Incentives Discussion**

SCI staff met with the new director of economic development for the City of Tucson to discuss their incentive programs and potential adjustments to those programs.

### **PCC Futures Conference**

SCI staff participated in the Pima Community College Futures Conference. Goal of the conference is to establish in-demand programs and align college programs, processes, systems, and resources to support economic opportunities in Pima County through relationships with local business and industry.

### **Aerospace and Defense Innovation Summit**

SCI staff attended the Aerospace and Defense Innovation Summit. Goal of the summit is to make Tucson the national showcase for workforce innovation and talent supply chain optimization for the Aerospace and Defense industry.

## **General Description for Project Big Sky -- 5**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Big Sky -- 5. This report includes:

- Start Year - the year the project is expected to begin
- Region - the geographic area used to define the impact area.
- Industry Type - the industry classification that most closely describes Project Big Sky -- 5

Because the economic multipliers used in analyzing Project Big Sky -- 5 are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Big Sky -- 5 are listed for each year through the end of the specified analysis period.

This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

## Sun Corridor Inc. Regional Project Assessment System - Project Description

### Project Big Sky -- 5 in Marana

<b>Project Name:</b> <input type="text" value="Project Big Sky -- 5"/>	<b>Start Year:</b> <input type="text" value="2019"/>	<b>Last Update:</b> 3/18/2019
<b>Region:</b> <input type="text" value="Marana"/>	<b>Industry Type:</b> <input type="text" value="Health Services"/>	
	<b>Percent Living In City:</b> <input type="text" value="15.9"/> %	<b>Lease Back:</b> <input type="checkbox"/>

### Annual Project Data

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	67 \$2,118,397 \$219,215	\$21,655,179 \$1,683,000	\$0 \$0 0	\$850,000 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
2	67 \$2,118,397 \$299,153	\$0 \$0	\$0 \$0 0	\$0 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
3	67 \$2,118,397 \$325,063	\$0 \$0	\$0 \$0 0	\$0 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
4	67 \$2,118,397 \$334,815	\$0 \$0	\$0 \$0 0	\$0 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
5	67 \$2,118,397 \$344,859	\$0 \$0	\$0 \$0 0	\$0 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Big Sky -- 5**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Big Sky -- 5. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Big Sky -- 5 (the direct impact), as well as the estimated multiplier effects of Project Big Sky -- 5 on other businesses within Marana (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Big Sky -- 5 plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Big Sky -- 5 and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Big Sky -- 5

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Big Sky -- 5 (direct impact), its employees and other supported local businesses (supplier and consumer impact).

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**  
**Operation of Project Big Sky -- 5 on Marana**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	75	\$2,402,355	\$5,454,986	24,425	28	5	10	\$1,318,136	\$940,928
2020	75	\$2,402,355	\$5,454,986	24,425	28	5	10	\$661,620	\$109,556
2021	75	\$2,402,355	\$5,454,986	24,425	28	5	10	\$662,397	\$111,007
2022	75	\$2,402,355	\$5,454,986	24,425	28	5	10	\$662,690	\$111,553
2023	75	\$2,402,355	\$5,454,986	24,425	28	5	10	\$662,991	\$112,116
<b>Total:</b>		\$12,011,775	\$27,274,930					\$3,967,835	\$1,385,160

Prepared by Applied Economics for Sun Corridor Inc.

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**Sun Corridor Inc. Project Assessment System - Project Summary**

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**For the Years: 2019-2023**

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**Jobs and Payroll**

New direct jobs created	67
New direct payroll	\$2,118,397
Average payroll per employee	\$31,618

**Capital Investment**

Value of new construction	\$21,655,179
Value of building purchase	\$0
Value of new equipment purchases	\$850,000

**Economic Impact\***

Total value economic impact	\$27,274,930
Total new jobs supported	75
Total new payroll supported	\$12,011,775
Household spending supported	\$11,975,716

**Construction Impact**

Total value construction impact	\$25,927,440
Total new jobs supported	190
Total new payroll supported	\$6,466,859

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$3,061,639
Sales	\$738,072
State Shared Revenues	\$120,836
HURF's	\$47,287

**State Taxes**

Sales	\$1,129,667
Personal Income	\$255,493

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2023. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Big Sky -- 5; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Big Sky -- 5 and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Big Sky -- 5 project.
- Personal Income - the payroll directly generated by Project Big Sky -- 5. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Big Sky -- 5.
- Output - the estimated increase in value of production or demand directly generated by Project Big Sky -- 5, as well as at other local businesses as a result of Project Big Sky -- 5.

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Big Sky -- 5 in Marana**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	67	\$2,118,397	\$4,370,831
	2020	67	\$2,118,397	\$4,370,831
	2021	67	\$2,118,397	\$4,370,831
	2022	67	\$2,118,397	\$4,370,831
	2023	67	\$2,118,397	\$4,370,831
	<b>Total:</b>		\$10,591,985	\$21,854,156
<b>Supplier</b>				
	2019	5	\$171,455	\$540,310
	2020	5	\$171,455	\$540,310
	2021	5	\$171,455	\$540,310
	2022	5	\$171,455	\$540,310
	2023	5	\$171,455	\$540,310
	<b>Total:</b>		\$857,276	\$2,701,550
<b>Consumer</b>				
	2019	3	\$112,503	\$543,845
	2020	3	\$112,503	\$543,845
	2021	3	\$112,503	\$543,845
	2022	3	\$112,503	\$543,845
	2023	3	\$112,503	\$543,845
	<b>Total:</b>		\$562,514	\$2,719,225

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Big Sky -- 5 in Marana**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	75	\$2,402,355	\$5,454,986
	2020	75	\$2,402,355	\$5,454,986
	2021	75	\$2,402,355	\$5,454,986
	2022	75	\$2,402,355	\$5,454,986
	2023	75	\$2,402,355	\$5,454,986
	<b>Total:</b>		\$12,011,775	\$27,274,930

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Big Sky -- 5 in Marana**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	67	\$2,118,397	\$4,370,831
	2020	67	\$2,118,397	\$4,370,831
	2021	67	\$2,118,397	\$4,370,831
	2022	67	\$2,118,397	\$4,370,831
	2023	67	\$2,118,397	\$4,370,831
	<b>Total:</b>		\$10,591,985	\$21,854,156
<b>Supplier</b>				
	2019	9	\$339,845	\$1,139,902
	2020	9	\$339,845	\$1,139,902
	2021	9	\$339,845	\$1,139,902
	2022	9	\$339,845	\$1,139,902
	2023	9	\$339,845	\$1,139,902
	<b>Total:</b>		\$1,699,226	\$5,699,509
<b>Consumer</b>				
	2019	14	\$492,166	\$1,739,215
	2020	14	\$492,166	\$1,739,215
	2021	14	\$492,166	\$1,739,215
	2022	14	\$492,166	\$1,739,215
	2023	14	\$492,166	\$1,739,215
	<b>Total:</b>		\$2,460,831	\$8,696,074

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Big Sky -- 5 in Marana**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	90	\$2,950,408	\$7,249,948
	2020	90	\$2,950,408	\$7,249,948
	2021	90	\$2,950,408	\$7,249,948
	2022	90	\$2,950,408	\$7,249,948
	2023	90	\$2,950,408	\$7,249,948
	<b>Total:</b>		\$14,752,042	\$36,249,740

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## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Project Big Sky -- 5

Spending Type	Year:	2019	Amount	Spending Type	Year:	2020	Amount	Spending Type	Year:	2021	Amount
<b>Local Retail &amp; Services</b>			<b>\$680,221</b>	<b>Local Retail &amp; Services</b>			<b>\$680,221</b>	<b>Local Retail &amp; Services</b>			<b>\$680,221</b>
Groceries			\$198,797	Groceries			\$198,797	Groceries			\$198,797
Restaurants & Bars			\$126,943	Restaurants & Bars			\$126,943	Restaurants & Bars			\$126,943
Personal Services			\$19,161	Personal Services			\$19,161	Personal Services			\$19,161
Other Household Expenses			\$28,742	Other Household Expenses			\$28,742	Other Household Expenses			\$28,742
Housekeeping Supplies			\$31,137	Housekeeping Supplies			\$31,137	Housekeeping Supplies			\$31,137
Gas & Motor Oil			\$129,338	Gas & Motor Oil			\$129,338	Gas & Motor Oil			\$129,338
Vehicle Repairs			\$33,532	Vehicle Repairs			\$33,532	Vehicle Repairs			\$33,532
Drugs			\$23,951	Drugs			\$23,951	Drugs			\$23,951
Medical Supplies			\$4,790	Medical Supplies			\$4,790	Medical Supplies			\$4,790
Personal Care Products			\$28,742	Personal Care Products			\$28,742	Personal Care Products			\$28,742
Tobacco Products			\$14,371	Tobacco Products			\$14,371	Tobacco Products			\$14,371
Misc Services			\$40,717	Misc Services			\$40,717	Misc Services			\$40,717
<b>Regional Retail &amp; Services</b>			<b>\$522,141</b>	<b>Regional Retail &amp; Services</b>			<b>\$522,141</b>	<b>Regional Retail &amp; Services</b>			<b>\$522,141</b>
Home repairs & maintenance			\$55,088	Home repairs & maintenance			\$55,088	Home repairs & maintenance			\$55,088
Home furnishings & appliances			\$76,645	Home furnishings & appliances			\$76,645	Home furnishings & appliances			\$76,645
Apparel & shoes			\$86,225	Apparel & shoes			\$86,225	Apparel & shoes			\$86,225
New cars and trucks			\$62,274	New cars and trucks			\$62,274	New cars and trucks			\$62,274
Used cars and trucks			\$62,274	Used cars and trucks			\$62,274	Used cars and trucks			\$62,274
Other vehicles			\$7,185	Other vehicles			\$7,185	Other vehicles			\$7,185
Medical services			\$33,532	Medical services			\$33,532	Medical services			\$33,532
Entertainment fees & admission			\$50,298	Entertainment fees & admission			\$50,298	Entertainment fees & admission			\$50,298
Audio visual equipment			\$50,298	Audio visual equipment			\$50,298	Audio visual equipment			\$50,298
Pets, toys, hobbies			\$38,322	Pets, toys, hobbies			\$38,322	Pets, toys, hobbies			\$38,322
<b>Non-Site Based Expenditures</b>			<b>\$1,192,781</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,192,781</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,192,781</b>
Mortgage expenses			\$182,031	Mortgage expenses			\$182,031	Mortgage expenses			\$182,031
Property taxes			\$83,830	Property taxes			\$83,830	Property taxes			\$83,830
Housing rent			\$162,870	Housing rent			\$162,870	Housing rent			\$162,870
Utilities			\$174,845	Utilities			\$174,845	Utilities			\$174,845
Vehicle finance charges			\$14,371	Vehicle finance charges			\$14,371	Vehicle finance charges			\$14,371
Vehicle insurance			\$52,693	Vehicle insurance			\$52,693	Vehicle insurance			\$52,693
Vehicle licenses			\$21,556	Vehicle licenses			\$21,556	Vehicle licenses			\$21,556
Public transportation			\$23,951	Public transportation			\$23,951	Public transportation			\$23,951
Health insurance			\$79,040	Health insurance			\$79,040	Health insurance			\$79,040
Life insurance			\$14,371	Life insurance			\$14,371	Life insurance			\$14,371
Education			\$50,298	Education			\$50,298	Education			\$50,298
Cash contributions			\$81,435	Cash contributions			\$81,435	Cash contributions			\$81,435
Pensions			\$251,490	Pensions			\$251,490	Pensions			\$251,490
<b>TOTAL:</b>			<b>\$2,395,143</b>	<b>TOTAL:</b>			<b>\$2,395,143</b>	<b>TOTAL:</b>			<b>\$2,395,143</b>

# Total Household Spending Impact

## Project Big Sky -- 5

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount
<b>Local Retail &amp; Services</b>			<b>\$680,221</b>	<b>Local Retail &amp; Services</b>			<b>\$680,221</b>
Groceries			\$198,797	Groceries			\$198,797
Restaurants & Bars			\$126,943	Restaurants & Bars			\$126,943
Personal Services			\$19,161	Personal Services			\$19,161
Other Household Expenses			\$28,742	Other Household Expenses			\$28,742
Housekeeping Supplies			\$31,137	Housekeeping Supplies			\$31,137
Gas & Motor Oil			\$129,338	Gas & Motor Oil			\$129,338
Vehicle Repairs			\$33,532	Vehicle Repairs			\$33,532
Drugs			\$23,951	Drugs			\$23,951
Medical Supplies			\$4,790	Medical Supplies			\$4,790
Personal Care Products			\$28,742	Personal Care Products			\$28,742
Tobacco Products			\$14,371	Tobacco Products			\$14,371
Misc Services			\$40,717	Misc Services			\$40,717
<b>Regional Retail &amp; Services</b>			<b>\$522,141</b>	<b>Regional Retail &amp; Services</b>			<b>\$522,141</b>
Home repairs & maintenance			\$55,088	Home repairs & maintenance			\$55,088
Home furnishings & appliances			\$76,645	Home furnishings & appliances			\$76,645
Apparel & shoes			\$86,225	Apparel & shoes			\$86,225
New cars and trucks			\$62,274	New cars and trucks			\$62,274
Used cars and trucks			\$62,274	Used cars and trucks			\$62,274
Other vehicles			\$7,185	Other vehicles			\$7,185
Medical services			\$33,532	Medical services			\$33,532
Entertainment fees & admission			\$50,298	Entertainment fees & admission			\$50,298
Audio visual equipment			\$50,298	Audio visual equipment			\$50,298
Pets, toys, hobbies			\$38,322	Pets, toys, hobbies			\$38,322
<b>Non-Site Based Expenditures</b>			<b>\$1,192,781</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,192,781</b>
Mortgage expenses			\$182,031	Mortgage expenses			\$182,031
Property taxes			\$83,830	Property taxes			\$83,830
Housing rent			\$162,870	Housing rent			\$162,870
Utilities			\$174,845	Utilities			\$174,845
Vehicle finance charges			\$14,371	Vehicle finance charges			\$14,371
Vehicle insurance			\$52,693	Vehicle insurance			\$52,693
Vehicle licenses			\$21,556	Vehicle licenses			\$21,556
Public transportation			\$23,951	Public transportation			\$23,951
Health insurance			\$79,040	Health insurance			\$79,040
Life insurance			\$14,371	Life insurance			\$14,371
Education			\$50,298	Education			\$50,298
Cash contributions			\$81,435	Cash contributions			\$81,435
Pensions			\$251,490	Pensions			\$251,490
<b>TOTAL:</b>			<b>\$2,395,143</b>	<b>TOTAL:</b>			<b>\$2,395,143</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Big Sky -- 5 as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Big Sky -- 5

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

**Sun Corridor Inc. Regional Project Assessment System**  
**Demographic Impact by Type**  
**Operation of Project Big Sky -- 5 in Marana**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	67	25	3	1	9
	2020	67	25	3	1	9
	2021	67	25	3	1	9
	2022	67	25	3	1	9
	2023	67	25	3	1	9
<b>Supplier</b>	2019	5	2	0	0	1
	2020	5	2	0	0	1
	2021	5	2	0	0	1
	2022	5	2	0	0	1
	2023	5	2	0	0	1
<b>Consumer</b>	2019	3	1	0	0	0
	2020	3	1	0	0	0
	2021	3	1	0	0	0
	2022	3	1	0	0	0
	2023	3	1	0	0	0
<b>Total</b>	2019	75	28	3	1	10
	2020	75	28	3	1	10
	2021	75	28	3	1	10
	2022	75	28	3	1	10
	2023	75	28	3	1	10

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project Big Sky -- 5. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project Big Sky -- 5, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project Big Sky -- 5
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

**Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts**

**Operation of Project Big Sky -- 5 on Marana**

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Direct Impact</b>													
2019	\$0	\$0	\$589,765	na	na	\$416,976	\$0	\$75,725	na	na	\$848,125	na	\$1,930,591
2020	\$0	\$0	\$7,479	na	na	\$416,976	\$0	\$1,496	na	na	\$16,753	na	\$442,703
2021	\$0	\$0	\$8,127	na	na	\$416,976	\$0	\$1,625	na	na	\$18,204	na	\$444,931
2022	\$0	\$0	\$8,370	na	na	\$416,976	\$0	\$1,674	na	na	\$18,750	na	\$445,770
2023	\$0	\$0	\$8,621	na	na	\$416,976	\$0	\$1,724	na	na	\$19,312	na	\$446,634
<b>Total</b>	\$0	\$0	\$622,362	na	na	\$2,084,879	\$0	\$82,245	na	na	\$921,142	na	\$3,710,628
<b>Total Impact</b>													
2019	\$0	\$0	\$592,734	\$5,382	\$1,933	\$612,328	\$0	\$79,449	\$18,785	\$7,525	\$889,829	\$51,099	\$2,259,064
2020	\$0	\$0	\$10,448	\$5,382	\$1,933	\$612,328	\$0	\$5,219	\$18,785	\$7,525	\$58,457	\$51,099	\$771,176
2021	\$0	\$0	\$11,096	\$5,382	\$1,933	\$612,328	\$0	\$5,349	\$18,785	\$7,525	\$59,908	\$51,099	\$773,404
2022	\$0	\$0	\$11,340	\$5,382	\$1,933	\$612,328	\$0	\$5,398	\$18,785	\$7,525	\$60,455	\$51,099	\$774,243
2023	\$0	\$0	\$11,591	\$5,382	\$1,933	\$612,328	\$0	\$5,448	\$18,785	\$7,525	\$61,017	\$51,099	\$775,107
<b>Total</b>	\$0	\$0	\$637,209	\$26,909	\$9,665	\$3,061,639	\$0	\$100,863	\$93,927	\$37,623	\$1,129,667	\$255,493	\$5,352,995

Prepared by Applied Economics for Sun Corridor Inc.

## **Construction Impact by Type**

A company that builds a new facility will generate a construction impact. Although this impact is nonrecurring, it may be significant in the year(s) of the construction period and, therefore, should be considered in the overall impact of any project, especially at the local level.

The following Construction Impact report shows the amount of direct, supplier and consumer impacts resulting from local construction expenditures. These include Employment (on a person per year basis); calculations of Personal Income or payroll; and Economic Impact or Output, which is the estimated increase in the value of production. Please note that direct output, or that attributed solely to the Project Big Sky -- 5 project, is equivalent to construction costs.

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Big Sky -- 5 in Marana**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	164	\$5,455,129	\$21,655,179
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$5,455,129	\$21,655,179
<b>Supplier</b>				
	2019	12	\$533,750	\$1,957,126
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$533,750	\$1,957,126
<b>Consumer</b>				
	2019	14	\$477,979	\$2,315,134
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$477,979	\$2,315,134

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**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Big Sky -- 5 in Marana**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	190	\$6,466,859	\$25,927,440
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$6,466,859	\$25,927,440

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**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>March</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	320	2150
Number of Jobs in Targeted Industries	320	1765
Number of Qualified Prospects	4	66
Earned Media Reach	332,785	3,940,490

**2. High wage job development/sales and marketing AND; Capacity development/improve competitiveness**

**A. Lead two site selection executive missions**

1. November 2018 – SCI lead a trip to Columbus, Ohio with Tucson business and community leaders to learn about economic development best practices from airport executives at Rickenbacker International Airport. The principles learned are being incorporated into the TUS Blueprint Strategic Planning process.
2. January 2019 – SCI lead a trip to Georgia to meet with executives from a company considering metro Tucson for expansion. That trip has evolved into Project Ping for which a proposal is being developed.

**B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum**

1. Canada Mission – SCI staff is planning a sales trip to Montreal in June 2019.
2. Other FDI
  - a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.

- b. November 15, 2018 - Coordination of Sun Corridor Inc and ACA FDI strategy. Strategy session on 2019 and 2020 efforts.
- c. November 30, 2018 - Staff attended a webinar hosted by BCI Global and Conway Inc. on Foreign Direct Investment – How to Win High Tech Manufacturing projects and R&D Centers from European Companies.
- d. December 14, 2018 – SCI staff met with Seth Isenberg of Select USA, US Department of Commerce, on a variety of topics, including how USDC can help with client research, as well as the annual Select USA event in the summer.

C. Other Marketing and Sales Trips

- 1. December 3-5, 2018 – Area Development Site Consultant Forum held in Miami brings together site selectors to discuss trends, hot topics, and provide networking opportunities between site selectors and economic developers.
- 2. January 21-23, 2019 – SCI staff and regional partners visited Project Ping to ensure Tucson has the opportunity to compete as part of the upcoming RFP for the project.
- 3. February 25-26, 2019 – SCI staff participated in the SME Smart Mining Conference in Denver with more than 6,000 attendees representing the mining and metallurgy industry globally.
- 4. March 25-27, 2019 – SCI staff participated in the Site Selectors Guild Annual Conference in Salt Lake City, which brings together more than 50 of the top site selectors from around the world to discuss issues and trends in corporate site selection.
- 5. March 28-29, 2019 – Sun Corridor Inc staff visited two companies in Southern California who have expressed interest in relocating the complete operation out of CA into Southern Arizona.

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14
Celebrity	October 10
Buckshot	October 15
Honour	October 16
Soccer	October 18
Wilma	October 19
Pilot	November 1
Wilma	November 6
Soccer	November 19
Cactus	November 20
Leonardo	November 20
Ping	December 11
Hecker	December 19
Honour	January 9
Curtain	January 17
High-Tech	January 22
Helios	January 24
PILOT	February 5
Global	February 6
Ink	February 11
Summer	February 21
Holiday	February 26
Ubiquity	February 26
Bot	February 26
Micro	February 27
Earth	February 28
DILAS	March 4
Global	March 4
Wolf	March 6
Curtain	March 15
Lourdes	March 25
Maya	March 28
PR	March 29

<u>C. WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10
WIB – Board Meeting	October 12
WIB – Board Meeting	November 8
WIB – Annual Meeting	December 14
WIB – Planning Committee	December 20
WIB – Board Meeting	January 11
WIB – Board Meeting	February 8

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>
48	July
Celebrity	July
Brown <sup>1</sup>	September
Beet	November
Dispatch	January
Celebrity	January
Honour	February
Bot	March
Cactus	March

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

<u>A. Pima County Activity</u>	<u>Date</u>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Aug. 16
Economic Development Team (EDT) meeting	Aug. 16
Economic Development Team (EDT) meeting	Oct. 11
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Dec. 13
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 10
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 31
Economic Development Team (EDT) meeting	Jan. 31
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Feb. 28
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Mar. 28
Economic Development Team (EDT) meeting	Mar. 28

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<sup>1</sup> Certain information has been excluded from this report, per the client's request.

<p>B. <u>Pima Association of Government Activity</u></p> <p>PAG Economic Vitality Meeting</p> <p>PAG Economic Vitality Meeting</p>	<p><u>Date</u></p> <p>Aug. 29</p> <p>Nov. 27</p>
<p>C. <u>Other (See Exhibit 1 for brief description)</u></p> <p>Oro Valley Economic Development Department meeting</p> <p>City of Tucson Incentives Discussion meeting</p> <p>Metropolitan Education Commission “Key 2 Employment”</p> <p>Oro Valley Accelerator Client Visit</p> <p>Greater Tucson Leadership Economic Development Day</p> <p>Metropolitan Education Commission “Key 2 Employment”</p> <p>Smart Vehicle, Intelligent Transportation Meeting</p> <p>Southeast AZ Economic Development – Opportunity Zones</p> <p>Southern AZ Economic Development Quarterly Meeting</p> <p>ACA Business Attraction Team</p> <p>UA – Securing AZ’s Future as Silicon Valley of Mining</p> <p>Metropolitan Education Commission “Key 2 Employment”</p> <p>Arizona Correctional Industries</p> <p>SWIFT Summit</p> <p>Metropolitan Education Commission “Key 2 Employment”</p> <p>PCC Aviation Center of Excellence Event</p> <p>CCIM 2019 Southern Arizona Forecast</p> <p>State of the City of Tucson</p> <p>UA Tech Park Strategy Session</p> <p>Metropolitan Education Commission</p> <p>Southern AZ Economic Development Quarterly Meeting</p> <p>Metropolitan Education Commission “Key 2 Employment” Debrief</p>	<p><u>Date</u></p> <p>Aug. 10</p> <p>Sept. 4</p> <p>Sept. 19</p> <p>Oct. 29</p> <p>Nov. 8</p> <p>Nov. 20</p> <p>Nov. 26</p> <p>Nov. 27</p> <p>Dec. 13</p> <p>Dec. 18</p> <p>Jan. 10</p> <p>Jan. 14</p> <p>Jan. 18</p> <p>Jan. 23</p> <p>Feb. 07</p> <p>Feb. 15</p> <p>Feb. 19</p> <p>March 1</p> <p>March 4</p> <p>March 20</p> <p>March 21</p> <p>March 26</p>

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report                      Attachment A  
See Success Report                      Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report                      Attachment C

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

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

Attachments

Attachment A – Pipeline Report  
Attachment B – Success Report  
Attachment C – Pima County Property Report  
Attachment D – ACA Pipeline Report



Pima County Monthly Report FY 18 – 19  
Contract No. CT 18\*484  
July 1, 2018 – March 31, 2019

Attachment E – ACA Success Report  
Attachment F – ACA Closed/Lost Report

Exhibits

Exhibit 1 – Description of Regional Meetings  
[Exhibit 2 – Project Bot Economic Impact Study](#)  
[Exhibit 3 – Project Cactus Economic Impact Study](#)

## Attachment A - External Pipeline

March 2019

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18	Susan Dumon
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	BA	03-Jul-18	Daniela Gallagher
1819010	Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819015	Prospect	Aglet	Bioscience	R&D			Company	BA	07-Aug-18	Daniela Gallagher
1819018	Prospect	Hayes	Healthcare	Back Office - Call Center (Enterprise)	1000	\$ 42,640	Site Selector	BA	15-Aug-18	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819035	Prospect	Harp	Other	Back Office - Call Center (Enterprise)	150		Site Selector	BA	26-Oct-18	Susan Dumon
1819037	Prospect	Soccer	Other	Other			Company	BA	30-Oct-18	Susan Dumon
1819039	Prospect	Navigator	Transportation & Logistics	Back Office - Call Center (Enterprise)		\$ 30,000	Site Selector	BA	03-Dec-18	Daniela Gallagher
1819042	Prospect	After Night	Other	Back Office - Call Center (3rd Party)			Regional Partner	BE	11-Dec-18	Daniela Gallagher
1819044	Prospect	Global	Aerospace & Defense	Other	200	\$ 75,000	SCI Board Member	BE	19-Dec-18	Susan Dumon
1819045	Prospect	Holiday	Aerospace & Defense	Manufacturing	1500		Company	BA	02-Jan-19	Daniela Gallagher
1819046	Prospect	Helios	Bioscience	Advanced Business Services - HQ	50		Regional Partner	BA	11-Jan-19	Susan Dumon
1819047	Prospect	High Tech	Transportation & Logistics	Distribution Center	300		Local Broker	BA	11-Jan-19	Daniela Gallagher
1819049	Prospect	Ink	Consumer Products	Manufacturing	78	\$ 47,900	Company	BE	17-Jan-19	Susan Dumon
1819050	Prospect	Integrated	Renewable & Mining Technology	Advanced Business Services	50	\$ 65,000	ACA	BA	23-Jan-19	Susan Dumon
1819051	Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
1819052	Prospect	Guide	Consumer Products	Distribution Center	100	\$ 28,000	Local Broker	BA	24-Jan-19	Daniela Gallagher
1819054	Prospect	Maya	Consumer Products	Manufacturing	29	\$ 33,500	Local Broker	BA	31-Jan-19	Daniela Gallagher
1819055	Prospect	Einstein	Bioscience	R&D	15	\$ 70,000	Company	BA	04-Feb-19	Susan Dumon
1819058	Prospect	Trinity	Other	Manufacturing	200		ACA	BA	26-Feb-19	Daniela Gallagher
1819059	Prospect	Ubiquity	Financial Services/Insurance	Back Office - Call Center (3rd Party)	200	\$ 26,520	ACA	BA	26-Feb-19	Daniela Gallagher
<b>1819063</b>	<b>Prospect</b>	<b>Dilas</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>30</b>		<b>Regional Partner</b>	<b>BE</b>	<b>08-Mar-19</b>	<b>Daniela Gallagher</b>
<b>1819065</b>	<b>Prospect</b>	<b>Tower</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>	<b>24</b>	<b>\$ 88,530</b>	<b>ACA</b>	<b>BA</b>	<b>11-Mar-19</b>	<b>Susan Dumon</b>
1718010	Client	Em	Aerospace & Defense	Manufacturing	30		Company	BE	02-Aug-17	Daniela Gallagher
1718018	Client	Cross	Other	Advanced Business Services	25		Company	BA	05-Sep-17	Susan Dumon
1718036	Client	Chicago	Bioscience	Advanced Business Services	142		Site Selector	BE	28-Nov-17	Daniela Gallagher
1718039	Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	BA	20-Dec-17	Daniela Gallagher
1718041	Client	Buckshot	Consumer Products	Manufacturing	491	\$ 37,415	Local Broker	BA	02-Jan-18	Susan Dumon
1718090	Client	Ping	Aerospace & Defense	Manufacturing	600	\$ 85,000	SCI Board Member	BA	13-Jun-18	Daniela Gallagher
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819021	Client	Aloha	Financial Services/Insurance	Advanced Business Services			Regional Partner	BA	28-Aug-18	Daniela Gallagher
1819031	Client	Runway	Aerospace & Defense	Other			Site Selector	BA	27-Sep-18	Daniela Gallagher
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
1819040	Client	Allison	Consumer Products	Manufacturing	100		Regional Partner	BA	11-Dec-18	Daniela Gallagher
1819043	Client	Curtain	Other	Manufacturing			Regional Partner	BE	17-Dec-18	Susan Dumon
1819048	Client	Scenic	Aerospace & Defense	R&D	15		Regional Partner	BA	16-Jan-19	Susan Dumon
1819053	Client	Hog	Consumer Products	Manufacturing	60		Local Broker	BE	28-Jan-19	Daniela Gallagher
1819056	Client	Summer	Consumer Products	Manufacturing	20		ACA	BE	21-Feb-19	Daniela Gallagher
1819057	Client	Anil	Aerospace & Defense	Manufacturing	30		ACA	BE	21-Feb-19	Daniela Gallagher
1819062	Client	Earth	Other	Manufacturing	100	\$ 100,000	Regional Partner	BE	28-Feb-19	Daniela Gallagher

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

**Attachment A - External Pipeline  
March 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
<b>1819066</b>	<b>Client</b>	<b>Aero</b>	<b>Aerospace &amp; Defense</b>	<b>R&amp;D</b>			<b>Company</b>	<b>BE</b>	<b>14-Mar-19</b>	<b>Daniela Gallagher</b>
1718004	Short-List	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	BE	15-Jul-17	Susan Dumon
1819019	Short-List	PR	Other	Manufacturing	49	\$ 34,296	Regional Partner	BA	17-Aug-18	Daniela Gallagher
1819024	Short-List	Big Sky	Healthcare	Other	67	\$ 31,618	Company	BA	27-Aug-18	Susan Dumon
1819030	Short-List	Honour	Other	Advanced Business Services	350	\$ 60,430	Site Selector	BA	27-Sep-18	Daniela Gallagher
1819033	Short-List	Pilot	Aerospace & Defense	Other	74	\$ 40,716	Regional Partner	BA	10-Oct-18	Daniela Gallagher
1819060	Short-List	Micro	Healthcare	Other	37	\$ 61,750	Regional Partner	BE	26-Feb-19	Daniela Gallagher
<b>1819064</b>	<b>Short-List</b>	<b>Wolf</b>	<b>Other</b>	<b>Manufacturing</b>	<b>100</b>	<b>\$ 63,500</b>	<b>ACA</b>	<b>BE</b>	<b>08-Mar-19</b>	<b>Daniela Gallagher</b>

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

**Attachment B - External Success Report  
March 2019**

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 (Actual)	Owner Name
1718035	Treasure	Texas Instruments - Tucson	Other	R&D	Local Broker	Texas	125000	35	\$ 143,000	\$ 41,555,000	BE	15-Aug-18	Susan Dumon
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$ 56,821	\$ 2,176,900	BA	27-Aug-18	Susan Dumon
1819023	Brown	TuSimple - Tucson	Transportation & Logistics	Industrial - Other	Company	Arizona		500	\$ 76,200	CONFIDENTIAL	BE	12-Sep-18	Susan Dumon
1718065	Beet	Imperfect Produce	Consumer Products	Back Office - Call Center (Enterprise)	Site Selector	California	19,000 - 46,000 expanded	350	\$ 31,513	\$ 700,000	BA	05-Nov-18	Daniela Gallagher
1718060	Dispatch	Modular Mining Systems	Renewable & Mining Technology	Advanced Business Services - HQ	ACA	Arizona	0	32	\$ 81,000	\$ 6,400,000	BE	07-Jan-19	Susan Dumon
1718063	Celebrity	Northwest Medical Center	Healthcare	Other	SCI Board Member	Tennessee	183000	595	\$ 68,875	\$ 94,325,000	BE	07-Jan-19	Susan Dumon
1819016	Cactus	Amazon	Transportation & Logistics	Distribution Center	Company	Washington	49000	300	\$ 31,200	\$ 10,000,000	BE	01-Mar-19	Daniela Gallagher
1819061	Bot	Symbioticware	Renewable & Mining Technology	Advanced Business Services - HQ	Company	International Canada	3000	20	\$ 80,000	\$ 500,000	BA	29-Mar-19	Susan Dumon
<b>TOTAL:</b>								<b>2150</b>	<b>\$ 58,947</b>	<b>\$ 155,656,900</b>			

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

**Attachment C - Pima County Property Report  
March 2019**

SCI Number	Current Pipeline	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Pima County Properties	Attraction/Expansion	Date Added to Pipeline	Owner Name
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	Aerospace Research Campus;Other	BA	19-Sep-18	Daniela Gallagher
1819037	Prospect	Soccer	Other	Other			Company	Kino Sports Complex	BA	30-Oct-18	Susan Dumon
1718004	Short-List	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	75 E Broadway Rd	BE	15-Jul-17	Susan Dumon
1819030	Short-List	Honour	Other	Advanced Business Services	350	\$ 60,430	Site Selector	97 E Congress St	BA	27-Sep-18	Daniela Gallagher

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

**Attachment D - ACA Pipeline Report  
March 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18	Susan Dumon
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	BA	3-Jul-18	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	BA	12-Jul-18	Susan Dumon
1819010	Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	BA	24-Sep-18	Susan Dumon
1819050	Prospect	Integrated	Renewable & Mining Technology	Advanced Business Services	50	\$ 65,000	ACA	BA	23-Jan-19	Susan Dumon
1819051	Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
1819058	Prospect	Trinity	Other	Manufacturing	200		ACA	BA	26-Feb-19	Daniela Gallagher
1819059	Prospect	Ubiquity	Financial Services/Insurance	Back Office - Call Center (3rd Party)	200	\$ 26,520	ACA	BA	26-Feb-19	Daniela Gallagher
<b>1819065</b>	<b>Prospect</b>	<b>Tower</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>	<b>24</b>	<b>\$ 88,530</b>	<b>ACA</b>	<b>BA</b>	<b>11-Mar-19</b>	<b>Susan Dumon</b>
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	BE	12-Jul-18	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
1819056	Client	Summer	Consumer Products	Manufacturing	20		ACA	BE	21-Feb-19	Daniela Gallagher
1819057	Client	Anil	Aerospace & Defense	Manufacturing	30		ACA	BE	21-Feb-19	Daniela Gallagher
<b>1819064</b>	<b>Short-List</b>	<b>Wolf</b>	<b>Other</b>	<b>Manufacturing</b>	<b>100</b>	<b>\$ 63,500</b>	<b>ACA</b>	<b>BE</b>	<b>8-Mar-19</b>	<b>Daniela Gallagher</b>

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

**Attachment E - ACA Success Report  
March 2019**

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
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$ 56,821	\$ 2,176,900	BA	24-Aug-18	Susan Dumon
1718060	Dispatch	Renewable & Mining Technology	Advanced Business Services -	ACA	Arizona	0	32	\$ 81,000	\$ 6,400,000	BE	8-Jan-19	Susan Dumon
<b>Total</b>							<b>350</b>	<b>\$ 59,032</b>	<b>\$ 8,576,900</b>			

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

**Attachment F - ACA Closed.Lost Report  
March 2019**

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
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50000	50	\$ 62,000	\$ 5,000,000	Project Canceled	BA	20-Aug-18	Susan Dumon
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300000	150	\$ 53,000	\$ 30,000,000	Client Unresponsive	BA	20-Aug-18	Susan Dumon
1718048	Sonne	Renewable & Mining Technology	Manufacturing	ACA	Arizona					Project Canceled	BE	19-Sep-18	Daniela Gallagher
1718069	NOCO	Automotive	Manufacturing	ACA	Unknown	150000	180	\$ 61,432	\$ 10,600,000	Client Unresponsive	BA	02-Oct-18	Susan Dumon
1718050	Neiman	Aerospace & Defense	Manufacturing	ACA	Unknown		200			Unknown	BA	06-Dec-18	Daniela Gallagher
1819014	Green	Consumer Products	Manufacturing	ACA	Colorado	175000	700	\$ 29,320	\$ 24,000,000	Other - See Other Info for Details	BA	10-Dec-18	Susan Dumon
1819003	Prime	Bioscience	R&D	ACA	International - Europe					Client Unresponsive	BA	01-Feb-19	Daniela Gallagher
1718075	Bridge	Other	Manufacturing	ACA	Unknown	400000	500	\$ 35,000	\$ 50,000,000	Insufficient Real Estate	BA	11-Feb-19	Daniela Gallagher
1819038	Drink	Consumer Products	Manufacturing	ACA	California	40000	45			Client Unresponsive	BA	11-Feb-19	Daniela Gallagher
1819017	Telford	Renewable & Mining Technology	Manufacturing	ACA	International - Europe	130000	800	\$ 53,674	\$ 76,924,000	Insufficient Real Estate	BA	14-Feb-19	Daniela Gallagher
1718085	Health	Healthcare	Other	ACA	Arizona	32500	50	\$ 55,000	\$ 15,000,000	Client Unresponsive	BE	28-Feb-19	Susan Dumon
1718079	Inspirit	Unknown	Industrial - Other	ACA	Unknown				\$ 100,000,000	Client Unresponsive	BA	28-Feb-19	Susan Dumon
1718064	Polly	Aerospace & Defense	Manufacturing	ACA	Arizona	20000	35	\$ 60,000		Other - See Other Info for Details	BE	28-Feb-19	Susan Dumon
1718023	Rigid	Consumer Products	Manufacturing	ACA	Ohio	100000	450	\$ 43,011	\$ 40,700,000	Client Unresponsive	BA	28-Feb-19	Susan Dumon
<b>1819027</b>	<b>AECH</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Unknown</b>	<b>70000</b>	<b>30</b>	<b>\$ 30,000</b>	<b>\$ 55,000,000</b>	<b>Unknown</b>	<b>BA</b>	<b>20-Mar-19</b>	<b>Daniela Gallagher</b>
1819008	Destination	Software	Advanced Business Services - HQ	ACA	Arizona	41000	150	\$ 45,000	\$ 400,000	Client Unresponsive	BE	29-Mar-19	Susan Dumon
1819028	Wilma	Consumer Products	Manufacturing	ACA	Minnesota	225,000 - 275,000	60	\$ 58,000	\$ 100,000,000	Other - See Other Info for Details	BA	29-Mar-19	Susan Dumon
1819009	Woodford	Bioscience	Advanced Business Services - HQ	ACA	Kentucky	10000	65	\$ 121,077	\$ 7,500,000	Insufficient Infrastructure	BA	29-Mar-19	Susan Dumon

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

## **Exhibit 1 – Description of Regional Meetings**

### **Oro Valley Economic Development Department Meeting**

Daniela Gallagher and Susan Dumon met with JJ Johnston, Economic Development Director for Oro Valley to discuss economic development efforts in Oro Valley, as part of the director's effort to interview key stakeholders. Staff explained Sun Corridor Inc.'s process for working with prospects and how we can best work together.

### **City of Tucson Incentives Discussion**

David Welsh and Susan Dumon met with Tucson City Manager, Mike Ortega, and Mike Czechowski, Economic Development Manager, to discuss the Primary Jobs Incentive Program application and approval process, as several large projects are on the horizon that may meet program criteria.

### **Metropolitan Education Commission “Key 2 Employment”**

Daniela Gallagher was appointed to the Metropolitan Education Commission and will be serving her first term. Primary function of the Commission is to advocate, communicate and collaborate for the common purpose of enhancing the educational welfare of the citizens of the City of Tucson and Pima County.

### **Oro Valley Accelerator Client Visit**

Daniela Gallagher met with members of the Oro Valley Accelerator initiative and a potential client for the facility. The meeting was attended by Paul August, City Manager Mary Jacobs, and Oro Valley Economic Development Director JJ Johnson.

### **Greater Tucson Leadership Economic Development Day**

Greater Tucson Leadership (GTL) is a non-profit, non-partisan leadership organization dedicated to providing leadership education, community development and civic engagement for the overall care of and commitment to Tucson. Sun Corridor Inc. annually participates in “Economic Development Day”. Susan Dumon provided an overview of Sun Corridor Inc. and an economic development 101 training to the class of participants.

### **Smart Vehicle, Intelligent Transportation Meeting**

A collaboration of community partners led by Tech Parks Arizona to discuss issues related to smart vehicles/transportation. Additionally, this group is planning an event to bring the industry and community together. Susan Dumon recently joined the group.

### **Southeast AZ Economic Development – Opportunity Zones**

Southeast AZ Economic Development group represents economic developers from throughout Cochise, Graham and Greenlee Counties. The group routinely meets to

work together on regional issues impacting their respective communities. Susan Dumon was asked to present information on Opportunity Zones, along with the ACA and SpencerFane, a law office from Phoenix.

#### **ACA Business Attraction Team**

Daniela Gallagher met with the Business Attraction team of the Arizona Commerce Authority. The new team members have learned about assets in Southern Arizona that differentiate the community to the rest of the state.

#### **UA – Securing AZ’s Future as Silicon Valley of Mining**

Susan Dumon attended the summit at the University of Arizona hosted by the Lowell Institute of Mineral Resources. Leaders from the mining industry throughout the state gathered to discuss challenges and opportunities in the industry, as well as Southern Arizona’s capability of being a world leading innovator in the industry.

#### **Arizona Correctional Industries (ACI)**

Susan Dumon and Daniela Gallagher met with ACI, a unique, self-funded, 30-year-old business within the Arizona Department of Corrections, which provides “jobs” for 2,000 inmates any given day. Working in safe, positive work and learning environments, inmates gain skills that will help them secure employment upon their release — many in highly skilled trades. ACI is seeking to create stronger partnerships in Southern Arizona and asked for support is sharing information about their services.

#### **SWIFT (Smart Vehicles, Intelligent Freight and Transportation) Summit**

Susan Dumon attended the daylong summit to learn about and discuss how to grow Southern Arizona into a regional innovation hub for SWIFT technology. The Summit brought together government, industry, and academia to provide industry updates, technology demonstrations, panel discussions

#### **PCC Aviation Center of Excellence Event**

In support of the Pima Community College Center of Excellence Aviation Program, Sun Corridor Inc attended the Governor’s budget proposal for the expansion of the aviation program through a \$20 million budget allocation. The expansion of this program is essential for supplying and training the workforce needed for the continued business expansion and attraction efforts in aviation, aerospace and defense.

#### **CCIM’s 2019 Southern Arizona Annual Forecast**

CCIM (Certified Commercial Investment Member) Institute is the leading commercial real estate’s professional organization providing real-world education since 1967. CCIM held its annual commercial real estate forecast event in February. Daniela Gallagher attended this event. This event was a real estate update and outlook for industrial, office and multi housing.



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**UA Tech Park Strategy Session**

SCI staff met with the leadership team at the UA Tech Park, including new Associate VP, Carol Stewart to discuss strategies for continued partnership and successes.

## **General Description for Project Bot**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Bot. This report includes:

- Start Year - the year the project is expected to begin
- Region - the geographic area used to define the impact area.
- Industry Type - the industry classification that most closely describes Project Bot

Because the economic multipliers used in analyzing Project Bot are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Bot are listed for each year through the end of the specified analysis period. This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

## Sun Corridor Inc. Regional Project Assessment System - Project Description

### Project Bot in Tucson

**Project Name:** 
**Start Year:** 
**Last Update:** 4/1/2019  
**Region:** 
**Industry Type:**   
**Percent Living In City:**  %
**Lease Back:**

### Annual Project Data

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	20	\$200,000	\$0	\$300,000	<input type="text"/>	<input type="text"/>	\$0
	\$1,600,000	\$0	\$45,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		3,000		<input type="text"/>	<input type="text"/>	
2	20	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$1,600,000	\$0	\$45,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		3,000		<input type="text"/>	<input type="text"/>	
3	20	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$1,600,000	\$0	\$45,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		3,000		<input type="text"/>	<input type="text"/>	
4	20	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$1,600,000	\$0	\$45,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		3,000		<input type="text"/>	<input type="text"/>	
5	20	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$1,600,000	\$0	\$45,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		3,000		<input type="text"/>	<input type="text"/>	

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Bot**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Bot. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Bot (the direct impact), as well as the estimated multiplier effects of Project Bot on other businesses within Tucson (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Bot plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Bot and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Bot

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Bot (direct impact), its employees and other supported local businesses (supplier and consumer impact).

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**  
**Operation of Project Bot on Tucson**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	31	\$1,979,909	\$3,506,241	11,662	42	7	16	\$108,918	\$113,882
2020	31	\$1,979,909	\$3,506,241	11,662	42	7	16	\$95,588	\$89,802
2021	31	\$1,979,909	\$3,506,241	11,662	42	7	16	\$95,588	\$89,802
2022	31	\$1,979,909	\$3,506,241	11,662	42	7	16	\$95,588	\$89,802
2023	31	\$1,979,909	\$3,506,241	11,662	42	7	16	\$95,588	\$89,802
<b>Total:</b>		\$9,899,546	\$17,531,205					\$491,268	\$473,089

Prepared by Applied Economics for Sun Corridor Inc.

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**Sun Corridor Inc. Project Assessment System - Project Summary**

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**For the Years: 2019-2023**

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**Jobs and Payroll**

New direct jobs created	20
New direct payroll	\$1,600,000
Average payroll per employee	\$80,000

**Capital Investment**

Value of new construction	\$200,000
Value of building purchase	\$0
Value of new equipment purchases	\$300,000

**Economic Impact\***

Total value economic impact	\$17,531,205
Total new jobs supported	31
Total new payroll supported	\$9,899,546
Household spending supported	\$7,838,542

**Construction Impact**

Total value construction impact	\$279,800
Total new jobs supported	2
Total new payroll supported	\$72,644

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$293,110
Sales	\$83,655
State Shared Revenues	\$81,353
HURF's	\$33,149

**State Taxes**

Sales	\$195,936
Personal Income	\$277,153

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2023. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Bot; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Bot and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Bot project.
- Personal Income - the payroll directly generated by Project Bot. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Bot.
- Output - the estimated increase in value of production or demand directly generated by Project Bot, as well as at other local businesses as a result of Project Bot.

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Bot in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	20	\$1,600,000	\$2,170,369
	2020	20	\$1,600,000	\$2,170,369
	2021	20	\$1,600,000	\$2,170,369
	2022	20	\$1,600,000	\$2,170,369
	2023	20	\$1,600,000	\$2,170,369
	<b>Total:</b>		\$8,000,000	\$10,851,843
<b>Supplier</b>				
	2019	2	\$70,133	\$236,849
	2020	2	\$70,133	\$236,849
	2021	2	\$70,133	\$236,849
	2022	2	\$70,133	\$236,849
	2023	2	\$70,133	\$236,849
	<b>Total:</b>		\$350,664	\$1,184,245
<b>Consumer</b>				
	2019	9	\$309,777	\$1,099,024
	2020	9	\$309,777	\$1,099,024
	2021	9	\$309,777	\$1,099,024
	2022	9	\$309,777	\$1,099,024
	2023	9	\$309,777	\$1,099,024
	<b>Total:</b>		\$1,548,883	\$5,495,118

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Bot in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	31	\$1,979,909	\$3,506,241
	2020	31	\$1,979,909	\$3,506,241
	2021	31	\$1,979,909	\$3,506,241
	2022	31	\$1,979,909	\$3,506,241
	2023	31	\$1,979,909	\$3,506,241
	<b>Total:</b>		\$9,899,546	\$17,531,205

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Bot in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	20	\$1,600,000	\$2,170,369
	2020	20	\$1,600,000	\$2,170,369
	2021	20	\$1,600,000	\$2,170,369
	2022	20	\$1,600,000	\$2,170,369
	2023	20	\$1,600,000	\$2,170,369
	<b>Total:</b>		\$8,000,000	\$10,851,843
<b>Supplier</b>				
	2019	2	\$83,767	\$268,566
	2020	2	\$83,767	\$268,566
	2021	2	\$83,767	\$268,566
	2022	2	\$83,767	\$268,566
	2023	2	\$83,767	\$268,566
	<b>Total:</b>		\$418,833	\$1,342,832
<b>Consumer</b>				
	2019	9	\$311,240	\$1,099,429
	2020	9	\$311,240	\$1,099,429
	2021	9	\$311,240	\$1,099,429
	2022	9	\$311,240	\$1,099,429
	2023	9	\$311,240	\$1,099,429
	<b>Total:</b>		\$1,556,202	\$5,497,146

**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Bot in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	31	\$1,995,007	\$3,538,364
	2020	31	\$1,995,007	\$3,538,364
	2021	31	\$1,995,007	\$3,538,364
	2022	31	\$1,995,007	\$3,538,364
	2023	31	\$1,995,007	\$3,538,364
	<b>Total:</b>		\$9,975,035	\$17,691,821

## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Project Bot

Spending Type	Year: 2019	Amount	Spending Type	Year: 2020	Amount	Spending Type	Year: 2021	Amount
<b>Local Retail &amp; Services</b>		<b>\$445,229</b>	<b>Local Retail &amp; Services</b>		<b>\$445,229</b>	<b>Local Retail &amp; Services</b>		<b>\$445,229</b>
Groceries		\$130,120	Groceries		\$130,120	Groceries		\$130,120
Restaurants & Bars		\$83,089	Restaurants & Bars		\$83,089	Restaurants & Bars		\$83,089
Personal Services		\$12,542	Personal Services		\$12,542	Personal Services		\$12,542
Other Household Expenses		\$18,812	Other Household Expenses		\$18,812	Other Household Expenses		\$18,812
Housekeeping Supplies		\$20,380	Housekeeping Supplies		\$20,380	Housekeeping Supplies		\$20,380
Gas & Motor Oil		\$84,656	Gas & Motor Oil		\$84,656	Gas & Motor Oil		\$84,656
Vehicle Repairs		\$21,948	Vehicle Repairs		\$21,948	Vehicle Repairs		\$21,948
Drugs		\$15,677	Drugs		\$15,677	Drugs		\$15,677
Medical Supplies		\$3,135	Medical Supplies		\$3,135	Medical Supplies		\$3,135
Personal Care Products		\$18,812	Personal Care Products		\$18,812	Personal Care Products		\$18,812
Tobacco Products		\$9,406	Tobacco Products		\$9,406	Tobacco Products		\$9,406
Misc Services		\$26,651	Misc Services		\$26,651	Misc Services		\$26,651
<b>Regional Retail &amp; Services</b>		<b>\$341,760</b>	<b>Regional Retail &amp; Services</b>		<b>\$341,760</b>	<b>Regional Retail &amp; Services</b>		<b>\$341,760</b>
Home repairs & maintenance		\$36,057	Home repairs & maintenance		\$36,057	Home repairs & maintenance		\$36,057
Home furnishings & appliances		\$50,167	Home furnishings & appliances		\$50,167	Home furnishings & appliances		\$50,167
Apparel & shoes		\$56,437	Apparel & shoes		\$56,437	Apparel & shoes		\$56,437
New cars and trucks		\$40,760	New cars and trucks		\$40,760	New cars and trucks		\$40,760
Used cars and trucks		\$40,760	Used cars and trucks		\$40,760	Used cars and trucks		\$40,760
Other vehicles		\$4,703	Other vehicles		\$4,703	Other vehicles		\$4,703
Medical services		\$21,948	Medical services		\$21,948	Medical services		\$21,948
Entertainment fees & admission		\$32,922	Entertainment fees & admission		\$32,922	Entertainment fees & admission		\$32,922
Audio visual equipment		\$32,922	Audio visual equipment		\$32,922	Audio visual equipment		\$32,922
Pets, toys, hobbies		\$25,083	Pets, toys, hobbies		\$25,083	Pets, toys, hobbies		\$25,083
<b>Non-Site Based Expenditures</b>		<b>\$780,719</b>	<b>Non-Site Based Expenditures</b>		<b>\$780,719</b>	<b>Non-Site Based Expenditures</b>		<b>\$780,719</b>
Mortgage expenses		\$119,146	Mortgage expenses		\$119,146	Mortgage expenses		\$119,146
Property taxes		\$54,870	Property taxes		\$54,870	Property taxes		\$54,870
Housing rent		\$106,604	Housing rent		\$106,604	Housing rent		\$106,604
Utilities		\$114,443	Utilities		\$114,443	Utilities		\$114,443
Vehicle finance charges		\$9,406	Vehicle finance charges		\$9,406	Vehicle finance charges		\$9,406
Vehicle insurance		\$34,490	Vehicle insurance		\$34,490	Vehicle insurance		\$34,490
Vehicle licenses		\$14,109	Vehicle licenses		\$14,109	Vehicle licenses		\$14,109
Public transportation		\$15,677	Public transportation		\$15,677	Public transportation		\$15,677
Health insurance		\$51,734	Health insurance		\$51,734	Health insurance		\$51,734
Life insurance		\$9,406	Life insurance		\$9,406	Life insurance		\$9,406
Education		\$32,922	Education		\$32,922	Education		\$32,922
Cash contributions		\$53,302	Cash contributions		\$53,302	Cash contributions		\$53,302
Pensions		\$164,609	Pensions		\$164,609	Pensions		\$164,609
<b>TOTAL:</b>		<b>\$1,567,708</b>	<b>TOTAL:</b>		<b>\$1,567,708</b>	<b>TOTAL:</b>		<b>\$1,567,708</b>

# Total Household Spending Impact

## Project Bot

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount
<b>Local Retail &amp; Services</b>			<b>\$445,229</b>	<b>Local Retail &amp; Services</b>			<b>\$445,229</b>
Groceries			\$130,120	Groceries			\$130,120
Restaurants & Bars			\$83,089	Restaurants & Bars			\$83,089
Personal Services			\$12,542	Personal Services			\$12,542
Other Household Expenses			\$18,812	Other Household Expenses			\$18,812
Housekeeping Supplies			\$20,380	Housekeeping Supplies			\$20,380
Gas & Motor Oil			\$84,656	Gas & Motor Oil			\$84,656
Vehicle Repairs			\$21,948	Vehicle Repairs			\$21,948
Drugs			\$15,677	Drugs			\$15,677
Medical Supplies			\$3,135	Medical Supplies			\$3,135
Personal Care Products			\$18,812	Personal Care Products			\$18,812
Tobacco Products			\$9,406	Tobacco Products			\$9,406
Misc Services			\$26,651	Misc Services			\$26,651
<b>Regional Retail &amp; Services</b>			<b>\$341,760</b>	<b>Regional Retail &amp; Services</b>			<b>\$341,760</b>
Home repairs & maintenance			\$36,057	Home repairs & maintenance			\$36,057
Home furnishings & appliances			\$50,167	Home furnishings & appliances			\$50,167
Apparel & shoes			\$56,437	Apparel & shoes			\$56,437
New cars and trucks			\$40,760	New cars and trucks			\$40,760
Used cars and trucks			\$40,760	Used cars and trucks			\$40,760
Other vehicles			\$4,703	Other vehicles			\$4,703
Medical services			\$21,948	Medical services			\$21,948
Entertainment fees & admission			\$32,922	Entertainment fees & admission			\$32,922
Audio visual equipment			\$32,922	Audio visual equipment			\$32,922
Pets, toys, hobbies			\$25,083	Pets, toys, hobbies			\$25,083
<b>Non-Site Based Expenditures</b>			<b>\$780,719</b>	<b>Non-Site Based Expenditures</b>			<b>\$780,719</b>
Mortgage expenses			\$119,146	Mortgage expenses			\$119,146
Property taxes			\$54,870	Property taxes			\$54,870
Housing rent			\$106,604	Housing rent			\$106,604
Utilities			\$114,443	Utilities			\$114,443
Vehicle finance charges			\$9,406	Vehicle finance charges			\$9,406
Vehicle insurance			\$34,490	Vehicle insurance			\$34,490
Vehicle licenses			\$14,109	Vehicle licenses			\$14,109
Public transportation			\$15,677	Public transportation			\$15,677
Health insurance			\$51,734	Health insurance			\$51,734
Life insurance			\$9,406	Life insurance			\$9,406
Education			\$32,922	Education			\$32,922
Cash contributions			\$53,302	Cash contributions			\$53,302
Pensions			\$164,609	Pensions			\$164,609
<b>TOTAL:</b>			<b>\$1,567,708</b>	<b>TOTAL:</b>			<b>\$1,567,708</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Bot as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Bot

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

**Sun Corridor Inc. Regional Project Assessment System**  
**Demographic Impact by Type**  
**Operation of Project Bot in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	20	27	3	1	11
	2020	20	27	3	1	11
	2021	20	27	3	1	11
	2022	20	27	3	1	11
	2023	20	27	3	1	11
<b>Supplier</b>	2019	2	3	0	0	1
	2020	2	3	0	0	1
	2021	2	3	0	0	1
	2022	2	3	0	0	1
	2023	2	3	0	0	1
<b>Consumer</b>	2019	9	12	1	1	5
	2020	9	12	1	1	5
	2021	9	12	1	1	5
	2022	9	12	1	1	5
	2023	9	12	1	1	5
<b>Total</b>	2019	31	42	5	2	16
	2020	31	42	5	2	16
	2021	31	42	5	2	16
	2022	31	42	5	2	16
	2023	31	42	5	2	16

## **Real Estate Impact**

This particular impact is a different way to measure the economic influence that Project Bot might have on a community. As the following Real Estate Impact report shows, the impact is estimated by looking at the number of jobs supported directly and indirectly in the various industries influenced by Project Bot and translating that number into square footage by land use for eight different land use categories.

Keep in mind that this is simply an order-of-magnitude estimate. This square footage could be new, or it might be available vacant space, depending on current market conditions.

The Real Estate Impact report also shows the Total Housing Units that might be occupied by families of employees of Project Bot, as well as employees at supported supplier and consumer businesses. Again, these homes may be new or existing in the study area.

**Sun Corridor Inc. Regional Project Assessment System - Real Estate Impact**  
**Operation of Project Bot on Tucson**

Year	Non-Residential Square Footage by Type									Total Non-Res. Square Feet	Total Housing Units
	Hotel	Retail	Office	Industrial	Hospital	Utilities	Government	Schools	Other		
2019	543	3,483	5,774	570	67	4	134	282	805	11,662	16
2020	543	3,483	5,774	570	67	4	134	282	805	11,662	16
2021	543	3,483	5,774	570	67	4	134	282	805	11,662	16
2022	543	3,483	5,774	570	67	4	134	282	805	11,662	16
2023	543	3,483	5,774	570	67	4	134	282	805	11,662	16

Prepared by Applied Economics for Sun Corridor Inc.

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project Bot. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project Bot, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project Bot
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

**Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts**

**Operation of Project Bot on Tucson**

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Direct Impact</b>													
2019	\$1,214	\$0	\$12,350	na	na	\$11,610	\$0	\$2,375	na	na	\$24,080	na	\$51,629
2020	\$1,214	\$0	\$1,170	na	na	\$11,610	\$0	\$225	na	na	\$0	na	\$14,219
2021	\$1,214	\$0	\$1,170	na	na	\$11,610	\$0	\$225	na	na	\$0	na	\$14,219
2022	\$1,214	\$0	\$1,170	na	na	\$11,610	\$0	\$225	na	na	\$0	na	\$14,219
2023	\$1,214	\$0	\$1,170	na	na	\$11,610	\$0	\$225	na	na	\$0	na	\$14,219
<b>Total</b>	\$6,068	\$0	\$17,030	na	na	\$58,052	\$0	\$3,275	na	na	\$24,080	na	\$108,505
<b>Total Impact</b>													
2019	\$4,205	\$0	\$21,951	\$8,778	\$3,629	\$54,417	\$0	\$5,444	\$7,493	\$3,001	\$58,451	\$55,431	\$222,799
2020	\$4,205	\$0	\$10,771	\$8,778	\$3,629	\$54,417	\$0	\$3,294	\$7,493	\$3,001	\$34,371	\$55,431	\$185,389
2021	\$4,205	\$0	\$10,771	\$8,778	\$3,629	\$54,417	\$0	\$3,294	\$7,493	\$3,001	\$34,371	\$55,431	\$185,389
2022	\$4,205	\$0	\$10,771	\$8,778	\$3,629	\$54,417	\$0	\$3,294	\$7,493	\$3,001	\$34,371	\$55,431	\$185,389
2023	\$4,205	\$0	\$10,771	\$8,778	\$3,629	\$54,417	\$0	\$3,294	\$7,493	\$3,001	\$34,371	\$55,431	\$185,389
<b>Total</b>	\$21,026	\$0	\$65,036	\$43,889	\$18,143	\$272,084	\$0	\$18,619	\$37,464	\$15,006	\$195,936	\$277,153	\$964,357

Prepared by Applied Economics for Sun Corridor Inc.

## **Construction Impact by Type**

A company that builds a new facility will generate a construction impact. Although this impact is nonrecurring, it may be significant in the year(s) of the construction period and, therefore, should be considered in the overall impact of any project, especially at the local level.

The following Construction Impact report shows the amount of direct, supplier and consumer impacts resulting from local construction expenditures. These include Employment (on a person per year basis); calculations of Personal Income or payroll; and Economic Impact or Output, which is the estimated increase in the value of production. Please note that direct output, or that attributed solely to the Project Bot project, is equivalent to construction costs.

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Bot in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	2	\$50,382	\$200,000
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$50,382	\$200,000
<b>Supplier</b>				
	2019	0	\$7,486	\$27,330
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$7,486	\$27,330
<b>Consumer</b>				
	2019	0	\$14,776	\$52,470
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$14,776	\$52,470

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**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Bot in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	2	\$72,644	\$279,800
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$72,644	\$279,800

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## **General Description for Project Cactus**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Cactus. This report includes:

- Start Year - the year the project is expected to begin
- Region - the geographic area used to define the impact area.
- Industry Type - the industry classification that most closely describes Project Cactus

Because the economic multipliers used in analyzing Project Cactus are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Cactus are listed for each year through the end of the specified analysis period. This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

## Sun Corridor Inc. Regional Project Assessment System - Project Description

### Project Cactus in Tucson

<b>Project Name:</b> <input style="width: 95%;" type="text" value="Project Cactus"/>	<b>Start Year:</b> <input style="width: 80%;" type="text" value="2019"/>	<b>Last Update:</b> 4/3/2019
<b>Region:</b> <input style="width: 95%;" type="text" value="Tucson"/>	<b>Industry Type:</b> <input style="width: 95%;" type="text" value="Warehousing and storage"/>	
<b>Percent Living In City:</b> <input style="width: 80%;" type="text" value="60.2"/> %		<b>Lease Back:</b> <input type="checkbox"/>

### Annual Project Data

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	300	\$5,000,000	\$0	\$5,000,000	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	\$0
	\$9,360,000	\$0	\$0	\$0	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	
	\$0		49,000		<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	
2	300	\$0	\$0	\$0	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	\$0
	\$9,360,000	\$0	\$0	\$0	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	
	\$0		49,000		<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	
3	300	\$0	\$0	\$0	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	\$0
	\$9,360,000	\$0	\$0	\$0	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	
	\$0		49,000		<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	
4	300	\$0	\$0	\$0	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	\$0
	\$9,360,000	\$0	\$0	\$0	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	
	\$0		49,000		<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	
5	300	\$0	\$0	\$0	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	\$0
	\$9,360,000	\$0	\$0	\$0	<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	
	\$0		49,000		<input style="width: 50px; height: 20px;" type="text"/>	<input style="width: 50px; height: 20px;" type="text"/>	

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Cactus**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Cactus. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Cactus (the direct impact), as well as the estimated multiplier effects of Project Cactus on other businesses within Tucson (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Cactus plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Cactus and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Cactus

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Cactus (direct impact), its employees and other supported local businesses (supplier and consumer impact).

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**  
**Operation of Project Cactus on Tucson**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	419	\$13,307,332	\$36,239,922	195,841	571	91	225	\$1,389,317	\$975,208
2020	419	\$13,307,332	\$36,239,922	195,841	571	91	225	\$1,147,941	\$513,208
2021	419	\$13,307,332	\$36,239,922	195,841	571	91	225	\$1,158,228	\$513,208
2022	419	\$13,307,332	\$36,239,922	195,841	571	91	225	\$1,164,993	\$513,208
2023	419	\$13,307,332	\$36,239,922	195,841	571	91	225	\$1,166,402	\$513,208
<b>Total:</b>		\$66,536,660	\$181,199,609					\$6,026,881	\$3,028,038

Prepared by Applied Economics for Sun Corridor Inc.

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**Sun Corridor Inc. Project Assessment System - Project Summary**

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**For the Years: 2019-2023**

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**Jobs and Payroll**

New direct jobs created	300
New direct payroll	\$9,360,000
Average payroll per employee	\$31,200

**Capital Investment**

Value of new construction	\$5,000,000
Value of building purchase	\$0
Value of new equipment purchases	\$5,000,000

**Economic Impact\***

Total value economic impact	\$181,199,609
Total new jobs supported	419
Total new payroll supported	\$66,536,660
Household spending supported	\$67,202,026

**Construction Impact**

Total value construction impact	\$6,994,995
Total new jobs supported	54
Total new payroll supported	\$1,816,093

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$3,769,562
Sales	\$681,540
State Shared Revenues	\$1,119,579
HURF's	\$456,200

**State Taxes**

Sales	\$1,617,076
Personal Income	\$1,410,962

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2023. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Cactus; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Cactus and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Cactus project.
- Personal Income - the payroll directly generated by Project Cactus. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Cactus.
- Output - the estimated increase in value of production or demand directly generated by Project Cactus, as well as at other local businesses as a result of Project Cactus.

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Cactus in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	300	\$9,360,000	\$21,407,692
	2020	300	\$9,360,000	\$21,407,692
	2021	300	\$9,360,000	\$21,407,692
	2022	300	\$9,360,000	\$21,407,692
	2023	300	\$9,360,000	\$21,407,692
	<b>Total:</b>		\$46,800,000	\$107,038,459
<b>Supplier</b>				
	2019	56	\$1,768,122	\$7,099,056
	2020	56	\$1,768,122	\$7,099,056
	2021	56	\$1,768,122	\$7,099,056
	2022	56	\$1,768,122	\$7,099,056
	2023	56	\$1,768,122	\$7,099,056
	<b>Total:</b>		\$8,840,608	\$35,495,278
<b>Consumer</b>				
	2019	63	\$2,179,210	\$7,733,175
	2020	63	\$2,179,210	\$7,733,175
	2021	63	\$2,179,210	\$7,733,175
	2022	63	\$2,179,210	\$7,733,175
	2023	63	\$2,179,210	\$7,733,175
	<b>Total:</b>		\$10,896,051	\$38,665,873

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Cactus in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	419	\$13,307,332	\$36,239,922
	2020	419	\$13,307,332	\$36,239,922
	2021	419	\$13,307,332	\$36,239,922
	2022	419	\$13,307,332	\$36,239,922
	2023	419	\$13,307,332	\$36,239,922
	<b>Total:</b>		\$66,536,660	\$181,199,609

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Cactus in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>	
<b>Direct</b>	2019	300	\$9,360,000	\$21,407,692	
	2020	300	\$9,360,000	\$21,407,692	
	2021	300	\$9,360,000	\$21,407,692	
	2022	300	\$9,360,000	\$21,407,692	
	2023	300	\$9,360,000	\$21,407,692	
	<b>Total:</b>			\$46,800,000	\$107,038,459
	<b>Supplier</b>	2019	57	\$1,819,198	\$7,312,637
2020		57	\$1,819,198	\$7,312,637	
2021		57	\$1,819,198	\$7,312,637	
2022		57	\$1,819,198	\$7,312,637	
2023		57	\$1,819,198	\$7,312,637	
<b>Total:</b>				\$9,095,992	\$36,563,187
<b>Consumer</b>		2019	64	\$2,244,103	\$7,930,300
	2020	64	\$2,244,103	\$7,930,300	
	2021	64	\$2,244,103	\$7,930,300	
	2022	64	\$2,244,103	\$7,930,300	
	2023	64	\$2,244,103	\$7,930,300	
	<b>Total:</b>			\$11,220,517	\$39,651,500

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Cactus in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	421	\$13,423,302	\$36,650,629
	2020	421	\$13,423,302	\$36,650,629
	2021	421	\$13,423,302	\$36,650,629
	2022	421	\$13,423,302	\$36,650,629
	2023	421	\$13,423,302	\$36,650,629
	<b>Total:</b>		\$67,116,510	\$183,253,145

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## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Project Cactus

Spending Type	Year: 2019	Amount	Spending Type	Year: 2020	Amount	Spending Type	Year: 2021	Amount
<b>Local Retail &amp; Services</b>		<b>\$3,817,075</b>	<b>Local Retail &amp; Services</b>		<b>\$3,817,075</b>	<b>Local Retail &amp; Services</b>		<b>\$3,817,075</b>
Groceries		\$1,115,554	Groceries		\$1,115,554	Groceries		\$1,115,554
Restaurants & Bars		\$712,341	Restaurants & Bars		\$712,341	Restaurants & Bars		\$712,341
Personal Services		\$107,523	Personal Services		\$107,523	Personal Services		\$107,523
Other Household Expenses		\$161,285	Other Household Expenses		\$161,285	Other Household Expenses		\$161,285
Housekeeping Supplies		\$174,725	Housekeeping Supplies		\$174,725	Housekeeping Supplies		\$174,725
Gas & Motor Oil		\$725,782	Gas & Motor Oil		\$725,782	Gas & Motor Oil		\$725,782
Vehicle Repairs		\$188,166	Vehicle Repairs		\$188,166	Vehicle Repairs		\$188,166
Drugs		\$134,404	Drugs		\$134,404	Drugs		\$134,404
Medical Supplies		\$26,881	Medical Supplies		\$26,881	Medical Supplies		\$26,881
Personal Care Products		\$161,285	Personal Care Products		\$161,285	Personal Care Products		\$161,285
Tobacco Products		\$80,642	Tobacco Products		\$80,642	Tobacco Products		\$80,642
Misc Services		\$228,487	Misc Services		\$228,487	Misc Services		\$228,487
<b>Regional Retail &amp; Services</b>		<b>\$2,930,008</b>	<b>Regional Retail &amp; Services</b>		<b>\$2,930,008</b>	<b>Regional Retail &amp; Services</b>		<b>\$2,930,008</b>
Home repairs & maintenance		\$309,129	Home repairs & maintenance		\$309,129	Home repairs & maintenance		\$309,129
Home furnishings & appliances		\$430,093	Home furnishings & appliances		\$430,093	Home furnishings & appliances		\$430,093
Apparel & shoes		\$483,855	Apparel & shoes		\$483,855	Apparel & shoes		\$483,855
New cars and trucks		\$349,451	New cars and trucks		\$349,451	New cars and trucks		\$349,451
Used cars and trucks		\$349,451	Used cars and trucks		\$349,451	Used cars and trucks		\$349,451
Other vehicles		\$40,321	Other vehicles		\$40,321	Other vehicles		\$40,321
Medical services		\$188,166	Medical services		\$188,166	Medical services		\$188,166
Entertainment fees & admission		\$282,249	Entertainment fees & admission		\$282,249	Entertainment fees & admission		\$282,249
Audio visual equipment		\$282,249	Audio visual equipment		\$282,249	Audio visual equipment		\$282,249
Pets, toys, hobbies		\$215,046	Pets, toys, hobbies		\$215,046	Pets, toys, hobbies		\$215,046
<b>Non-Site Based Expenditures</b>		<b>\$6,693,322</b>	<b>Non-Site Based Expenditures</b>		<b>\$6,693,322</b>	<b>Non-Site Based Expenditures</b>		<b>\$6,693,322</b>
Mortgage expenses		\$1,021,471	Mortgage expenses		\$1,021,471	Mortgage expenses		\$1,021,471
Property taxes		\$470,414	Property taxes		\$470,414	Property taxes		\$470,414
Housing rent		\$913,948	Housing rent		\$913,948	Housing rent		\$913,948
Utilities		\$981,150	Utilities		\$981,150	Utilities		\$981,150
Vehicle finance charges		\$80,642	Vehicle finance charges		\$80,642	Vehicle finance charges		\$80,642
Vehicle insurance		\$295,689	Vehicle insurance		\$295,689	Vehicle insurance		\$295,689
Vehicle licenses		\$120,964	Vehicle licenses		\$120,964	Vehicle licenses		\$120,964
Public transportation		\$134,404	Public transportation		\$134,404	Public transportation		\$134,404
Health insurance		\$443,533	Health insurance		\$443,533	Health insurance		\$443,533
Life insurance		\$80,642	Life insurance		\$80,642	Life insurance		\$80,642
Education		\$282,249	Education		\$282,249	Education		\$282,249
Cash contributions		\$456,974	Cash contributions		\$456,974	Cash contributions		\$456,974
Pensions		\$1,411,243	Pensions		\$1,411,243	Pensions		\$1,411,243
<b>TOTAL:</b>		<b>\$13,440,405</b>	<b>TOTAL:</b>		<b>\$13,440,405</b>	<b>TOTAL:</b>		<b>\$13,440,405</b>

# Total Household Spending Impact

## Project Cactus

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount
<b>Local Retail &amp; Services</b>			<b>\$3,817,075</b>	<b>Local Retail &amp; Services</b>			<b>\$3,817,075</b>
Groceries			\$1,115,554	Groceries			\$1,115,554
Restaurants & Bars			\$712,341	Restaurants & Bars			\$712,341
Personal Services			\$107,523	Personal Services			\$107,523
Other Household Expenses			\$161,285	Other Household Expenses			\$161,285
Housekeeping Supplies			\$174,725	Housekeeping Supplies			\$174,725
Gas & Motor Oil			\$725,782	Gas & Motor Oil			\$725,782
Vehicle Repairs			\$188,166	Vehicle Repairs			\$188,166
Drugs			\$134,404	Drugs			\$134,404
Medical Supplies			\$26,881	Medical Supplies			\$26,881
Personal Care Products			\$161,285	Personal Care Products			\$161,285
Tobacco Products			\$80,642	Tobacco Products			\$80,642
Misc Services			\$228,487	Misc Services			\$228,487
<b>Regional Retail &amp; Services</b>			<b>\$2,930,008</b>	<b>Regional Retail &amp; Services</b>			<b>\$2,930,008</b>
Home repairs & maintenance			\$309,129	Home repairs & maintenance			\$309,129
Home furnishings & appliances			\$430,093	Home furnishings & appliances			\$430,093
Apparel & shoes			\$483,855	Apparel & shoes			\$483,855
New cars and trucks			\$349,451	New cars and trucks			\$349,451
Used cars and trucks			\$349,451	Used cars and trucks			\$349,451
Other vehicles			\$40,321	Other vehicles			\$40,321
Medical services			\$188,166	Medical services			\$188,166
Entertainment fees & admission			\$282,249	Entertainment fees & admission			\$282,249
Audio visual equipment			\$282,249	Audio visual equipment			\$282,249
Pets, toys, hobbies			\$215,046	Pets, toys, hobbies			\$215,046
<b>Non-Site Based Expenditures</b>			<b>\$6,693,322</b>	<b>Non-Site Based Expenditures</b>			<b>\$6,693,322</b>
Mortgage expenses			\$1,021,471	Mortgage expenses			\$1,021,471
Property taxes			\$470,414	Property taxes			\$470,414
Housing rent			\$913,948	Housing rent			\$913,948
Utilities			\$981,150	Utilities			\$981,150
Vehicle finance charges			\$80,642	Vehicle finance charges			\$80,642
Vehicle insurance			\$295,689	Vehicle insurance			\$295,689
Vehicle licenses			\$120,964	Vehicle licenses			\$120,964
Public transportation			\$134,404	Public transportation			\$134,404
Health insurance			\$443,533	Health insurance			\$443,533
Life insurance			\$80,642	Life insurance			\$80,642
Education			\$282,249	Education			\$282,249
Cash contributions			\$456,974	Cash contributions			\$456,974
Pensions			\$1,411,243	Pensions			\$1,411,243
<b>TOTAL:</b>			<b>\$13,440,405</b>	<b>TOTAL:</b>			<b>\$13,440,405</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Cactus as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Cactus

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

**Sun Corridor Inc. Regional Project Assessment System**  
**Demographic Impact by Type**  
**Operation of Project Cactus in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	300	409	44	20	161
	2020	300	409	44	20	161
	2021	300	409	44	20	161
	2022	300	409	44	20	161
	2023	300	409	44	20	161
<b>Supplier</b>	2019	56	76	8	4	30
	2020	56	76	8	4	30
	2021	56	76	8	4	30
	2022	56	76	8	4	30
	2023	56	76	8	4	30
<b>Consumer</b>	2019	63	86	9	4	34
	2020	63	86	9	4	34
	2021	63	86	9	4	34
	2022	63	86	9	4	34
	2023	63	86	9	4	34
<b>Total</b>	2019	419	571	62	29	225
	2020	419	571	62	29	225
	2021	419	571	62	29	225
	2022	419	571	62	29	225
	2023	419	571	62	29	225

## **Real Estate Impact**

This particular impact is a different way to measure the economic influence that Project Cactus might have on a community. As the following Real Estate Impact report shows, the impact is estimated by looking at the number of jobs supported directly and indirectly in the various industries influenced by Project Cactus and translating that number into square footage by land use for eight different land use categories.

Keep in mind that this is simply an order-of-magnitude estimate. This square footage could be new, or it might be available vacant space, depending on current market conditions.

The Real Estate Impact report also shows the Total Housing Units that might be occupied by families of employees of Project Cactus, as well as employees at supported supplier and consumer businesses. Again, these homes may be new or existing in the study area.

**Sun Corridor Inc. Regional Project Assessment System - Real Estate Impact**  
**Operation of Project Cactus on Tucson**

<b>Year</b>	<b>Non-Residential Square Footage by Type</b>									<b>Total Non-Res. Square Feet</b>	<b>Total Housing Units</b>
	<b>Hotel</b>	<b>Retail</b>	<b>Office</b>	<b>Industrial</b>	<b>Hospital</b>	<b>Utilities</b>	<b>Government</b>	<b>Schools</b>	<b>Other</b>		
2019	4,081	28,190	24,775	132,683	717	74	1,724	2,710	887	195,841	225
2020	4,081	28,190	24,775	132,683	717	74	1,724	2,710	887	195,841	225
2021	4,081	28,190	24,775	132,683	717	74	1,724	2,710	887	195,841	225
2022	4,081	28,190	24,775	132,683	717	74	1,724	2,710	887	195,841	225
2023	4,081	28,190	24,775	132,683	717	74	1,724	2,710	887	195,841	225

Prepared by Applied Economics for Sun Corridor Inc.

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project Cactus. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project Cactus, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project Cactus
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

## Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts

### Operation of Project Cactus on Tucson

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Direct Impact</b>													
2019	\$9,336	\$2,622	\$214,500	na	na	\$89,310	\$25,080	\$41,250	na	na	\$462,000	na	\$844,098
2020	\$9,336	\$3,982	\$0	na	na	\$89,310	\$38,094	\$0	na	na	\$0	na	\$140,722
2021	\$9,336	\$4,956	\$0	na	na	\$89,310	\$47,408	\$0	na	na	\$0	na	\$151,009
2022	\$9,336	\$5,596	\$0	na	na	\$89,310	\$53,532	\$0	na	na	\$0	na	\$157,774
2023	\$9,336	\$5,729	\$0	na	na	\$89,310	\$54,808	\$0	na	na	\$0	na	\$159,183
<b>Total</b>	\$46,680	\$22,885	\$214,500	na	na	\$446,550	\$218,921	\$41,250	na	na	\$462,000	na	\$1,452,786
<b>Total Impact</b>													
2019	\$48,293	\$2,622	\$279,032	\$120,800	\$49,937	\$657,258	\$25,080	\$61,876	\$103,116	\$41,303	\$693,015	\$282,192	\$2,364,525
2020	\$48,293	\$3,982	\$64,532	\$120,800	\$49,937	\$657,258	\$38,094	\$20,626	\$103,116	\$41,303	\$231,015	\$282,192	\$1,661,149
2021	\$48,293	\$4,956	\$64,532	\$120,800	\$49,937	\$657,258	\$47,408	\$20,626	\$103,116	\$41,303	\$231,015	\$282,192	\$1,671,436
2022	\$48,293	\$5,596	\$64,532	\$120,800	\$49,937	\$657,258	\$53,532	\$20,626	\$103,116	\$41,303	\$231,015	\$282,192	\$1,678,200
2023	\$48,293	\$5,729	\$64,532	\$120,800	\$49,937	\$657,258	\$54,808	\$20,626	\$103,116	\$41,303	\$231,015	\$282,192	\$1,679,610
<b>Total</b>	\$241,466	\$22,885	\$537,158	\$604,000	\$249,684	\$3,286,291	\$218,921	\$144,382	\$515,579	\$206,516	\$1,617,076	\$1,410,962	\$9,054,919

Prepared by Applied Economics for Sun Corridor Inc.

## **Construction Impact by Type**

A company that builds a new facility will generate a construction impact. Although this impact is nonrecurring, it may be significant in the year(s) of the construction period and, therefore, should be considered in the overall impact of any project, especially at the local level.

The following Construction Impact report shows the amount of direct, supplier and consumer impacts resulting from local construction expenditures. These include Employment (on a person per year basis); calculations of Personal Income or payroll; and Economic Impact or Output, which is the estimated increase in the value of production. Please note that direct output, or that attributed solely to the Project Cactus project, is equivalent to construction costs.

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Cactus in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	38	\$1,259,544	\$5,000,000
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$1,259,544	\$5,000,000
<b>Supplier</b>				
	2019	5	\$187,160	\$683,256
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$187,160	\$683,256
<b>Consumer</b>				
	2019	11	\$369,389	\$1,311,739
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$369,389	\$1,311,739

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**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Cactus in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	54	\$1,816,093	\$6,994,995
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$1,816,093	\$6,994,995

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**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>February</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	0	1,830
Number of Jobs in Targeted Industries	0	1,445
Number of Qualified Prospects	8	62
Earned Media Reach	506,780	3,607,705

**2. High wage job development/sales and marketing AND; Capacity development/improve competitiveness**

A. Lead two site selection executive missions

1. Mission 1 – No update
2. Mission 2 – No update

B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum

1. Canada Mission – SCl staff decided to focus efforts in Montreal rather than Ottawa (as previously reported) and will be planning a trip in Q1 2019.
2. Other FDI
  - a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.
  - b. November 15, 2018 - Coordination of Sun Corridor Inc and ACA FDI strategy. Strategy session on 2019 and 2020 efforts.
  - c. November 30, 2018 - Staff attended a webinar hosted by BCI Global and Conway Inc. on Foreign Direct Investment – How to Win High Tech Manufacturing projects and R&D Centers from European Companies.

- d. December 14, 2018 – SCI staff met with Seth Isenberg of Select USA, US Department of Commerce, on a variety of topics, including how USDC can help with client research, as well as the annual Select USA event in the summer.

C. Other Marketing and Sales Trips

- 1. December 3-5, 2018 – Area Development Site Consultant Forum held in Miami brings together site selectors to discuss trends, hot topics, and provide networking opportunities between site selectors and economic developers.
- 2. January 21-23, 2019 – SCI staff and regional partners visited Project Ping to ensure Tucson has the opportunity to compete as part of the upcoming RFP for the project.
- 3. February 25-26, 2019 – SCI staff participated in the SME Smart Mining Conference in Denver with more than 6,000 attendees representing the mining and metallurgy industry globally.

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14
Celebrity	October 10
Buckshot	October 15
Honour	October 16
Soccer	October 18
Wilma	October 19
Pilot	November 1

Wilma	November 6
Soccer	November 19
Cactus	November 20
Leonardo	November 20
Ping	December 11
Hecker	December 19
Honour	January 9
Curtain	January 17
High-Tech	January 22
Helios	January 24
PILOT	February 5
Global	February 6
Ink	February 11
Summer	February 21
Holiday	February 26
Ubiquity	February 26
Bot	February 26
Micro	February 27
Earth	February 28

C. <u>WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10
WIB – Board Meeting	October 12
WIB – Board Meeting	November 8
WIB – Annual Meeting	December 14
WIB – Planning Committee	December 20
WIB – Board Meeting	January 11
WIB – Board Meeting	February 8

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>
48	July
Celebrity	July
Brown <sup>1</sup>	September
Beet	November
Dispatch	January
Celebrity	January
Honour	February

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<sup>1</sup> Certain information has been excluded from this report, per the client's request.

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

<u>A. Pima County Activity</u>	<u>Date</u>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Aug. 16
Economic Development Team (EDT) meeting	Aug. 16
Economic Development Team (EDT) meeting	Oct. 11
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Dec. 13
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 10
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 31
Economic Development Team (EDT) meeting	Jan. 31
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Feb. 28
<u>B. Pima Association of Government Activity</u>	<u>Date</u>
PAG Economic Vitality Meeting	Aug. 29
PAG Economic Vitality Meeting	Nov. 27
<u>C. Other (See Exhibit 1 for brief description)</u>	<u>Date</u>
Oro Valley Economic Development Department meeting	Aug. 10
City of Tucson Incentives Discussion meeting	Sept. 4
Metropolitan Education Commission “Key 2 Employment”	Sept. 19
Oro Valley Accelerator Client Visit	Oct. 29
Greater Tucson Leadership Economic Development Day	Nov. 8
Metropolitan Education Commission “Key 2 Employment”	Nov. 20
Smart Vehicle, Intelligent Transportation Meeting	Nov. 26
Southeast AZ Economic Development – Opportunity Zones	Nov. 27
Southern AZ Economic Development Quarterly Meeting	Dec. 13
ACA Business Attraction Team	Dec. 18
UA – Securing AZ’s Future as Silicon Valley of Mining	Jan. 10
Metropolitan Education Commission “Key 2 Employment”	Jan. 14
Arizona Correctional Industries	Jan. 18
SWIFT Summit	Jan. 23
Metropolitan Education Commission “Key 2 Employment”	Feb. 07
PCC Aviation Center of Excellence Event	Feb. 15
CCIM	Feb. 19

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report  
See Success Report

Attachment A  
Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report

Attachment C

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

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

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

Exhibits

- Exhibit 1 – Description of Regional Meetings
- Exhibit 2 – Project Honour Economic Impact Study

**Attachment A - External Pipeline  
February 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18	Susan Dumon
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	BA	03-Jul-18	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	BA	12-Jul-18	Susan Dumon
1819010	Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819015	Prospect	Aglet	Bioscience	R&D			Company	BA	07-Aug-18	Daniela Gallagher
1819018	Prospect	Hayes	Healthcare	Back Office - Call Center (Enterprise)	1000	\$ 42,640	Site Selector	BA	15-Aug-18	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	BA	27-Sep-18	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	BA	24-Sep-18	Susan Dumon
1819029	Prospect	Lucky	Consumer Products	Advanced Business Services			Company	BE	25-Sep-18	Daniela Gallagher
1819034	Prospect	Seahawk	Unknown	Manufacturing			Site Selector	BA	12-Oct-18	Susan Dumon
1819035	Prospect	Harp	Other	Back Office - Call Center (Enterprise)	150		Site Selector	BA	26-Oct-18	Susan Dumon
1819037	Prospect	Soccer	Other	Other			Company	BA	30-Oct-18	Susan Dumon
1819039	Prospect	Navigator	Transportation & Logistics	Back Office - Call Center (Enterprise)		\$ 30,000	Site Selector	BA	03-Dec-18	Daniela Gallagher
1819042	Prospect	After Night	Other	Back Office - Call Center (3rd Party)			Regional Partner	BE	11-Dec-18	Daniela Gallagher
1819043	Prospect	Curtain	Other	Manufacturing			Regional Partner	BE	17-Dec-18	Susan Dumon
1819044	Prospect	Global	Aerospace & Defense	Other	200	\$ 75,000	SCI Board Member	BE	19-Dec-18	Susan Dumon
1819045	Prospect	Holiday	Aerospace & Defense	Manufacturing	1500		Company	BA	02-Jan-19	Daniela Gallagher
1819046	Prospect	Helios	Bioscience	Advanced Business Services - HQ	50		Regional Partner	BA	11-Jan-19	Susan Dumon
1819047	Prospect	High Tech	Transportation & Logistics	Distribution Center	300		Local Broker	BA	11-Jan-19	Daniela Gallagher
1819048	Prospect	Scenic	Aerospace & Defense	R&D	15		Regional Partner	BA	16-Jan-19	Susan Dumon
1819049	Prospect	Ink	Consumer Products	Manufacturing	78	\$ 47,900	Company	BE	17-Jan-19	Susan Dumon
1819050	Prospect	Integrated	Renewable & Mining Technology	Advanced Business Services	50	\$ 65,000	ACA	BA	23-Jan-19	Susan Dumon
1819051	Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
1819052	Prospect	Guide	Consumer Products	Distribution Center	100	\$ 28,000	Local Broker	BA	24-Jan-19	Daniela Gallagher
1819054	Prospect	Maya	Consumer Products	Manufacturing	29	\$ 33,500	Local Broker	BA	31-Jan-19	Daniela Gallagher
<b>1819055</b>	<b>Prospect</b>	<b>Einstein</b>	<b>Bioscience</b>	<b>R&amp;D</b>	<b>15</b>	<b>\$ 70,000</b>	<b>Company</b>	<b>BA</b>	<b>04-Feb-19</b>	<b>Susan Dumon</b>
<b>1819058</b>	<b>Prospect</b>	<b>Trinity</b>	<b>Other</b>	<b>Manufacturing</b>	<b>200</b>		<b>ACA</b>	<b>BA</b>	<b>26-Feb-19</b>	<b>Daniela Gallagher</b>
<b>1819059</b>	<b>Prospect</b>	<b>Ubiquity</b>	<b>Financial Services/Insurance</b>	<b>Back Office - Call Center (3rd Party)</b>	<b>200</b>	<b>\$ 26,520</b>	<b>ACA</b>	<b>BA</b>	<b>26-Feb-19</b>	<b>Daniela Gallagher</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	BA	29-Apr-16	Daniela Gallagher
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	BE	15-Jul-17	Susan Dumon
1718010	Client	Em	Aerospace & Defense	Manufacturing	30		Company	BE	02-Aug-17	Daniela Gallagher
1718018	Client	Cross	Other	Advanced Business Services	25		Company	BA	05-Sep-17	Susan Dumon
1718036	Client	Chicago	Bioscience	Advanced Business Services	142		Site Selector	BE	28-Nov-17	Daniela Gallagher
1718039	Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	BA	20-Dec-17	Daniela Gallagher
1718041	Client	Buckshot	Consumer Products	Manufacturing	491	\$ 37,415	Local Broker	BA	02-Jan-18	Susan Dumon

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

**Attachment A - External Pipeline  
February 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718090	Client	Ping	Aerospace & Defense	Manufacturing	600	\$ 85,000	SCI Board Member	BA	13-Jun-18	Daniela Gallagher
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	BE	12-Jul-18	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819021	Client	Aloha	Financial Services/Insurance	Advanced Business Services			Regional Partner	BA	28-Aug-18	Daniela Gallagher
1819031	Client	Runway	Aerospace & Defense	Other			Site Selector	BA	27-Sep-18	Daniela Gallagher
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
1819040	Client	Allison	Consumer Products	Manufacturing	100		Regional Partner	BA	11-Dec-18	Daniela Gallagher
1819053	Client	Hog	Consumer Products	Manufacturing	60		Local Broker	BE	28-Jan-19	Daniela Gallagher
<b>1819056</b>	<b>Client</b>	<b>Summer</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>20</b>		<b>ACA</b>	<b>BE</b>	<b>21-Feb-19</b>	<b>Daniela Gallagher</b>
<b>1819057</b>	<b>Client</b>	<b>Anil</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>30</b>		<b>ACA</b>	<b>BE</b>	<b>21-Feb-19</b>	<b>Daniela Gallagher</b>
<b>1819062</b>	<b>Client</b>	<b>Earth</b>	<b>Other</b>	<b>Manufacturing</b>	<b>100</b>	<b>\$ 100,000</b>	<b>Regional Partner</b>	<b>BE</b>	<b>28-Feb-19</b>	<b>Daniela Gallagher</b>
1819019	Short-List	PR	Other	Manufacturing	49	\$ 34,296	Regional Partner	BA	17-Aug-18	Daniela Gallagher
1819024	Short-List	Big Sky	Healthcare	Other	63	\$ 30,733	Company	BA	27-Aug-18	Susan Dumon
1819030	Short-List	Honour	Other	Advanced Business Services	350	\$ 60,430	Site Selector	BA	27-Sep-18	Daniela Gallagher
1819033	Short-List	Pilot	Aerospace & Defense	Other	74	\$ 40,716	Regional Partner	BA	10-Oct-18	Daniela Gallagher
<b>1819060</b>	<b>Short-List</b>	<b>Micro</b>	<b>Healthcare</b>	<b>Other</b>	<b>37</b>	<b>\$ 61,750</b>	<b>Regional Partner</b>	<b>BE</b>	<b>26-Feb-19</b>	<b>Daniela Gallagher</b>
<b>1819061</b>	<b>Short-List</b>	<b>Bot</b>	<b>Renewable &amp; Mining Technology</b>	<b>Advanced Business Services - HQ</b>	<b>20</b>	<b>\$ 60,000</b>	<b>Company</b>	<b>BA</b>	<b>27-Feb-19</b>	<b>Susan Dumon</b>

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

**Attachment B - External Success Report  
February 2019**

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 (Actual)	Owner Name
1718035	Treasure	Texas Instruments - Tucson	Other	R&D	Local Broker	Texas	125,000	35	\$ 143,000	\$ 41,555,000	BE	15-Aug-18	Susan Dumon
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$ 56,821	\$ 2,176,900	BA	27-Aug-18	Susan Dumon
1819023	Brown	TuSimple - Tucson	Transportation & Logistics	Industrial - Other	Company	Arizona		500	\$ 76,200	CONFIDENTIAL	BE	12-Sep-18	Susan Dumon
1718065	Beet	Imperfect Produce	Consumer Products	Back Office - Call Center (Enterprise)	Site Selector	California	19,000 - 46,000 expanded	350	\$ 31,513	\$ 700,000	BA	5-Nov-18	Daniela Gallagher
1718060	Dispatch	Modular Mining Systems	Renewable & Mining Technology	Advanced Business Services - HQ	ACA	Arizona	0	32	\$ 81,000	\$ 6,400,000	BE	7-Jan-19	Susan Dumon
1718063	Celebrity	Northwest Medical Center	Healthcare	Other	SCI Board Member	Tennessee	183,000	595	\$ 68,875	\$ 94,325,000	BE	7-Jan-19	Susan Dumon
<b>TOTAL</b>								<b>1,830</b>	<b>\$ 63,266</b>	<b>\$ 145,156,900</b>			

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

**Attachment C - Pima County Property Report  
February 2019**

SCI Number	Current Pipeline	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Pima County Properties	Attraction/Expansion	Date Added to Pipeline	Owner Name
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	Aerospace Research Campus;Other	BA	19-Sep-18	Daniela Gallagher
1819037	Prospect	Soccer	Other	Other			Company	Kino Sports Complex	BA	30-Oct-18	Susan Dumon
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	75 E Broadway Rd	BE	15-Jul-17	Susan Dumon
1819030	Short-List	Honour	Other	Advanced Business Services	350	\$ 60,430	Site Selector	97 E Congress St	BA	27-Sep-18	Daniela Gallagher

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

**Attachment D - ACA Pipeline Report  
February 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18	Susan Dumon
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	BA	3-Jul-18	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	BA	12-Jul-18	Susan Dumon
1819010	Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	BA	27-Sep-18	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	BA	24-Sep-18	Susan Dumon
1819050	Prospect	Integrated	Renewable & Mining Technology	Advanced Business Services	50	\$ 65,000	ACA	BA	23-Jan-19	Susan Dumon
1819051	Prospect	Tarmac	Aerospace & Defense	Manufacturing			ACA	BA	24-Jan-19	Daniela Gallagher
<b>1819058</b>	<b>Prospect</b>	<b>Trinity</b>	<b>Other</b>	<b>Manufacturing</b>	<b>200</b>		<b>ACA</b>	<b>BA</b>	<b>26-Feb-19</b>	<b>Daniela Gallagher</b>
<b>1819059</b>	<b>Prospect</b>	<b>Ubiquity</b>	<b>Financial Services/Insurance</b>	<b>Back Office - Call Center (3rd Party)</b>	<b>200</b>	<b>\$ 26,520</b>	<b>ACA</b>	<b>BA</b>	<b>26-Feb-19</b>	<b>Daniela Gallagher</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	BA	29-Apr-16	Daniela Gallagher
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	BE	12-Jul-18	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon
<b>1819056</b>	<b>Client</b>	<b>Summer</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>20</b>		<b>ACA</b>	<b>BE</b>	<b>21-Feb-19</b>	<b>Daniela Gallagher</b>
<b>1819057</b>	<b>Client</b>	<b>Anil</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>30</b>		<b>ACA</b>	<b>BE</b>	<b>21-Feb-19</b>	<b>Daniela Gallagher</b>

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

**Attachment E - ACA Success Report  
February 2019**

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
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$ 56,821	\$ 2,176,900	BA	24-Aug-18	Susan Dumon
1718060	Dispatch	Renewable & Mining Technology	Advanced Business Services -	ACA	Arizona	0	32	\$ 81,000	\$ 6,400,000	BE	8-Jan-19	Susan Dumon
<b>Total</b>							<b>350</b>	<b>\$ 59,032</b>	<b>\$ 8,576,900</b>			

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

**Attachment F - ACA Closed.Lost Report  
February 2019**

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	Owner Name	Date Closed
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300,000	150	\$ 53,000	\$ 30,000,000	Client Unresponsive	BA	Susan Dumon	20-Aug-18
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50,000	50	\$ 62,000	\$ 5,000,000	Project Canceled	BA	Susan Dumon	20-Aug-18
1718048	Sonne	Renewable & Mining Technology	Manufacturing	ACA	Arizona					Project Canceled	BE	Daniela Gallagher	19-Sep-18
1718069	NOCO	Automotive	Manufacturing	ACA	Unknown	150,000	180	\$ 61,432	\$ 10,600,000	Client Unresponsive	BA	Susan Dumon	2-Oct-18
1718050	Neiman	Aerospace & Defense	Manufacturing	ACA	Unknown		200			Unknown	BA	Daniela Gallagher	6-Dec-18
1819014	Green	Consumer Products	Manufacturing	ACA	Colorado	175,000	700	\$ 29,320	\$ 24,000,000	Other - See Other Info for Details	BA	Susan Dumon	10-Dec-18
<b>1819003</b>	<b>Prime</b>	<b>Bioscience</b>	<b>R&amp;D</b>	<b>ACA</b>	<b>International Europe</b>					<b>Client Unresponsive</b>	<b>BA</b>	<b>Daniela Gallagher</b>	<b>1-Feb-19</b>
1718075	Bridge	Other	Manufacturing	ACA	Unknown	400000	500	\$ 35,000	\$ 50,000,000	Insufficient Real Estate	BA	Daniela Gallagher	11-Feb-19
1819038	Drink	Consumer Products	Manufacturing	ACA	California	40,000	45			Client Unresponsive	BA	Daniela Gallagher	11-Feb-19
1819017	Telford	Renewable & Mining Technology	Manufacturing	ACA	International Europe	130,000	800	\$ 53,674	\$ 76,924,000	Insufficient Real Estate	BA	Daniela Gallagher	14-Feb-19
1718023	Rigid	Consumer Products	Manufacturing	ACA	Ohio	100,000	450	\$ 43,011	\$ 40,700,000	Client Unresponsive	BA	Susan Dumon	28-Feb-19
1718064	Polly	Aerospace & Defense	Manufacturing	ACA	Arizona	20,000	35	\$ 60,000		Other - See Other Info for Details	BE	Susan Dumon	28-Feb-19
1718079	Inspirit	Unknown	Industrial - Other	ACA	Unknown				\$ 100,000,000	Client Unresponsive	BA	Susan Dumon	28-Feb-19
1718085	Health	Healthcare	Other	ACA	Arizona	32,500	50	\$ 55,000	\$ 15,000,000	Client Unresponsive	BE	Susan Dumon	28-Feb-19

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

## **Exhibit 1 – Description of Regional Meetings**

### **Oro Valley Economic Development Department Meeting**

Daniela Gallagher and Susan Dumon met with JJ Johnston, Economic Development Director for Oro Valley to discuss economic development efforts in Oro Valley, as part of the director's effort to interview key stakeholders. Staff explained Sun Corridor Inc.'s process for working with prospects and how we can best work together.

### **City of Tucson Incentives Discussion**

David Welsh and Susan Dumon met with Tucson City Manager, Mike Ortega, and Mike Czechowski, Economic Development Manager, to discuss the Primary Jobs Incentive Program application and approval process, as several large projects are on the horizon that may meet program criteria.

### **Metropolitan Education Commission “Key 2 Employment”**

Daniela Gallagher was appointed to the Metropolitan Education Commission and will be serving her first term. Primary function of the Commission is to advocate, communicate and collaborate for the common purpose of enhancing the educational welfare of the citizens of the City of Tucson and Pima County.

### **Oro Valley Accelerator Client Visit**

Daniela Gallagher met with members of the Oro Valley Accelerator initiative and a potential client for the facility. The meeting was attended by Paul August, City Manager Mary Jacobs, and Oro Valley Economic Development Director JJ Johnson.

### **Greater Tucson Leadership Economic Development Day**

Greater Tucson Leadership (GTL) is a non-profit, non-partisan leadership organization dedicated to providing leadership education, community development and civic engagement for the overall care of and commitment to Tucson. Sun Corridor Inc. annually participates in “Economic Development Day”. Susan Dumon provided an overview of Sun Corridor Inc. and an economic development 101 training to the class of participants.

### **Smart Vehicle, Intelligent Transportation Meeting**

A collaboration of community partners led by Tech Parks Arizona to discuss issues related to smart vehicles/transportation. Additionally, this group is planning an event to bring the industry and community together. Susan Dumon recently joined the group.

### **Southeast AZ Economic Development – Opportunity Zones**

Southeast AZ Economic Development group represents economic developers from throughout Cochise, Graham and Greenlee Counties. The group routinely meets to

work together on regional issues impacting their respective communities. Susan Dumon was asked to present information on Opportunity Zones, along with the ACA and SpencerFane, a law office from Phoenix.

### **ACA Business Attraction Team**

Daniela Gallagher met with the Business Attraction team of the Arizona Commerce Authority. The new team members have learned about assets in Southern Arizona that differentiate the community to the rest of the state.

### **UA – Securing AZ’s Future as Silicon Valley of Mining**

Susan Dumon attended the summit at the University of Arizona hosted by the Lowell Institute of Mineral Resources. Leaders from the mining industry throughout the state gathered to discuss challenges and opportunities in the industry, as well as Southern Arizona’s capability of being a world leading innovator in the industry.

### **Arizona Correctional Industries (ACI)**

Susan Dumon and Daniela Gallagher met with ACI, a unique, self-funded, 30-year-old business within the Arizona Department of Corrections, which provides “jobs” for 2,000 inmates any given day. Working in safe, positive work and learning environments, inmates gain skills that will help them secure employment upon their release — many in highly skilled trades. ACI is seeking to create stronger partnerships in Southern Arizona and asked for support is sharing information about their services.

### **SWIFT (Smart Vehicles, Intelligent Freight and Transportation) Summit**

Susan Dumon attended the daylong summit to learn about and discuss how to grow Southern Arizona into a regional innovation hub for SWIFT technology. The Summit brought together government, industry, and academia to provide industry updates, technology demonstrations, panel discussions

### **PCC Aviation Center of Excellence Event**

In support of the Pima Community College Center of Excellence Aviation Program, Sun Corridor Inc attended the Governor’s budget proposal for the expansion of the aviation program through a \$20 million budget allocation. The expansion of this program is essential for supplying and training the workforce needed for the continued business expansion and attraction efforts in aviation, aerospace and defense.

### **CCIM’s 2019 Southern Arizona Annual Forecast**

CCIM (Certified Commercial Investment Member) Institute is the leading commercial real estate’s professional organization providing real-world education since 1967. CCIM held its annual commercial real estate forecast event in February. Daniela Gallagher attended this event. This event was a real estate update and outlook for industrial, office and multi housing.

## **General Description for Project Honour**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Honour. This report includes:

- Start Year - the year the project is expected to begin
  - Region - the geographic area used to define the impact area.
  - Industry Type - the industry classification that most closely describes Project Honour
- Because the economic multipliers used in analyzing Project Honour are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Honour are listed for each year through the end of the specified analysis period. This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

## Sun Corridor Inc. Regional Project Assessment System - Project Description

### Project Honour in Tucson

**Project Name:** 
**Start Year:** 
**Last Update:** 2/21/2019  
**Region:** 
**Industry Type:**   
**Percent Living In City:**  %
**Lease Back:**

### Annual Project Data

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	69 \$3,831,228 \$1,800,000	\$0 \$0	\$0 \$0 0	\$550,000 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
2	123 \$6,961,026 \$200,000	\$0 \$0	\$0 \$0 0	\$275,000 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
3	178 \$10,299,295 \$200,000	\$0 \$0	\$0 \$0 0	\$220,000 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
4	250 \$14,774,716 \$200,000	\$0 \$0	\$0 \$0 0	\$220,000 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0
5	350 \$21,150,528 \$200,000	\$0 \$0	\$0 \$0 0	\$220,000 \$0	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>	\$0

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Honour**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Honour. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Honour (the direct impact), as well as the estimated multiplier effects of Project Honour on other businesses within Tucson (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Honour plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Honour and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Honour

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Honour (direct impact), its employees and other supported local businesses (supplier and consumer impact).

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**  
**Operation of Project Honour on Tucson**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	117	\$5,530,495	\$14,672,112	45,485	160	25	63	\$377,063	\$366,589
2020	211	\$10,048,454	\$26,658,021	81,771	287	46	113	\$563,298	\$454,187
2021	308	\$14,867,347	\$39,442,292	119,519	420	67	165	\$816,566	\$657,840
2022	437	\$21,327,755	\$56,581,413	169,487	595	94	234	\$1,155,430	\$935,412
2023	616	\$30,531,434	\$80,998,292	239,727	841	134	331	\$1,631,459	\$1,332,762
<b>Total:</b>		\$82,305,485	\$218,352,130					\$4,543,816	\$3,746,791

Prepared by Applied Economics for Sun Corridor Inc.

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**Sun Corridor Inc. Project Assessment System - Project Summary**

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**For the Years: 2019-2023**

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**Jobs and Payroll**

New direct jobs created	350
New direct payroll	\$21,150,528
Average payroll per employee	\$60,430

**Capital Investment**

Value of new construction	\$0
Value of building purchase	\$0
Value of new equipment purchases	\$1,485,000

**Economic Impact\***

Total value economic impact	\$218,352,130
Total new jobs supported	616
Total new payroll supported	\$82,305,485
Household spending supported	\$72,700,481

**Construction Impact**

Total value construction impact	\$0
Total new jobs supported	0
Total new payroll supported	\$0

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$2,619,716
Sales	\$653,335
State Shared Revenues	\$902,868
HURF's	\$367,896

**State Taxes**

Sales	\$1,657,583
Personal Income	\$2,089,208

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2023. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Honour; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Honour and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Honour project.
- Personal Income - the payroll directly generated by Project Honour. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Honour.
- Output - the estimated increase in value of production or demand directly generated by Project Honour, as well as at other local businesses as a result of Project Honour.

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Honour in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	69	\$3,831,228	\$9,023,790
	2020	123	\$6,961,026	\$16,395,484
	2021	178	\$10,299,295	\$24,258,195
	2022	250	\$14,774,716	\$34,799,269
	2023	350	\$21,150,528	\$49,816,383
	<b>Total:</b>		\$57,016,793	\$134,293,120
<b>Supplier</b>				
	2019	22	\$797,401	\$2,447,544
	2020	40	\$1,448,812	\$4,446,987
	2021	60	\$2,143,613	\$6,579,609
	2022	86	\$3,075,091	\$9,438,689
	2023	122	\$4,402,101	\$13,511,817
	<b>Total:</b>		\$11,867,018	\$36,424,646
<b>Consumer</b>				
	2019	26	\$901,866	\$3,200,778
	2020	48	\$1,638,616	\$5,815,551
	2021	70	\$2,424,440	\$8,604,489
	2022	101	\$3,477,948	\$12,343,455
	2023	144	\$4,978,805	\$17,670,092
	<b>Total:</b>		\$13,421,674	\$47,634,365

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Honour in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	117	\$5,530,495	\$14,672,112
	2020	211	\$10,048,454	\$26,658,021
	2021	308	\$14,867,347	\$39,442,292
	2022	437	\$21,327,755	\$56,581,413
	2023	616	\$30,531,434	\$80,998,292
	<b>Total:</b>		\$82,305,485	\$218,352,130

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Honour in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	69	\$3,831,228	\$9,023,790
	2020	123	\$6,961,026	\$16,395,484
	2021	178	\$10,299,295	\$24,258,195
	2022	250	\$14,774,716	\$34,799,269
	2023	350	\$21,150,528	\$49,816,383
	<b>Total:</b>		\$57,016,793	\$134,293,120
<b>Supplier</b>				
	2019	22	\$798,967	\$2,450,777
	2020	41	\$1,451,657	\$4,452,860
	2021	60	\$2,147,822	\$6,588,298
	2022	86	\$3,081,130	\$9,451,155
	2023	124	\$4,410,746	\$13,529,663
	<b>Total:</b>		\$11,890,323	\$36,472,754
<b>Consumer</b>				
	2019	27	\$953,300	\$3,369,202
	2020	49	\$1,732,067	\$6,121,563
	2021	73	\$2,562,707	\$9,057,254
	2022	104	\$3,676,297	\$12,992,963
	2023	149	\$5,262,749	\$18,599,886
	<b>Total:</b>		\$14,187,121	\$50,140,869

**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type - Sun Corridor Region**  
**Operation of Project Honour in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	118	\$5,583,495	\$14,843,769
	2020	213	\$10,144,751	\$26,969,906
	2021	311	\$15,009,825	\$39,903,747
	2022	440	\$21,532,143	\$57,243,388
	2023	623	\$30,824,024	\$81,945,932
	<b>Total:</b>		\$83,094,237	\$220,906,742

## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Project Honour

Spending Type	Year:	2019	Amount	Spending Type	Year:	2020	Amount	Spending Type	Year:	2021	Amount
<b>Local Retail &amp; Services</b>			<b>\$1,387,365</b>	<b>Local Retail &amp; Services</b>			<b>\$2,520,729</b>	<b>Local Retail &amp; Services</b>			<b>\$3,729,584</b>
Groceries			\$405,462	Groceries			\$736,692	Groceries			\$1,089,984
Restaurants & Bars			\$258,910	Restaurants & Bars			\$470,418	Restaurants & Bars			\$696,014
Personal Services			\$39,081	Personal Services			\$71,006	Personal Services			\$105,059
Other Household Expenses			\$58,621	Other Household Expenses			\$106,510	Other Household Expenses			\$157,588
Housekeeping Supplies			\$63,506	Housekeeping Supplies			\$115,385	Housekeeping Supplies			\$170,720
Gas & Motor Oil			\$263,795	Gas & Motor Oil			\$479,293	Gas & Motor Oil			\$709,146
Vehicle Repairs			\$68,391	Vehicle Repairs			\$124,261	Vehicle Repairs			\$183,853
Drugs			\$48,851	Drugs			\$88,758	Drugs			\$131,323
Medical Supplies			\$9,770	Medical Supplies			\$17,752	Medical Supplies			\$26,265
Personal Care Products			\$58,621	Personal Care Products			\$106,510	Personal Care Products			\$157,588
Tobacco Products			\$29,311	Tobacco Products			\$53,255	Tobacco Products			\$78,794
Misc Services			\$83,047	Misc Services			\$150,889	Misc Services			\$223,250
<b>Regional Retail &amp; Services</b>			<b>\$1,064,949</b>	<b>Regional Retail &amp; Services</b>			<b>\$1,934,925</b>	<b>Regional Retail &amp; Services</b>			<b>\$2,862,849</b>
Home repairs & maintenance			\$112,357	Home repairs & maintenance			\$204,144	Home repairs & maintenance			\$302,044
Home furnishings & appliances			\$156,323	Home furnishings & appliances			\$284,026	Home furnishings & appliances			\$420,235
Apparel & shoes			\$175,863	Apparel & shoes			\$319,529	Apparel & shoes			\$472,764
New cars and trucks			\$127,012	New cars and trucks			\$230,771	New cars and trucks			\$341,441
Used cars and trucks			\$127,012	Used cars and trucks			\$230,771	Used cars and trucks			\$341,441
Other vehicles			\$14,655	Other vehicles			\$26,627	Other vehicles			\$39,397
Medical services			\$68,391	Medical services			\$124,261	Medical services			\$183,853
Entertainment fees & admission			\$102,587	Entertainment fees & admission			\$186,392	Entertainment fees & admission			\$275,779
Audio visual equipment			\$102,587	Audio visual equipment			\$186,392	Audio visual equipment			\$275,779
Pets, toys, hobbies			\$78,161	Pets, toys, hobbies			\$142,013	Pets, toys, hobbies			\$210,117
<b>Non-Site Based Expenditures</b>			<b>\$2,432,774</b>	<b>Non-Site Based Expenditures</b>			<b>\$4,420,151</b>	<b>Non-Site Based Expenditures</b>			<b>\$6,539,903</b>
Mortgage expenses			\$371,267	Mortgage expenses			\$674,561	Mortgage expenses			\$998,058
Property taxes			\$170,978	Property taxes			\$310,653	Property taxes			\$459,632
Housing rent			\$332,186	Housing rent			\$603,555	Housing rent			\$892,999
Utilities			\$356,612	Utilities			\$647,934	Utilities			\$958,661
Vehicle finance charges			\$29,311	Vehicle finance charges			\$53,255	Vehicle finance charges			\$78,794
Vehicle insurance			\$107,472	Vehicle insurance			\$195,268	Vehicle insurance			\$288,911
Vehicle licenses			\$43,966	Vehicle licenses			\$79,882	Vehicle licenses			\$118,191
Public transportation			\$48,851	Public transportation			\$88,758	Public transportation			\$131,323
Health insurance			\$161,208	Health insurance			\$292,902	Health insurance			\$433,367
Life insurance			\$29,311	Life insurance			\$53,255	Life insurance			\$78,794
Education			\$102,587	Education			\$186,392	Education			\$275,779
Cash contributions			\$166,093	Cash contributions			\$301,777	Cash contributions			\$446,499
Pensions			\$512,934	Pensions			\$931,960	Pensions			\$1,378,895
<b>TOTAL:</b>			<b>\$4,885,089</b>	<b>TOTAL:</b>			<b>\$8,875,805</b>	<b>TOTAL:</b>			<b>\$13,132,336</b>

# Total Household Spending Impact

## Project Honour

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount
<b>Local Retail &amp; Services</b>			<b>\$5,350,224</b>	<b>Local Retail &amp; Services</b>			<b>\$7,659,035</b>
Groceries			\$1,563,622	Groceries			\$2,238,380
Restaurants & Bars			\$998,457	Restaurants & Bars			\$1,429,327
Personal Services			\$150,711	Personal Services			\$215,747
Other Household Expenses			\$226,066	Other Household Expenses			\$323,621
Housekeeping Supplies			\$244,905	Housekeeping Supplies			\$350,590
Gas & Motor Oil			\$1,017,296	Gas & Motor Oil			\$1,456,295
Vehicle Repairs			\$263,743	Vehicle Repairs			\$377,558
Drugs			\$188,388	Drugs			\$269,684
Medical Supplies			\$37,678	Medical Supplies			\$53,937
Personal Care Products			\$226,066	Personal Care Products			\$323,621
Tobacco Products			\$113,033	Tobacco Products			\$161,811
Misc Services			\$320,260	Misc Services			\$458,463
<b>Regional Retail &amp; Services</b>			<b>\$4,106,862</b>	<b>Regional Retail &amp; Services</b>			<b>\$5,879,118</b>
Home repairs & maintenance			\$433,293	Home repairs & maintenance			\$620,274
Home furnishings & appliances			\$602,842	Home furnishings & appliances			\$862,990
Apparel & shoes			\$678,197	Apparel & shoes			\$970,864
New cars and trucks			\$489,809	New cars and trucks			\$701,179
Used cars and trucks			\$489,809	Used cars and trucks			\$701,179
Other vehicles			\$56,516	Other vehicles			\$80,905
Medical services			\$263,743	Medical services			\$377,558
Entertainment fees & admission			\$395,615	Entertainment fees & admission			\$566,337
Audio visual equipment			\$395,615	Audio visual equipment			\$566,337
Pets, toys, hobbies			\$301,421	Pets, toys, hobbies			\$431,495
<b>Non-Site Based Expenditures</b>			<b>\$9,381,731</b>	<b>Non-Site Based Expenditures</b>			<b>\$13,430,280</b>
Mortgage expenses			\$1,431,750	Mortgage expenses			\$2,049,601
Property taxes			\$659,359	Property taxes			\$943,895
Housing rent			\$1,281,040	Housing rent			\$1,833,853
Utilities			\$1,375,234	Utilities			\$1,968,696
Vehicle finance charges			\$113,033	Vehicle finance charges			\$161,811
Vehicle insurance			\$414,454	Vehicle insurance			\$593,306
Vehicle licenses			\$169,549	Vehicle licenses			\$242,716
Public transportation			\$188,388	Public transportation			\$269,684
Health insurance			\$621,681	Health insurance			\$889,958
Life insurance			\$113,033	Life insurance			\$161,811
Education			\$395,615	Education			\$566,337
Cash contributions			\$640,520	Cash contributions			\$916,927
Pensions			\$1,978,076	Pensions			\$2,831,685
<b>TOTAL:</b>			<b>\$18,838,818</b>	<b>TOTAL:</b>			<b>\$26,968,433</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Honour as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Honour

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

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**Sun Corridor Inc. Regional Project Assessment System**

**Demographic Impact by Type**

**Operation of Project Honour in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	69	94	10	5	37
	2020	123	168	18	8	66
	2021	178	243	26	12	96
	2022	250	341	37	17	134
	2023	350	477	52	24	188
<b>Supplier</b>	2019	22	30	3	2	12
	2020	40	55	6	3	22
	2021	60	81	9	4	32
	2022	86	117	13	6	46
	2023	122	167	18	8	66
<b>Consumer</b>	2019	26	36	4	2	14
	2020	48	65	7	3	25
	2021	70	96	10	5	38
	2022	101	137	15	7	54
	2023	144	197	21	10	77
<b>Total</b>	2019	117	160	17	8	63
	2020	211	287	31	14	113
	2021	308	420	46	21	165
	2022	437	595	65	30	234
	2023	616	841	91	42	331

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**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>January</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	627	1,830
Number of Jobs in Targeted Industries	627	1,445
Number of Qualified Prospects	10	54
Earned Media Reach	521,727	3,100,925

**2. High wage job development/sales and marketing AND; Capacity development/improve competitiveness**

A. Lead two site selection executive missions

1. Mission 1 – No update
2. Mission 2 – No update

B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum

1. Canada Mission – SCl staff decided to focus efforts in Montreal rather than Ottawa (as previously reported) and will be planning a trip in Q1 2019.
2. Other FDI
  - a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.
  - b. November 15, 2018 - Coordination of Sun Corridor Inc and ACA FDI strategy. Strategy session on 2019 and 2020 efforts.
  - c. November 30, 2018 - Staff attended a webinar hosted by BCI Global and Conway Inc. on Foreign Direct Investment – How to Win High Tech Manufacturing projects and R&D Centers from European Companies.

- d. December 14, 2018 – SCI staff met with Seth Isenberg of Select USA, US Department of Commerce, on a variety of topics, including how USDC can help with client research, as well as the annual Select USA event in the summer.

C. Other Marketing and Sales Trips

- 1. December 3-5, 2018 – Area Development Site Consultant Forum held in Miami brings together site selectors to discuss trends, hot topics, and provide networking opportunities between site selectors and economic developers.
- 2. January 21-23, 2019 – SCI staff and regional partners visited Project Ping to ensure Tucson has the opportunity to compete as part of the upcoming RFP for the project.

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14
Celebrity	October 10
Buckshot	October 15
Honour	October 16
Soccer	October 18
Wilma	October 19
Pilot	November 1
Wilma	November 6
Soccer	November 19
Cactus	November 20
Leonardo	November 20

Ping	December 11
Hecker	December 19
Honour	January 9
Curtain	January 17
High-Tech	January 22
Helios	January 24

<b>C. <u>WIB Activity</u></b>	<b><u>Date</u></b>
WIB – Board Meeting	August 10
WIB – Board Meeting	October 12
WIB – Board Meeting	November 8
WIB – Annual Meeting	December 14
WIB – Planning Committee	December 20
WIB – Board Meeting	January 11

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>
48	July
Celebrity	July
Brown <sup>1</sup>	September
Beet	November
Dispatch	January
Celebrity	January

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

<b>A. <u>Pima County Activity</u></b>	<b><u>Date</u></b>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Aug. 16
Economic Development Team (EDT) meeting	Aug. 16
Economic Development Team (EDT) meeting	Oct. 11
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Dec. 13
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 10
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Jan. 31
Economic Development Team (EDT) meeting	Jan. 31
<b>B. <u>Pima Association of Government Activity</u></b>	<b><u>Date</u></b>
PAG Economic Vitality Meeting	Aug. 29
PAG Economic Vitality Meeting	Nov. 27

<sup>1</sup> Certain information has been excluded from this report, per the client's request.

<u>C. Other (See Exhibit 1 for brief description)</u>	<u>Date</u>
Oro Valley Economic Development Department meeting	Aug. 10
City of Tucson Incentives Discussion meeting	Sept. 4
Metropolitan Education Commission “Key 2 Employment”	Sept. 19
Oro Valley Accelerator Client Visit	Oct. 29
Greater Tucson Leadership Economic Development Day	Nov. 8
Metropolitan Education Commission “Key 2 Employment”	Nov. 20
Smart Vehicle, Intelligent Transportation Meeting	Nov. 26
Southeast AZ Economic Development – Opportunity Zones	Nov. 27
Southern AZ Economic Development Quarterly Meeting	Dec. 13
ACA Business Attraction Team	Dec. 18
UA – Securing AZ’s Future as Silicon Valley of Mining	Jan. 10
Metropolitan Education Commission “Key 2 Employment”	Jan. 14
Arizona Correctional Industries	Jan. 18
SWIFT Summit	Jan. 23

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report  
 See Success Report

Attachment A  
 Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report

Attachment C

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

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

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

Exhibits

Exhibit 1 – Description of Regional Meetings

[Exhibit 2 – Project Celebrity Economic Impact Study](#)

[Exhibit 3 – Project Dispatch Economic Impact Study](#)

**Attachment A - External Pipeline  
January 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	BA	03-Jul-18
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	BA	12-Jul-18
1819010	Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18
1819012	Prospect	Nichols	Aerospace & Defense	Other	12	\$ 56,717	Regional Partner	BA	17-Jul-18
1819015	Prospect	Aglet	Bioscience	R&D			Company	BA	07-Aug-18
1819018	Prospect	Hayes	Healthcare	Back Office - Call Center (Enterprise)	1000	\$ 42,640	Site Selector	BA	15-Aug-18
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	BA	27-Sep-18
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	BA	24-Sep-18
1819029	Prospect	Lucky	Consumer Products	Advanced Business Services			Company	BE	25-Sep-18
1819032	Prospect	Lakeside	Consumer Products	Manufacturing	100		Site Selector	BA	03-Oct-18
1819034	Prospect	Seahawk	Unknown	Manufacturing			Site Selector	BA	12-Oct-18
1819035	Prospect	Harp	Other	Back Office - Call Center (Enterprise)	150		Site Selector	BA	26-Oct-18
1819037	Prospect	Soccer	Other	Other			Company	BA	30-Oct-18
1819039	Prospect	Navigator	Transportation & Logistics	Back Office - Call Center (Enterprise)		\$ 30,000	Site Selector	BA	03-Dec-18
1819042	Prospect	After Night	Other	Back Office - Call Center (3rd Party)			Regional Partner	BE	11-Dec-18
1819043	Prospect	Curtain	Other	Manufacturing			Regional Partner	BE	17-Dec-18
1819044	Prospect	Global	Aerospace & Defense	Other	200	\$ 75,000	SCI Board Member	BE	19-Dec-18
<b>1819045</b>	<b>Prospect</b>	<b>Holiday</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>1500</b>		<b>Company</b>	<b>BA</b>	<b>02-Jan-19</b>
<b>1819046</b>	<b>Prospect</b>	<b>Helios</b>	<b>Bioscience</b>	<b>Advanced Business Services - HQ</b>	<b>50</b>		<b>Regional Partner</b>	<b>BA</b>	<b>11-Jan-19</b>
<b>1819047</b>	<b>Prospect</b>	<b>High Tech</b>	<b>Transportation &amp; Logistics</b>	<b>Distribution Center</b>	<b>300</b>		<b>Local Broker</b>	<b>BA</b>	<b>11-Jan-19</b>
<b>1819048</b>	<b>Prospect</b>	<b>Scenic</b>	<b>Aerospace &amp; Defense</b>	<b>R&amp;D</b>	<b>15</b>		<b>Regional Partner</b>	<b>BA</b>	<b>16-Jan-19</b>
<b>1819049</b>	<b>Prospect</b>	<b>Ink</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>78</b>	<b>\$ 47,900</b>	<b>Company</b>	<b>BE</b>	<b>17-Jan-19</b>
<b>1819050</b>	<b>Prospect</b>	<b>Integrated</b>	<b>Renewable &amp; Mining Technology</b>	<b>Advanced Business Services</b>	<b>50</b>	<b>\$ 65,000</b>	<b>ACA</b>	<b>BA</b>	<b>23-Jan-19</b>
<b>1819051</b>	<b>Prospect</b>	<b>Tarmac</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>			<b>ACA</b>	<b>BA</b>	<b>24-Jan-19</b>
<b>1819052</b>	<b>Prospect</b>	<b>Guide</b>	<b>Consumer Products</b>	<b>Distribution Center</b>	<b>100</b>	<b>\$ 28,000</b>	<b>Local Broker</b>	<b>BA</b>	<b>24-Jan-19</b>
<b>1819054</b>	<b>Prospect</b>	<b>Maya</b>	<b>Consumer Products</b>	<b>Manufacturing</b>			<b>Local Broker</b>	<b>BA</b>	<b>31-Jan-19</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	BA	29-Apr-16
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	BE	15-Jul-17
1718010	Client	Em	Aerospace & Defense	Manufacturing	30		Company	BE	02-Aug-17
1718018	Client	Cross	Other	Advanced Business Services	25		Company	BA	05-Sep-17
1718036	Client	Chicago	Bioscience	Advanced Business Services	142		Site Selector	BE	28-Nov-17
1718039	Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	BA	20-Dec-17
1718041	Client	Buckshot	Consumer Products	Manufacturing	491	\$ 37,415	Local Broker	BA	02-Jan-18
1718090	Client	Ping	Aerospace & Defense	Manufacturing	600	\$ 85,000	SCI Board Member	BA	13-Jun-18
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	BE	12-Jul-18
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18
1819019	Client	PR	Other	Manufacturing	50		Regional Partner	BA	17-Aug-18
1819031	Client	Runway	Aerospace & Defense	Other			Site Selector	BA	27-Sep-18
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18
1819040	Client	Allison	Consumer Products	Manufacturing	100		Regional Partner	BA	11-Dec-18
1819041	Client	EMS	Aerospace & Defense	Advanced Business Services			Regional Partner	BA	11-Dec-18

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

**Attachment A - External Pipeline  
January 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline
<b>1819053</b>	<b>Client</b>	<b>Hog</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>60</b>		<b>Local Broker</b>	<b>BE</b>	<b>28-Jan-19</b>
1819021	Short-List	Aloha	Financial Services/Insurance	Advanced Business Services			Regional Partner	BA	28-Aug-18
1819024	Short-List	Big Sky	Healthcare	Other	63	\$ 30,733	Company	BA	27-Aug-18
1819030	Short-List	Honour	Other	Advanced Business Services			Site Selector	BA	27-Sep-18
1819033	Short-List	Pilot	Aerospace & Defense	Other	74	\$ 40,716	Regional Partner	BA	10-Oct-18

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

**Attachment B - Success Report  
January 2019**

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	Owner Name	Date Closed (Actual)
1718035	Treasure	Texas Instruments - Tucson	Other	R&D	Local Broker	Texas	125,000	35	\$ 143,000	\$ 41,555,000	BE	Susan Dumon	15-Aug-18
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$ 56,821	\$ 2,176,900	BA	Susan Dumon	27-Aug-18
1819023	Brown	TuSimple - Tucson	Transportation & Logistics	Industrial - Other	Company	Arizona		500	\$ 76,200	CONFIDENTIAL	BE	Susan Dumon	12-Sep-18
1718065	Beet	Imperfect Produce	Consumer Products	Back Office - Call Center (Enterprise)	Site Selector	California	19,000 - 46,000 expanded	350	\$ 31,513	\$ 700,000	BA	Daniela Gallagher	5-Nov-18
<b>1718060</b>	<b>Dispatch</b>	<b>Modular Mining Systems</b>	<b>Renewable &amp; Mining Technology</b>	<b>Advanced Business Services - HQ</b>	<b>ACA</b>	<b>Arizona</b>	<b>0</b>	<b>32</b>	<b>\$ 81,000</b>	<b>\$ 6,400,000</b>	<b>BE</b>	<b>Susan Dumon</b>	<b>7-Jan-19</b>
<b>1718063</b>	<b>Celebrity</b>	<b>Northwest Medical Center</b>	<b>Healthcare</b>	<b>Other</b>	<b>SCI Board Member</b>	<b>Tennessee</b>	<b>183,000</b>	<b>595</b>	<b>\$ 68,875</b>	<b>\$ 94,325,000</b>	<b>BE</b>	<b>Susan Dumon</b>	<b>7-Jan-19</b>
<b>TOTAL</b>								<b>1,830</b>	<b>\$ 63,266</b>	<b>\$ 145,156,900</b>			

**\*\*New Successes for the month are in BOLD**

**Attachment C - Pima County Property Report  
January 2019**

SCI Number	Current Pipeline	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Pima County Properties	Attraction /Expansio	Date Added to Pipeline
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	Aerospace Research Campus;Other	BA	19-Sep-18
1819037	Prospect	Soccer	Other	Other			Company	Kino Sports Complex	BA	30-Oct-18
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	75 E Broadway Rd	BE	15-Jul-17

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

**Attachment D - ACA Pipeline Report  
January 2019**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	BE	26-Feb-18	Susan Dumon
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	BE	12-Jun-18	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	BA	03-Jul-18	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	BA	12-Jul-18	Susan Dumon
1819010	Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	BA	13-Jul-18	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	BA	16-Aug-18	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	BA	19-Sep-18	Daniela Gallagher
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	BA	27-Sep-18	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	BA	24-Sep-18	Susan Dumon
<b>1819050</b>	<b>Prospect</b>	<b>Integrated</b>	<b>Renewable &amp; Mining Technology</b>	<b>Advanced Business Services</b>	<b>50</b>	<b>\$ 65,000</b>	<b>ACA</b>	<b>BA</b>	<b>23-Jan-19</b>	<b>Susan Dumon</b>
<b>1819051</b>	<b>Prospect</b>	<b>Tarmac</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>			<b>ACA</b>	<b>BA</b>	<b>24-Jan-19</b>	<b>Daniela Gallagher</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	BA	29-Apr-16	Daniela Gallagher
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	BE	12-Jul-18	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	BA	23-Jul-18	Susan Dumon
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	BE	30-Oct-18	Susan Dumon

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

**Attachment E - ACA Success Report  
January 2019**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Attraction/Expansion	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	BA	Illinois	1300	318	\$ 56,821	\$ 2,176,900
<b>1718060</b>	<b>Dispatch</b>	<b>Renewable &amp; Mining Technology</b>	<b>Advanced Business Services</b>	<b>ACA</b>	<b>BE</b>	<b>Arizona</b>	<b>0</b>	<b>32</b>	<b>\$ 81,000</b>	<b>\$ 6,400,000</b>

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

**Attachment F - ACA Closed.Lost Report  
January 2019**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Attraction /Expansion	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	State Reason	Date Closed
1718057	Strategyz	Other	Manufacturing	ACA	BA	Unknown	300,000	150	\$ 53,000	\$ 30,000,000	Susan Dumon	Client Unresponsive	20-Aug-18
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	BA	Oklahoma	50,000	50	\$ 62,000	\$ 5,000,000	Susan Dumon	Project Canceled	20-Aug-18
1718048	Sonne	Renewable & Mining Technology	Manufacturing	ACA	BE	Arizona					Daniela Gallagher	Project Canceled	19-Sep-18
1718069	NOCO	Automotive	Manufacturing	ACA	BA	Unknown	150,000	180	\$ 61,432	\$ 10,600,000	Susan Dumon	Client Unresponsive	2-Oct-18
1718050	Neiman	Aerospace & Defense	Manufacturing	ACA	BA	Unknown		200			Daniela Gallagher	Unknown	6-Dec-18
1819014	Green	Consumer Products	Manufacturing	ACA	BA	Colorado	175,000	700	\$ 29,320	\$ 24,000,000	Susan Dumon	Other - See Other Info for Details	10-Dec-18

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

## **Exhibit 1 – Description of Regional Meetings**

### **Oro Valley Economic Development Department Meeting**

Daniela Gallagher and Susan Dumon met with JJ Johnston, Economic Development Director for Oro Valley to discuss economic development efforts in Oro Valley, as part of the director's effort to interview key stakeholders. Staff explained Sun Corridor Inc.'s process for working with prospects and how we can best work together.

### **City of Tucson Incentives Discussion**

David Welsh and Susan Dumon met with Tucson City Manager, Mike Ortega, and Mike Czechowski, Economic Development Manager, to discuss the Primary Jobs Incentive Program application and approval process, as several large projects are on the horizon that may meet program criteria.

### **Metropolitan Education Commission “Key 2 Employment”**

Daniela Gallagher was appointed to the Metropolitan Education Commission and will be serving her first term. Primary function of the Commission is to advocate, communicate and collaborate for the common purpose of enhancing the educational welfare of the citizens of the City of Tucson and Pima County.

### **Oro Valley Accelerator Client Visit**

Daniela Gallagher met with members of the Oro Valley Accelerator initiative and a potential client for the facility. The meeting was attended by Paul August, City Manager Mary Jacobs, and Oro Valley Economic Development Director JJ Johnson.

### **Greater Tucson Leadership Economic Development Day**

Greater Tucson Leadership (GTL) is a non-profit, non-partisan leadership organization dedicated to providing leadership education, community development and civic engagement for the overall care of and commitment to Tucson. Sun Corridor Inc. annually participates in “Economic Development Day”. Susan Dumon provided an overview of Sun Corridor Inc. and an economic development 101 training to the class of participants.

### **Smart Vehicle, Intelligent Transportation Meeting**

A collaboration of community partners led by Tech Parks Arizona to discuss issues related to smart vehicles/transportation. Additionally, this group is planning an event to bring the industry and community together. Susan Dumon recently joined the group.

### **Southeast AZ Economic Development – Opportunity Zones**

Southeast AZ Economic Development group represents economic developers from throughout Cochise, Graham and Greenlee Counties. The group routinely meets to

work together on regional issues impacting their respective communities. Susan Dumon was asked to present information on Opportunity Zones, along with the ACA and SpencerFane, a law office from Phoenix.

#### **ACA Business Attraction Team**

Daniela Gallagher met with the Business Attraction team of the Arizona Commerce Authority. The new team members have learned about assets in Southern Arizona that differentiate the community to the rest of the state.

#### **UA – Securing AZ’s Future as Silicon Valley of Mining**

Susan Dumon attended the summit at the University of Arizona hosted by the Lowell Institute of Mineral Resources. Leaders from the mining industry throughout the state gathered to discuss challenges and opportunities in the industry, as well as Southern Arizona’s capability of being a world leading innovator in the industry.

#### **Arizona Correctional Industries (ACI)**

Susan Dumon and Daniela Gallagher met with ACI, a unique, self-funded, 30-year-old business within the Arizona Department of Corrections, which provides “jobs” for 2,000 inmates any given day. Working in safe, positive work and learning environments, inmates gain skills that will help them secure employment upon their release — many in highly skilled trades. ACI is seeking to create stronger partnerships in Southern Arizona and asked for support is sharing information about their services.

#### **SWIFT (Smart Vehicles, Intelligent Freight and Transportation) Summit**

Susan Dumon attended the daylong summit to learn about and discuss how to grow Southern Arizona into a regional innovation hub for SWIFT technology. The Summit brought together government, industry, and academia to provide industry updates, technology demonstrations, panel discussions

## **General Description for Project Celebrity**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Celebrity. This report includes:

- Start Year - the year the project is expected to begin
- Region - the geographic area used to define the impact area.
- Industry Type - the industry classification that most closely describes Project Celebrity

Because the economic multipliers used in analyzing Project Celebrity are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Celebrity are listed for each year through the end of the specified analysis period.

This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

Exhibit 2 – Project Celebrity Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System - Project Description**

**Project Celebrity in Tucson**

<b>Project Name:</b> <input type="text" value="Project Celebrity"/>	<b>Start Year:</b> <input type="text" value="2019"/>	<b>Last Update:</b> 7/11/2018
<b>Region:</b> <input type="text" value="Tucson"/>	<b>Industry Type:</b> <input type="text" value="Health Services"/>	
	<b>Percent Living In City:</b> <input type="text" value="60.2"/> %	<b>Lease Back:</b> <input type="checkbox"/>

**Annual Project Data**

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	0	\$1,000,000	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$0	\$7,250,000	\$0	\$0	<input type="text"/>	0.000%	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
2	0	\$35,800,000	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$0	\$0	\$0	\$2,775,000	<input type="text"/>	0.000%	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
3	490	\$30,000,000	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$33,748,750	\$0	\$0	\$17,500,000	<input type="text"/>	0.000%	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
4	552	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$38,019,000	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
5	572	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$39,396,500	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
6	572	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$39,396,500	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	
	\$0		185,000		<input type="text"/>	<input type="text"/>	

Exhibit 2 – Project Celebrity Economic Impact Study

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**Sun Corridor Inc. Regional Project Assessment System - Project Description**  
**Project Celebrity in Tucson**

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**Annual Project Data**

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
7	572	\$0	\$0	\$0			\$0
	\$39,396,500	\$0	\$0	\$0			
	\$0		185,000				

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Celebrity**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Celebrity. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Celebrity itself (the direct impact), as well as the estimated multiplier effects of Project Celebrity on other businesses within Tucson (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Celebrity plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Celebrity and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Celebrity

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Celebrity itself (direct impact), its employees and other supported local businesses (supplier and consumer impact).

Exhibit 2 – Project Celebrity Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**

**Operation of Project Celebrity on Tucson**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	0	\$0	\$0	185,000	0	0	0	\$240,372	\$36,400
2020	0	\$0	\$0	185,000	0	0	0	\$1,250,304	\$1,303,120
2021	809	\$42,820,141	\$100,681,636	453,222	1,085	186	441	\$4,008,361	\$2,960,334
2022	911	\$48,238,199	\$113,420,945	487,160	1,222	209	496	\$4,164,760	\$2,104,876
2023	944	\$49,985,960	\$117,530,400	498,108	1,267	217	514	\$4,229,746	\$2,181,142
2024	944	\$49,985,960	\$117,530,400	498,108	1,267	217	514	\$4,179,028	\$2,181,142
2025	944	\$49,985,960	\$117,530,400	498,108	1,267	217	514	\$4,179,028	\$2,181,142
<b>Total:</b>		\$241,016,220	\$566,693,782					\$22,251,599	\$12,948,157

Prepared by Applied Economics for Sun Corridor Inc.

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**Exhibit 2 Project Celebrity Economic Impact Study Summary**

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**For the Years: 2019-2025**

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**Jobs and Payroll**

New direct jobs created	572
New direct payroll	\$39,396,500
Average payroll per employee	\$68,875

**Capital Investment**

Value of new construction	\$66,800,000
Value of building purchase	\$0
Value of new equipment purchases	\$20,275,000

**Economic Impact\***

Total value economic impact	\$566,693,782
Total new jobs supported	944
Total new payroll supported	\$241,016,220
Household spending supported	\$197,836,643

**Construction Impact**

Total value construction impact	\$89,417,016
Total new jobs supported	643
Total new payroll supported	\$29,612,788

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$17,822,197
Sales	\$1,759,443
State Shared Revenues	\$1,741,105
HURF's	\$928,855

**State Taxes**

Sales	\$6,615,562
Personal Income	\$6,332,595

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2025. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Celebrity itself; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Celebrity and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Celebrity project.
- Total Population, School-Age Population (grade school and high school) and Households - all three variables represent the number of people that are supported directly and indirectly by Project Celebrity. It is important to note that the people in this section of the table may or may not be new to the area.
- Payroll Impact - the payroll directly generated by Project Celebrity. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Celebrity.
- Economic Impact - the estimated increase in value of production or demand directly generated by Project Celebrity, as well as at other local businesses as a result of Project Celebrity.

Exhibit 2 – Project Celebrity Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Celebrity in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>	
<b>Direct</b>	2019	0	\$0	\$0	
	2020	0	\$0	\$0	
	2021	490	\$33,748,750	\$67,766,365	
	2022	552	\$38,019,000	\$76,340,884	
	2023	572	\$39,396,500	\$79,106,858	
	2024	572	\$39,396,500	\$79,106,858	
	2025	572	\$39,396,500	\$79,106,858	
	<b>Total:</b>			\$189,957,250	\$381,427,824
	<b>Supplier</b>	2019	0	\$0	\$0
2020		0	\$0	\$0	
2021		150	\$4,156,663	\$16,031,437	
2022		169	\$4,682,608	\$18,059,904	
2023		175	\$4,852,268	\$18,714,249	
2024		175	\$4,852,268	\$18,714,249	
2025		175	\$4,852,268	\$18,714,249	
<b>Total:</b>				\$23,396,076	\$90,234,088

Exhibit 2 – Project Celebrity Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Celebrity in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Consumer</b>				
	2019	0	\$0	\$0
	2020	0	\$0	\$0
	2021	169	\$4,914,727	\$16,883,835
	2022	190	\$5,536,591	\$19,020,157
	2023	197	\$5,737,192	\$19,709,293
	2024	197	\$5,737,192	\$19,709,293
	2025	197	\$5,737,192	\$19,709,293
	<b>Total:</b>		\$27,662,895	\$95,031,870
<b>Total</b>				
	2019	0	\$0	\$0
	2020	0	\$0	\$0
	2021	809	\$42,820,141	\$100,681,636
	2022	911	\$48,238,199	\$113,420,945
	2023	944	\$49,985,960	\$117,530,400
	2024	944	\$49,985,960	\$117,530,400
	2025	944	\$49,985,960	\$117,530,400
	<b>Total:</b>		\$241,016,220	\$566,693,782

## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments. As household income increases, the share that is spent decreases.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Exhibit 2 – Project Celebrity Economic Impact Study

### Project Celebrity

Spending Type	Year: 2019	Amount	Spending Type	Year: 2020	Amount	Spending Type	Year: 2021	Amount
<b>Local Retail &amp; Services</b>		<b>\$0</b>	<b>Local Retail &amp; Services</b>		<b>\$0</b>	<b>Local Retail &amp; Services</b>		<b>\$9,982,214</b>
Groceries		\$0	Groceries		\$0	Groceries		\$2,917,337
Restaurants & Bars		\$0	Restaurants & Bars		\$0	Restaurants & Bars		\$1,862,878
Personal Services		\$0	Personal Services		\$0	Personal Services		\$281,189
Other Household Expenses		\$0	Other Household Expenses		\$0	Other Household Expenses		\$421,784
Housekeeping Supplies		\$0	Housekeeping Supplies		\$0	Housekeeping Supplies		\$456,932
Gas & Motor Oil		\$0	Gas & Motor Oil		\$0	Gas & Motor Oil		\$1,898,027
Vehicle Repairs		\$0	Vehicle Repairs		\$0	Vehicle Repairs		\$492,081
Drugs		\$0	Drugs		\$0	Drugs		\$351,486
Medical Supplies		\$0	Medical Supplies		\$0	Medical Supplies		\$70,297
Personal Care Products		\$0	Personal Care Products		\$0	Personal Care Products		\$421,784
Tobacco Products		\$0	Tobacco Products		\$0	Tobacco Products		\$210,892
Misc Services		\$0	Misc Services		\$0	Misc Services		\$597,527
<b>Regional Retail &amp; Services</b>		<b>\$0</b>	<b>Regional Retail &amp; Services</b>		<b>\$0</b>	<b>Regional Retail &amp; Services</b>		<b>\$7,662,404</b>
Home repairs & maintenance		\$0	Home repairs & maintenance		\$0	Home repairs & maintenance		\$808,419
Home furnishings & appliances		\$0	Home furnishings & appliances		\$0	Home furnishings & appliances		\$1,124,757
Apparel & shoes		\$0	Apparel & shoes		\$0	Apparel & shoes		\$1,265,351
New cars and trucks		\$0	New cars and trucks		\$0	New cars and trucks		\$913,865
Used cars and trucks		\$0	Used cars and trucks		\$0	Used cars and trucks		\$913,865
Other vehicles		\$0	Other vehicles		\$0	Other vehicles		\$105,446
Medical services		\$0	Medical services		\$0	Medical services		\$492,081
Entertainment fees & admission		\$0	Entertainment fees & admission		\$0	Entertainment fees & admission		\$738,121
Audio visual equipment		\$0	Audio visual equipment		\$0	Audio visual equipment		\$738,121
Pets, toys, hobbies		\$0	Pets, toys, hobbies		\$0	Pets, toys, hobbies		\$562,378
<b>Non-Site Based Expenditures</b>		<b>\$0</b>	<b>Non-Site Based Expenditures</b>		<b>\$0</b>	<b>Non-Site Based Expenditures</b>		<b>\$17,504,024</b>
Mortgage expenses		\$0	Mortgage expenses		\$0	Mortgage expenses		\$2,671,297
Property taxes		\$0	Property taxes		\$0	Property taxes		\$1,230,202
Housing rent		\$0	Housing rent		\$0	Housing rent		\$2,390,108
Utilities		\$0	Utilities		\$0	Utilities		\$2,565,851
Vehicle finance charges		\$0	Vehicle finance charges		\$0	Vehicle finance charges		\$210,892
Vehicle insurance		\$0	Vehicle insurance		\$0	Vehicle insurance		\$773,270
Vehicle licenses		\$0	Vehicle licenses		\$0	Vehicle licenses		\$316,338
Public transportation		\$0	Public transportation		\$0	Public transportation		\$351,486
Health insurance		\$0	Health insurance		\$0	Health insurance		\$1,159,905
Life insurance		\$0	Life insurance		\$0	Life insurance		\$210,892
Education		\$0	Education		\$0	Education		\$738,121
Cash contributions		\$0	Cash contributions		\$0	Cash contributions		\$1,195,054
Pensions		\$0	Pensions		\$0	Pensions		\$3,690,607
<b>TOTAL:</b>		<b>\$0</b>	<b>TOTAL:</b>		<b>\$0</b>	<b>TOTAL:</b>		<b>\$35,148,642</b>

# Total Household Spending Impact

## Exhibit 2 – Project Celebrity Economic Impact Study

### Project Celebrity

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount	Spending Type	Year:	2024	Amount
<b>Local Retail &amp; Services</b>			<b>\$11,245,270</b>	<b>Local Retail &amp; Services</b>			<b>\$11,652,707</b>	<b>Local Retail &amp; Services</b>			<b>\$11,652,707</b>
Groceries			\$3,286,470	Groceries			\$3,405,545	Groceries			\$3,405,545
Restaurants & Bars			\$2,098,589	Restaurants & Bars			\$2,174,625	Restaurants & Bars			\$2,174,625
Personal Services			\$316,768	Personal Services			\$328,245	Personal Services			\$328,245
Other Household Expenses			\$475,152	Other Household Expenses			\$492,368	Other Household Expenses			\$492,368
Housekeeping Supplies			\$514,748	Housekeeping Supplies			\$533,399	Housekeeping Supplies			\$533,399
Gas & Motor Oil			\$2,138,185	Gas & Motor Oil			\$2,215,656	Gas & Motor Oil			\$2,215,656
Vehicle Repairs			\$554,344	Vehicle Repairs			\$574,429	Vehicle Repairs			\$574,429
Drugs			\$395,960	Drugs			\$410,307	Drugs			\$410,307
Medical Supplies			\$79,192	Medical Supplies			\$82,061	Medical Supplies			\$82,061
Personal Care Products			\$475,152	Personal Care Products			\$492,368	Personal Care Products			\$492,368
Tobacco Products			\$237,576	Tobacco Products			\$246,184	Tobacco Products			\$246,184
Misc Services			\$673,132	Misc Services			\$697,521	Misc Services			\$697,521
<b>Regional Retail &amp; Services</b>			<b>\$8,631,933</b>	<b>Regional Retail &amp; Services</b>			<b>\$8,944,684</b>	<b>Regional Retail &amp; Services</b>			<b>\$8,944,684</b>
Home repairs & maintenance			\$910,708	Home repairs & maintenance			\$943,705	Home repairs & maintenance			\$943,705
Home furnishings & appliances			\$1,267,073	Home furnishings & appliances			\$1,312,981	Home furnishings & appliances			\$1,312,981
Apparel & shoes			\$1,425,457	Apparel & shoes			\$1,477,104	Apparel & shoes			\$1,477,104
New cars and trucks			\$1,029,497	New cars and trucks			\$1,066,797	New cars and trucks			\$1,066,797
Used cars and trucks			\$1,029,497	Used cars and trucks			\$1,066,797	Used cars and trucks			\$1,066,797
Other vehicles			\$118,788	Other vehicles			\$123,092	Other vehicles			\$123,092
Medical services			\$554,344	Medical services			\$574,429	Medical services			\$574,429
Entertainment fees & admission			\$831,516	Entertainment fees & admission			\$861,644	Entertainment fees & admission			\$861,644
Audio visual equipment			\$831,516	Audio visual equipment			\$861,644	Audio visual equipment			\$861,644
Pets, toys, hobbies			\$633,536	Pets, toys, hobbies			\$656,491	Pets, toys, hobbies			\$656,491
<b>Non-Site Based Expenditures</b>			<b>\$19,718,819</b>	<b>Non-Site Based Expenditures</b>			<b>\$20,433,269</b>	<b>Non-Site Based Expenditures</b>			<b>\$20,433,269</b>
Mortgage expenses			\$3,009,298	Mortgage expenses			\$3,118,330	Mortgage expenses			\$3,118,330
Property taxes			\$1,385,861	Property taxes			\$1,436,073	Property taxes			\$1,436,073
Housing rent			\$2,692,529	Housing rent			\$2,790,085	Housing rent			\$2,790,085
Utilities			\$2,890,510	Utilities			\$2,995,238	Utilities			\$2,995,238
Vehicle finance charges			\$237,576	Vehicle finance charges			\$246,184	Vehicle finance charges			\$246,184
Vehicle insurance			\$871,112	Vehicle insurance			\$902,675	Vehicle insurance			\$902,675
Vehicle licenses			\$356,364	Vehicle licenses			\$369,276	Vehicle licenses			\$369,276
Public transportation			\$395,960	Public transportation			\$410,307	Public transportation			\$410,307
Health insurance			\$1,306,669	Health insurance			\$1,354,012	Health insurance			\$1,354,012
Life insurance			\$237,576	Life insurance			\$246,184	Life insurance			\$246,184
Education			\$831,516	Education			\$861,644	Education			\$861,644
Cash contributions			\$1,346,265	Cash contributions			\$1,395,042	Cash contributions			\$1,395,042
Pensions			\$4,157,582	Pensions			\$4,308,219	Pensions			\$4,308,219
<b>TOTAL:</b>			<b>\$39,596,021</b>	<b>TOTAL:</b>			<b>\$41,030,660</b>	<b>TOTAL:</b>			<b>\$41,030,660</b>

# Total Household Spending Impact

## Exhibit 2 – Project Celebrity Economic Impact Study

### Project Celebrity

Spending Type	Year: 2025	Amount
<b>Local Retail &amp; Services</b>		<b>\$11,652,707</b>
Groceries		\$3,405,545
Restaurants & Bars		\$2,174,625
Personal Services		\$328,245
Other Household Expenses		\$492,368
Housekeeping Supplies		\$533,399
Gas & Motor Oil		\$2,215,656
Vehicle Repairs		\$574,429
Drugs		\$410,307
Medical Supplies		\$82,061
Personal Care Products		\$492,368
Tobacco Products		\$246,184
Misc Services		\$697,521
<b>Regional Retail &amp; Services</b>		<b>\$8,944,684</b>
Home repairs & maintenance		\$943,705
Home furnishings & appliances		\$1,312,981
Apparel & shoes		\$1,477,104
New cars and trucks		\$1,066,797
Used cars and trucks		\$1,066,797
Other vehicles		\$123,092
Medical services		\$574,429
Entertainment fees & admission		\$861,644
Audio visual equipment		\$861,644
Pets, toys, hobbies		\$656,491
<b>Non-Site Based Expenditures</b>		<b>\$20,433,269</b>
Mortgage expenses		\$3,118,330
Property taxes		\$1,436,073
Housing rent		\$2,790,085
Utilities		\$2,995,238
Vehicle finance charges		\$246,184
Vehicle insurance		\$902,675
Vehicle licenses		\$369,276
Public transportation		\$410,307
Health insurance		\$1,354,012
Life insurance		\$246,184
Education		\$861,644
Cash contributions		\$1,395,042
Pensions		\$4,308,219
<b>TOTAL:</b>		<b>\$41,030,660</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Celebrity as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Celebrity

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

Exhibit 2 – Project Celebrity Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System**

**Demographic Impact by Type**

**Operation of Project Celebrity in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	0	0	0	0	0
	2020	0	0	0	0	0
	2021	490	657	77	35	267
	2022	552	740	87	40	301
	2023	572	767	90	41	312
	2024	572	767	90	41	312
	2025	572	767	90	41	312
	<b>Supplier</b>	2019	0	0	0	0
2020		0	0	0	0	0
2021		150	201	24	11	82
2022		169	226	27	12	92
2023		175	235	28	13	95
2024		175	235	28	13	95
2025		175	235	28	13	95
<b>Consumer</b>		2019	0	0	0	0
	2020	0	0	0	0	0
	2021	169	227	27	12	92
	2022	190	255	30	14	104
	2023	197	265	31	14	107
	2024	197	265	31	14	107
	2025	197	265	31	14	107

Exhibit 2 – Project Celebrity Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System**

**Demographic Impact by Type**

**Operation of Project Celebrity in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Total</b>						
	2019	0	0	0	0	0
	2020	0	0	0	0	0
	2021	809	1,085	128	58	441
	2022	911	1,222	144	65	496
	2023	944	1,267	149	68	514
	2024	944	1,267	149	68	514
	2025	944	1,267	149	68	514

## **Real Estate Impact**

This particular impact is a different way to measure the economic influence that Project Celebrity might have on a community. As the following Real Estate Impact report shows, the impact is estimated by looking at the number of jobs supported directly and indirectly in the various industries influenced by Project Celebrity and translating that number into square footage by land use for eight different land use categories.

Keep in mind that this is simply an order-of-magnitude estimate. This square footage could be new, or it might be available vacant space, depending on current market conditions.

The Real Estate Impact report also shows the Total Housing Units that might be occupied by families of employees of Project Celebrity, as well as employees at supported supplier and consumer businesses. Again, these homes may be new or existing in the study area.

Exhibit 2 – Project Celebrity Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System - Real Estate Impact**

**Operation of Project Celebrity on Tucson**

Year	Non-Residential Square Footage by Type									Total Non-Res. Square Feet	Total Housing Units
	Hotel	Retail	Office	Industrial	Hospital	Utilities	Government	Schools	Other		
2019	0	0	0	0	185,000	0	0	0	0	185,000	0
2020	0	0	0	0	185,000	0	0	0	0	185,000	0
2021	8,547	64,779	163,067	21,271	185,000	130	619	8,416	1,394	453,222	441
2022	9,628	72,976	183,699	23,962	185,000	146	697	9,481	1,570	487,160	496
2023	9,977	75,620	190,355	24,830	185,000	152	722	9,824	1,627	498,108	514
2024	9,977	75,620	190,355	24,830	185,000	152	722	9,824	1,627	498,108	514
2025	9,977	75,620	190,355	24,830	185,000	152	722	9,824	1,627	498,108	514

Prepared by Applied Economics for Sun Corridor Inc.

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project Celebrity. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project Celebrity, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project Celebrity
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

Exhibit 2 – Project Celebrity Economic Impact Study  
**Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts**

**Operation of Project Celebrity on Tucson**

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Direct Impact</b>													
2019	\$23,302	\$0	\$0	na	na	\$213,820	\$0	\$3,250	na	na	\$36,400	na	\$276,772
2020	\$110,842	\$591	\$0	na	na	\$1,017,097	\$5,424	\$116,350	na	na	\$1,303,120	na	\$2,553,424
2021	\$184,199	\$6,988	\$0	na	na	\$1,690,234	\$64,121	\$97,500	na	na	\$1,092,000	na	\$3,135,043
2022	\$184,199	\$7,531	\$0	na	na	\$1,690,234	\$69,101	\$0	na	na	\$0	na	\$1,951,065
2023	\$184,199	\$6,035	\$0	na	na	\$1,690,234	\$55,382	\$0	na	na	\$0	na	\$1,935,851
2024	\$184,199	\$1,051	\$0	na	na	\$1,690,234	\$9,648	\$0	na	na	\$0	na	\$1,885,133
2025	\$184,199	\$1,051	\$0	na	na	\$1,690,234	\$9,648	\$0	na	na	\$0	na	\$1,885,133
<b>Total</b>	\$1,055,138	\$23,248	\$0	na	na	\$9,682,090	\$213,325	\$217,100	na	na	\$2,431,520	na	\$13,622,420
<b>Total Impact</b>													
2019	\$23,302	\$0	\$0	\$0	\$0	\$213,820	\$0	\$3,250	\$0	\$0	\$36,400	\$0	\$276,772
2020	\$110,842	\$591	\$0	\$0	\$0	\$1,017,097	\$5,424	\$116,350	\$0	\$0	\$1,303,120	\$0	\$2,553,424
2021	\$268,666	\$6,988	\$207,649	\$211,618	\$92,042	\$2,822,707	\$64,121	\$163,871	\$97,716	\$72,983	\$1,835,358	\$1,124,976	\$6,968,695
2022	\$279,325	\$7,531	\$233,923	\$238,394	\$103,688	\$2,965,732	\$69,101	\$74,769	\$110,080	\$82,218	\$837,415	\$1,267,461	\$6,269,636
2023	\$282,771	\$6,035	\$242,398	\$247,031	\$107,445	\$3,011,940	\$55,382	\$77,478	\$114,068	\$85,197	\$867,756	\$1,313,386	\$6,410,888
2024	\$282,771	\$1,051	\$242,398	\$247,031	\$107,445	\$3,011,940	\$9,648	\$77,478	\$114,068	\$85,197	\$867,756	\$1,313,386	\$6,360,170
2025	\$282,771	\$1,051	\$242,398	\$247,031	\$107,445	\$3,011,940	\$9,648	\$77,478	\$114,068	\$85,197	\$867,756	\$1,313,386	\$6,360,170
<b>Total</b>	\$1,530,446	\$23,248	\$1,168,767	\$1,191,106	\$518,063	\$16,055,178	\$213,325	\$590,675	\$549,999	\$410,792	\$6,615,562	\$6,332,595	\$35,199,756

Prepared by Applied Economics for Sun Corridor Inc. **Revenues to the City of Tucson listed above exclude the estimated \$1.13 million in construction sales tax that would be reimbursed to the company through the Primary Jobs Incentive.**

## **Construction Impact by Type**

A company that builds a new facility will generate a construction impact. Although this impact is nonrecurring, it may be significant in the year(s) of the construction period and, therefore, should be considered in the overall impact of any project, especially at the local level.

The following Construction Impact report shows the amount of direct, supplier and consumer impacts resulting from local construction expenditures. These include Employment (on a person per year basis); an estimate of Supported Population and Households; calculations of Personal Income or payroll; and Economic Impact or Output, which is the estimated increase in the value of production. Please note that direct output, or that attributed solely to the Project Celebrity project, is equivalent to construction costs.

Exhibit 2 – Project Celebrity Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Celebrity in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	5	\$302,542	\$1,000,000
	2020	192	\$10,831,011	\$35,800,000
	2021	161	\$9,076,266	\$30,000,000
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	2024	0	\$0	\$0
	2025	0	\$0	\$0
	<b>Total:</b>		\$20,209,820	\$66,800,000
<b>Supplier</b>				
	2019	2	\$66,540	\$203,089
	2020	73	\$2,382,144	\$7,270,579
	2021	61	\$1,996,210	\$6,092,664
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	2024	0	\$0	\$0
	2025	0	\$0	\$0
	<b>Total:</b>		\$4,444,894	\$13,566,331

Exhibit 2 – Project Celebrity Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Celebrity in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>	
<b>Consumer</b>	2019	2	\$74,223	\$135,489	
	2020	80	\$2,657,172	\$4,850,517	
	2021	67	\$2,226,680	\$4,064,679	
	2022	0	\$0	\$0	
	2023	0	\$0	\$0	
	2024	0	\$0	\$0	
	2025	0	\$0	\$0	
	<b>Total:</b>			\$4,958,074	\$9,050,685
	<b>Total</b>	2019	10	\$443,305	\$1,338,578
2020		344	\$15,870,326	\$47,921,096	
2021		289	\$13,299,156	\$40,157,343	
2022		0	\$0	\$0	
2023		0	\$0	\$0	
2024		0	\$0	\$0	
2025		0	\$0	\$0	
<b>Total:</b>				\$29,612,788	\$89,417,016

## **General Description for Project Dispatch**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Dispatch. This report includes:

- Start Year - the year the project is expected to begin
- Region - the geographic area used to define the impact area.
- Industry Type - the industry classification that most closely describes Project Dispatch

Because the economic multipliers used in analyzing Project Dispatch are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Dispatch are listed for each year through the end of the specified analysis period.

This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

Exhibit 3 – Project Dispatch Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System - Project Description**

**Project Dispatch in Tucson**

<b>Project Name:</b>	Project Dispatch	<b>Start Year:</b>	2019	<b>Last Update:</b>	11/26/201
<b>Region:</b>	Tucson	<b>Industry Type:</b>	Info Services Software and Data Proc		
		<b>Percent Living In City:</b>	60.2	%	<b>Lease Back:</b> <input type="checkbox"/>

**Annual Project Data**

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	32 \$2,592,000 \$0	\$2,700,000 \$0	\$0 \$0 40,000	\$3,700,000 \$0			\$0
2	32 \$2,592,000 \$0	\$0 \$0	\$0 \$0 40,000	\$0 \$0			\$0
3	32 \$2,592,000 \$0	\$0 \$0	\$0 \$0 40,000	\$0 \$0			\$0
4	32 \$2,592,000 \$0	\$0 \$0	\$0 \$0 40,000	\$0 \$0			\$0
5	32 \$2,592,000 \$0	\$0 \$0	\$0 \$0 40,000	\$0 \$0			\$0

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Dispatch**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Dispatch. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Dispatch itself (the direct impact), as well as the estimated multiplier effects of Project Dispatch on other businesses within Tucson (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Dispatch plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Dispatch and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Dispatch

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Dispatch itself (direct impact), its employees and other supported local businesses (supplier and consumer impact).

Exhibit 3 – Project Dispatch Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**

**Operation of Project Dispatch on Tucson**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	74	\$4,156,428	\$14,280,187	55,609	101	16	40	\$435,166	\$487,663
2020	74	\$4,156,428	\$14,280,187	55,609	101	16	40	\$265,852	\$182,183
2021	74	\$4,156,428	\$14,280,187	55,609	101	16	40	\$264,914	\$182,183
2022	74	\$4,156,428	\$14,280,187	55,609	101	16	40	\$257,736	\$182,183
2023	74	\$4,156,428	\$14,280,187	55,609	101	16	40	\$257,736	\$182,183
<b>Total:</b>		\$20,782,142	\$71,400,937					\$1,481,403	\$1,216,394

Prepared by Applied Economics for Sun Corridor Inc.

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**Exhibit 2 Project Dispatch Economic Impact Study Summary**

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**For the Years: 2019-2023**

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**Jobs and Payroll**

New direct jobs created	32
New direct payroll	\$2,592,000
Average payroll per employee	\$81,000

**Capital Investment**

Value of new construction	\$2,700,000
Value of building purchase	\$0
Value of new equipment purchases	\$3,700,000

**Economic Impact\***

Total value economic impact	\$71,400,937
Total new jobs supported	74
Total new payroll supported	\$20,782,142
Household spending supported	\$17,000,936

**Construction Impact**

Total value construction impact	\$3,777,297
Total new jobs supported	29
Total new payroll supported	\$980,690

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$901,228
Sales	\$302,097
State Shared Revenues	\$197,573
HURF's	\$80,506

**State Taxes**

Sales	\$666,258
Personal Income	\$550,136

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2023. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Dispatch itself; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Dispatch and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Dispatch project.
  
- Total Population, School-Age Population (grade school and high school) and Households - all three variables represent the number of people that are supported directly and indirectly by Project Dispatch. It is important to note that the people in this section of the table may or may not be new to the area.
  
- Payroll Impact - the payroll directly generated by Project Dispatch. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Dispatch.
  
- Economic Impact - the estimated increase in value of production or demand directly generated by Project Dispatch, as well as at other local businesses as a result of Project Dispatch.

Exhibit 3 – Project Dispatch Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Dispatch in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>	
<b>Direct</b>	2019	32	\$2,592,000	\$9,301,949	
	2020	32	\$2,592,000	\$9,301,949	
	2021	32	\$2,592,000	\$9,301,949	
	2022	32	\$2,592,000	\$9,301,949	
	2023	32	\$2,592,000	\$9,301,949	
	<b>Total:</b>			\$12,960,000	\$46,509,747
	<b>Supplier</b>	2019	23	\$890,594	\$2,713,139
2020		23	\$890,594	\$2,713,139	
2021		23	\$890,594	\$2,713,139	
2022		23	\$890,594	\$2,713,139	
2023		23	\$890,594	\$2,713,139	
<b>Total:</b>				\$4,452,968	\$13,565,697
<b>Consumer</b>		2019	19	\$673,835	\$2,265,099
	2020	19	\$673,835	\$2,265,099	
	2021	19	\$673,835	\$2,265,099	
	2022	19	\$673,835	\$2,265,099	
	2023	19	\$673,835	\$2,265,099	
	<b>Total:</b>			\$3,369,174	\$11,325,493

Exhibit 3 – Project Dispatch Economic Impact Study

**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Dispatch in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>				
	2019	74	\$4,156,428	\$14,280,187
	2020	74	\$4,156,428	\$14,280,187
	2021	74	\$4,156,428	\$14,280,187
	2022	74	\$4,156,428	\$14,280,187
	2023	74	\$4,156,428	\$14,280,187
	<b>Total:</b>		\$20,782,142	\$71,400,937

## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments. As household income increases, the share that is spent decreases.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Exhibit 3 – Project Dispatch Economic Impact Study

### Project Dispatch

Spending Type	Year:	2019	Amount	Spending Type	Year:	2020	Amount	Spending Type	Year:	2021	Amount
<b>Local Retail &amp; Services</b>			<b>\$965,653</b>	<b>Local Retail &amp; Services</b>			<b>\$965,653</b>	<b>Local Retail &amp; Services</b>			<b>\$965,653</b>
Groceries			\$282,216	Groceries			\$282,216	Groceries			\$282,216
Restaurants & Bars			\$180,210	Restaurants & Bars			\$180,210	Restaurants & Bars			\$180,210
Personal Services			\$27,201	Personal Services			\$27,201	Personal Services			\$27,201
Other Household Expenses			\$40,802	Other Household Expenses			\$40,802	Other Household Expenses			\$40,802
Housekeeping Supplies			\$44,202	Housekeeping Supplies			\$44,202	Housekeeping Supplies			\$44,202
Gas & Motor Oil			\$183,610	Gas & Motor Oil			\$183,610	Gas & Motor Oil			\$183,610
Vehicle Repairs			\$47,603	Vehicle Repairs			\$47,603	Vehicle Repairs			\$47,603
Drugs			\$34,002	Drugs			\$34,002	Drugs			\$34,002
Medical Supplies			\$6,800	Medical Supplies			\$6,800	Medical Supplies			\$6,800
Personal Care Products			\$40,802	Personal Care Products			\$40,802	Personal Care Products			\$40,802
Tobacco Products			\$20,401	Tobacco Products			\$20,401	Tobacco Products			\$20,401
Misc Services			\$57,803	Misc Services			\$57,803	Misc Services			\$57,803
<b>Regional Retail &amp; Services</b>			<b>\$741,241</b>	<b>Regional Retail &amp; Services</b>			<b>\$741,241</b>	<b>Regional Retail &amp; Services</b>			<b>\$741,241</b>
Home repairs & maintenance			\$78,204	Home repairs & maintenance			\$78,204	Home repairs & maintenance			\$78,204
Home furnishings & appliances			\$108,806	Home furnishings & appliances			\$108,806	Home furnishings & appliances			\$108,806
Apparel & shoes			\$122,407	Apparel & shoes			\$122,407	Apparel & shoes			\$122,407
New cars and trucks			\$88,405	New cars and trucks			\$88,405	New cars and trucks			\$88,405
Used cars and trucks			\$88,405	Used cars and trucks			\$88,405	Used cars and trucks			\$88,405
Other vehicles			\$10,201	Other vehicles			\$10,201	Other vehicles			\$10,201
Medical services			\$47,603	Medical services			\$47,603	Medical services			\$47,603
Entertainment fees & admission			\$71,404	Entertainment fees & admission			\$71,404	Entertainment fees & admission			\$71,404
Audio visual equipment			\$71,404	Audio visual equipment			\$71,404	Audio visual equipment			\$71,404
Pets, toys, hobbies			\$54,403	Pets, toys, hobbies			\$54,403	Pets, toys, hobbies			\$54,403
<b>Non-Site Based Expenditures</b>			<b>\$1,693,293</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,693,293</b>	<b>Non-Site Based Expenditures</b>			<b>\$1,693,293</b>
Mortgage expenses			\$258,414	Mortgage expenses			\$258,414	Mortgage expenses			\$258,414
Property taxes			\$119,007	Property taxes			\$119,007	Property taxes			\$119,007
Housing rent			\$231,213	Housing rent			\$231,213	Housing rent			\$231,213
Utilities			\$248,214	Utilities			\$248,214	Utilities			\$248,214
Vehicle finance charges			\$20,401	Vehicle finance charges			\$20,401	Vehicle finance charges			\$20,401
Vehicle insurance			\$74,804	Vehicle insurance			\$74,804	Vehicle insurance			\$74,804
Vehicle licenses			\$30,602	Vehicle licenses			\$30,602	Vehicle licenses			\$30,602
Public transportation			\$34,002	Public transportation			\$34,002	Public transportation			\$34,002
Health insurance			\$112,206	Health insurance			\$112,206	Health insurance			\$112,206
Life insurance			\$20,401	Life insurance			\$20,401	Life insurance			\$20,401
Education			\$71,404	Education			\$71,404	Education			\$71,404
Cash contributions			\$115,606	Cash contributions			\$115,606	Cash contributions			\$115,606
Pensions			\$357,020	Pensions			\$357,020	Pensions			\$357,020
<b>TOTAL:</b>			<b>\$3,400,187</b>	<b>TOTAL:</b>			<b>\$3,400,187</b>	<b>TOTAL:</b>			<b>\$3,400,187</b>

# Total Household Spending Impact

## Exhibit 3 – Project Dispatch Economic Impact Study

### Project Dispatch

Spending Type	Year: 2022	Amount	Spending Type	Year: 2023	Amount
<b>Local Retail &amp; Services</b>		<b>\$965,653</b>	<b>Local Retail &amp; Services</b>		<b>\$965,653</b>
Groceries		\$282,216	Groceries		\$282,216
Restaurants & Bars		\$180,210	Restaurants & Bars		\$180,210
Personal Services		\$27,201	Personal Services		\$27,201
Other Household Expenses		\$40,802	Other Household Expenses		\$40,802
Housekeeping Supplies		\$44,202	Housekeeping Supplies		\$44,202
Gas & Motor Oil		\$183,610	Gas & Motor Oil		\$183,610
Vehicle Repairs		\$47,603	Vehicle Repairs		\$47,603
Drugs		\$34,002	Drugs		\$34,002
Medical Supplies		\$6,800	Medical Supplies		\$6,800
Personal Care Products		\$40,802	Personal Care Products		\$40,802
Tobacco Products		\$20,401	Tobacco Products		\$20,401
Misc Services		\$57,803	Misc Services		\$57,803
<b>Regional Retail &amp; Services</b>		<b>\$741,241</b>	<b>Regional Retail &amp; Services</b>		<b>\$741,241</b>
Home repairs & maintenance		\$78,204	Home repairs & maintenance		\$78,204
Home furnishings & appliances		\$108,806	Home furnishings & appliances		\$108,806
Apparel & shoes		\$122,407	Apparel & shoes		\$122,407
New cars and trucks		\$88,405	New cars and trucks		\$88,405
Used cars and trucks		\$88,405	Used cars and trucks		\$88,405
Other vehicles		\$10,201	Other vehicles		\$10,201
Medical services		\$47,603	Medical services		\$47,603
Entertainment fees & admission		\$71,404	Entertainment fees & admission		\$71,404
Audio visual equipment		\$71,404	Audio visual equipment		\$71,404
Pets, toys, hobbies		\$54,403	Pets, toys, hobbies		\$54,403
<b>Non-Site Based Expenditures</b>		<b>\$1,693,293</b>	<b>Non-Site Based Expenditures</b>		<b>\$1,693,293</b>
Mortgage expenses		\$258,414	Mortgage expenses		\$258,414
Property taxes		\$119,007	Property taxes		\$119,007
Housing rent		\$231,213	Housing rent		\$231,213
Utilities		\$248,214	Utilities		\$248,214
Vehicle finance charges		\$20,401	Vehicle finance charges		\$20,401
Vehicle insurance		\$74,804	Vehicle insurance		\$74,804
Vehicle licenses		\$30,602	Vehicle licenses		\$30,602
Public transportation		\$34,002	Public transportation		\$34,002
Health insurance		\$112,206	Health insurance		\$112,206
Life insurance		\$20,401	Life insurance		\$20,401
Education		\$71,404	Education		\$71,404
Cash contributions		\$115,606	Cash contributions		\$115,606
Pensions		\$357,020	Pensions		\$357,020
<b>TOTAL:</b>		<b>\$3,400,187</b>	<b>TOTAL:</b>		<b>\$3,400,187</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Dispatch as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Dispatch

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

Exhibit 3 – Project Dispatch Economic Impact Summary

**Sun Corridor Inc. Regional Project Assessment System**

**Demographic Impact by Type**

**Operation of Project Dispatch in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	32	44	5	2	17
	2020	32	44	5	2	17
	2021	32	44	5	2	17
	2022	32	44	5	2	17
	2023	32	44	5	2	17
<b>Supplier</b>	2019	23	32	3	2	13
	2020	23	32	3	2	13
	2021	23	32	3	2	13
	2022	23	32	3	2	13
	2023	23	32	3	2	13
<b>Consumer</b>	2019	19	25	3	1	10
	2020	19	25	3	1	10
	2021	19	25	3	1	10
	2022	19	25	3	1	10
	2023	19	25	3	1	10
<b>Total</b>	2019	74	101	11	5	40
	2020	74	101	11	5	40
	2021	74	101	11	5	40
	2022	74	101	11	5	40
	2023	74	101	11	5	40

## **Real Estate Impact**

This particular impact is a different way to measure the economic influence that Project Dispatch might have on a community. As the following Real Estate Impact report shows, the impact is estimated by looking at the number of jobs supported directly and indirectly in the various industries influenced by Project Dispatch and translating that number into square footage by land use for eight different land use categories.

Keep in mind that this is simply an order-of-magnitude estimate. This square footage could be new, or it might be available vacant space, depending on current market conditions.

The Real Estate Impact report also shows the Total Housing Units that might be occupied by families of employees of Project Dispatch, as well as employees at supported supplier and consumer businesses. Again, these homes may be new or existing in the study area.

Exhibit 3 – Project Dispatch Economic Impact Summary

**Sun Corridor Inc. Regional Project Assessment System - Real Estate Impact**  
**Operation of Project Dispatch on Tucson**

Year	Non-Residential Square Footage by Type									Total Non-Res. Square Feet	Total Housing Units
	Hotel	Retail	Office	Industrial	Hospital	Utilities	Government	Schools	Other		
2019	1,656	7,966	40,000	2,034	185	21	471	2,810	465	55,609	40
2020	1,656	7,966	40,000	2,034	185	21	471	2,810	465	55,609	40
2021	1,656	7,966	40,000	2,034	185	21	471	2,810	465	55,609	40
2022	1,656	7,966	40,000	2,034	185	21	471	2,810	465	55,609	40
2023	1,656	7,966	40,000	2,034	185	21	471	2,810	465	55,609	40

Prepared by Applied Economics for Sun Corridor Inc.

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project Dispatch. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project Dispatch, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project Dispatch
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

Exhibit 3 – Project Dispatch Economic Impact Summary  
**Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts**

**Operation of Project Dispatch on Tucson**

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Direct Impact</b>													
2019	\$5,041	\$788	\$141,830	na	na	\$48,227	\$7,537	\$27,275	na	na	\$305,480	na	\$536,179
2020	\$5,041	\$768	\$0	na	na	\$48,227	\$7,348	\$0	na	na	\$0	na	\$61,385
2021	\$5,041	\$679	\$0	na	na	\$48,227	\$6,498	\$0	na	na	\$0	na	\$60,447
2022	\$5,041	\$0	\$0	na	na	\$48,227	\$0	\$0	na	na	\$0	na	\$53,269
2023	\$5,041	\$0	\$0	na	na	\$48,227	\$0	\$0	na	na	\$0	na	\$53,269
<b>Total</b>	\$25,207	\$2,235	\$141,830	na	na	\$241,137	\$21,384	\$27,275	na	na	\$305,480	na	\$764,548
<b>Total Impact</b>													
2019	\$13,350	\$788	\$161,986	\$21,318	\$8,812	\$162,171	\$7,537	\$33,717	\$18,197	\$7,289	\$377,636	\$110,027	\$922,829
2020	\$13,350	\$768	\$20,156	\$21,318	\$8,812	\$162,171	\$7,348	\$6,442	\$18,197	\$7,289	\$72,156	\$110,027	\$448,035
2021	\$13,350	\$679	\$20,156	\$21,318	\$8,812	\$162,171	\$6,498	\$6,442	\$18,197	\$7,289	\$72,156	\$110,027	\$447,096
2022	\$13,350	\$0	\$20,156	\$21,318	\$8,812	\$162,171	\$0	\$6,442	\$18,197	\$7,289	\$72,156	\$110,027	\$439,919
2023	\$13,350	\$0	\$20,156	\$21,318	\$8,812	\$162,171	\$0	\$6,442	\$18,197	\$7,289	\$72,156	\$110,027	\$439,919
<b>Total</b>	\$66,751	\$2,235	\$242,609	\$106,588	\$44,062	\$810,857	\$21,384	\$59,487	\$90,985	\$36,444	\$666,258	\$550,136	\$2,697,797

Prepared by Applied Economics for Sun Corridor Inc.

**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>December</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	1203	1203
Number of Jobs in Targeted Industries	818	818
Number of Qualified Prospects	6	44
Earned Media Reach	297,000	2,579,198

**2. High wage job development/sales and marketing AND: Capacity development/improve competitiveness**

A. Lead two site selection executive missions

1. Mission 1 – No update
2. Mission 2 – No update

B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum

1. Canada Mission – SCI staff decided to focus efforts in Montreal rather than Ottawa (as previously reported) and will be planning a trip in Q1 2019.
2. Other FDI
  - a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.
  - b. November 15, 2018 - Coordination of Sun Corridor Inc and ACA FDI strategy. Strategy session on 2019 and 2020 efforts.
  - c. November 30, 2018 - Staff attended a webinar hosted by BCI Global and Conway Inc. on Foreign Direct Investment – How to Win High Tech Manufacturing projects and R&D Centers from European Companies.

- d. December 14, 2018 – SCI staff met with Seth Isenberg of Select USA, US Department of Commerce, on a variety of topics, including how USDC can help with client research, as well as the annual Select USA event in the summer.

C. Other Marketing and Sales Trips

- 1. December 3-5, 2018 – Area Development Site Consultant Forum held in Miami brings together site selectors to discuss trends, hot topics, and provide networking opportunities between site selectors and economic developers.

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14
Celebrity	October 10
Buckshot	October 15
Honour	October 16
Soccer	October 18
Wilma	October 19
Pilot	November 1
Wilma	November 6
Soccer	November 19
Cactus	November 20
Leonardo	November 20
Ping	December 11
Hecker	December 19

<u>C. WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10
WIB – Board Meeting	October 12
WIB – Board Meeting	November 8
WIB – Annual Meeting	December 14
WIB – Planning Committee	December 20

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>
48	July
Celebrity Brown <sup>1</sup>	July
Beet	September
	November

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

<u>A. Pima County Activity</u>	<u>Date</u>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Aug. 16
Economic Development Team (EDT) meeting	Aug. 16
Economic Development Team (EDT) meeting	Oct. 11
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Dec. 13
<u>B. Pima Association of Government Activity</u>	<u>Date</u>
PAG Economic Vitality Meeting	Aug. 29
PAG Economic Vitality Meeting	Nov. 27
<u>C. Other (See Exhibit 1 for brief description)</u>	<u>Date</u>
Oro Valley Economic Development Department meeting	Aug. 10
City of Tucson Incentives Discussion meeting	Sept. 4
Metropolitan Education Commission “Key 2 Employment”	Sept. 19
Oro Valley Accelerator Client Visit	Oct. 29
Greater Tucson Leadership Economic Development Day	Nov. 8
Metropolitan Education Commission “Key 2 Employment”	Nov. 20
Smart Vehicle, Intelligent Transportation Meeting	Nov. 26
Southeast AZ Economic Development – Opportunity Zones	Nov. 27
Southern AZ Economic Development Quarterly Meeting	Dec. 13
ACA Business Attraction Team	Dec. 18

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<sup>1</sup> Certain information has been excluded from this report, per the client's request.

6. **Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

8. **Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report                      Attachment A  
See Success Report                      Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report                      Attachment C

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

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

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

Exhibits

Exhibit 1 – Description of Regional Meetings

**Attachment A - External Pipeline  
December 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead Source	Date Added to Pipeline	Owner Name
1718023	Prospect	Rigid	Other	Manufacturing	450	\$ 43,011	ACA	09-Oct-17	Susan Dumon
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	26-Feb-18	Susan Dumon
1718064	Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$ 60,000	ACA	13-Mar-18	Susan Dumon
1718072	Prospect	Loyal	Aerospace & Defense	Other			Regional Partner	04-May-18	Daniela Gallagher
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	07-Jun-18	Susan Dumon
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	12-Jun-18	Daniela Gallagher
1819001	Prospect	Falcon 7	Aerospace & Defense	Manufacturing	50		Regional Partner	03-Jul-18	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	03-Jul-18	Daniela Gallagher
1819003	Prospect	Prime	Bioscience	R&D			ACA	03-Jul-18	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	12-Jul-18	Susan Dumon
1819010	Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	13-Jul-18	Susan Dumon
1819011	Prospect	Open	Software	Advanced Business Services	20		Regional Partner	17-Jul-18	Daniela Gallagher
1819012	Prospect	Nichols	Aerospace & Defense	Other	12	\$ 56,717	Regional Partner	17-Jul-18	Susan Dumon
1819015	Prospect	Aglet	Bioscience	R&D			Company	07-Aug-18	Daniela Gallagher
1819018	Prospect	Hayes	Healthcare	Back Office - Call Center (Enterprise)	1000	\$ 42,640	Site Selector	15-Aug-18	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	16-Aug-18	Daniela Gallagher
1819025	Prospect	SSC Operations	Financial Services/Insurance	Advanced Business Services - Shared Services Center	1000		ACA	17-Sep-18	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	19-Sep-18	Daniela Gallagher
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	27-Sep-18	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	24-Sep-18	Susan Dumon
1819029	Prospect	Lucky	Other	Advanced Business Services			Company	25-Sep-18	Daniela Gallagher
1819030	Prospect	Honour	Other	Advanced Business Services			Site Selector	27-Sep-18	Daniela Gallagher
1819031	Prospect	Runway	Aerospace & Defense	Other			Site Selector	27-Sep-18	Daniela Gallagher
1819032	Prospect	Lakeside	Consumer Products	Manufacturing	100		Site Selector	03-Oct-18	Daniela Gallagher
1819034	Prospect	Seahawk	Other	Manufacturing			Site Selector	12-Oct-18	Susan Dumon
1819035	Prospect	Harp	Other	Back Office - Call Center (Enterprise)			Site Selector	26-Oct-18	Susan Dumon
1819037	Prospect	Soccer	Other	Other			Company	30-Oct-18	Susan Dumon
1819038	Prospect	Drink	Consumer Products	Manufacturing	45		ACA	19-Nov-18	Daniela Gallagher
<b>1819039</b>	<b>Prospect</b>	<b>Navigator</b>	<b>Transportation &amp; Logistics</b>	<b>Back Office - Call Center (Enterprise)</b>		<b>\$ 30,000</b>	<b>Site Selector</b>	<b>03-Dec-18</b>	<b>Daniela Gallagher</b>
<b>1819040</b>	<b>Prospect</b>	<b>Allison</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>100</b>		<b>Regional Partner</b>	<b>11-Dec-18</b>	<b>Daniela Gallagher</b>
<b>1819041</b>	<b>Prospect</b>	<b>EMS</b>	<b>Aerospace &amp; Defense</b>	<b>Advanced Business Services</b>			<b>Regional Partner</b>	<b>11-Dec-18</b>	<b>Daniela Gallagher</b>
<b>1819042</b>	<b>Prospect</b>	<b>After Night</b>	<b>Other</b>	<b>Back Office - Call Center (3rd Party)</b>			<b>Regional Partner</b>	<b>11-Dec-18</b>	<b>Daniela Gallagher</b>
<b>1819043</b>	<b>Prospect</b>	<b>Curtain</b>	<b>Other</b>	<b>Manufacturing</b>			<b>Regional Partner</b>	<b>17-Dec-18</b>	<b>Susan Dumon</b>
<b>1819044</b>	<b>Prospect</b>	<b>Hecker</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>	<b>200</b>	<b>\$ 75,000</b>	<b>SCI Board Member</b>	<b>19-Dec-18</b>	<b>Susan Dumon</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	29-Apr-16	Daniela Gallagher
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	\$ 47,870	Company	13-Jun-17	Daniela Gallagher
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	15-Jul-17	Susan Dumon
1718010	Client	Em	Aerospace & Defense	Manufacturing	30		Company	02-Aug-17	Daniela Gallagher
1718018	Client	Cross	Other	Advanced Business Services			Company	05-Sep-17	Susan Dumon
1718034	Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$ 36,099	ACA	20-Nov-17	Susan Dumon
1718036	Client	Chicago	Bioscience	Advanced Business Services	142		Site Selector	28-Nov-17	Daniela Gallagher
1718039	Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	20-Dec-17	Daniela Gallagher
1718041	Client	Buckshot	Consumer Products	Manufacturing	491	\$ 37,415	Local Broker	02-Jan-18	Susan Dumon
1718044	Client	Help - MHC Marana Health Center	Healthcare	Advanced Business Services - HQ	100		Company	09-Jan-18	Daniela Gallagher

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

**Attachment A - External Pipeline  
December 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Date Added to Pipeline	Owner Name
1718085	Client	Health	Healthcare	Other	50	\$ 55,000	ACA	12-Jun-18	Susan Dumon
1718090	Client	Ping	Aerospace & Defense	Manufacturing	600	\$ 85,000	SCI Board Member	13-Jun-18	Daniela Gallagher
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	12-Jul-18	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	23-Jul-18	Susan Dumon
1819019	Client	PR	Other	Manufacturing	50		Regional Partner	17-Aug-18	Daniela Gallagher
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	30-Oct-18	Susan Dumon
1718060	Short-List	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	32	\$ 81,000	ACA	28-Feb-18	Susan Dumon
1718063	Short-List	Celebrity	Healthcare	Other	595	\$ 68,875	SCI Board Member	06-Mar-18	Susan Dumon
1819016	Short-List	Cactus	Transportation & Logistics	Distribution Center	300		Company	10-Aug-18	Daniela Gallagher
1819021	Short-List	Aloha	Financial Services/Insurance	Advanced Business Services			Regional Partner	28-Aug-18	Daniela Gallagher
1819024	Short-List	Big Sky	Healthcare	Other	63	\$ 30,733	Company	27-Aug-18	Susan Dumon
1819033	Short-List	Pilot	Aerospace & Defense	Other	74	\$ 40,716	Regional Partner	10-Oct-18	Daniela Gallagher

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

**Attachment B - Success Report  
December 2018**

SCI Number	Opportunity Name	Organization	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	Date Closed (Actual)
1718035	Treasure	Texas Instruments	Other	R&D	Direct	Texas	125,000	35	\$ 143,000	\$ 41,555,000	Susan Dumon	15-Aug-18
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$ 56,821	\$ 2,176,900	Susan Dumon	27-Aug-18
1819023	Brown	TuSimple - Tucson	Transportation & Logistics	Industrial - Other	Direct	Arizona		500	\$ 76,200	CONFIDENTIAL	Susan Dumon	12-Sep-18
1718065	Beet	Imperfect Produce	Consumer Products	Back Office - Call Center (Enterprise)	Direct	California	19,000 - 46,000	350	\$ 31,513	\$ 700,000	Daniela Gallagher	5-Nov-18
<b>TOTAL</b>								<b>1203</b>	<b>\$60,020</b>	<b>\$44,431,900</b>		

**\*\*New Successes for the month are in BOLD**

**Attachment C - Pima County Property Report  
December 2018**

SCI Number	Current Pipeline	Opportunity Name	Industry	Operation Type	Total Jobs 5 years	Average Annual Salary	Lead_Source	Pima County Properties	Date Added to Pipeline	Owner Name
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	Aerospace Research Campus	07-Jun-18	Susan Dumon
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	Aerospace Research Campus;Other	19-Sep-18	Daniela Gallagher
1819037	Prospect	Soccer	Other	Other			Company	Kino Sports Complex	30-Oct-18	Susan Dumon
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	\$ 47,870	Company	Aerospace Research Campus	13-Jun-17	Daniela Gallagher
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	75 E Broadway Rd	15-Jul-17	Susan Dumon

**\*\*New Opportunities are in BOLD**

**Attachment D - ACA Pipeline Report  
December 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Date Added to Pipeline	Owner Name
1718023	Prospect	Rigid	Other	Manufacturing	450	\$ 43,011	ACA	09-Oct-17	Susan Dumon
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	26-Feb-18	Susan Dumon
1718064	Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$ 60,000	ACA	13-Mar-18	Susan Dumon
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	07-Jun-18	Susan Dumon
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	12-Jun-18	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	03-Jul-18	Daniela Gallagher
1819003	Prospect	Prime	Bioscience	R&D			ACA	03-Jul-18	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	12-Jul-18	Susan Dumon
1819010	Prospect	Wasson	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	13-Jul-18	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	16-Aug-18	Daniela Gallagher
1819025	Prospect	SSC Operations	Financial Services/Insurance	Advanced Business Services - Shared Services Center	1000		ACA	17-Sep-18	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	19-Sep-18	Daniela Gallagher
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	27-Sep-18	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	24-Sep-18	Susan Dumon
1819038	Prospect	Drink	Consumer Products	Manufacturing	45		ACA	19-Nov-18	Daniela Gallagher
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	29-Apr-16	Daniela Gallagher
1718034	Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$ 36,099	ACA	20-Nov-17	Susan Dumon
1718085	Client	Health	Healthcare	Other	50	\$ 55,000	ACA	12-Jun-18	Susan Dumon
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	12-Jul-18	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	23-Jul-18	Susan Dumon
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	30-Oct-18	Susan Dumon
1718060	Short-List	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	32	\$ 81,000	ACA	28-Feb-18	Susan Dumon

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

**Attachment E - ACA Success Report  
December 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$ 56,821	\$ 2,176,900	Susan Dumon

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

**Attachment F - ACA Closed.Lost Report  
December 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	State Reason	Date Closed
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50,000	50	\$ 62,000	\$ 5,000,000	Susan Dumon	Project Canceled	20-Aug-18
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300,000	150	\$ 53,000	\$ 30,000,000	Susan Dumon	Client Unresponsive	20-Aug-18
1718048	Sonne	Renewable & Mining Tec	Manufacturing	ACA	Arizona					Daniela Gallagher	Project Canceled	19-Sep-18
1718069	NOCO	Automotive	Manufacturing	ACA	Unknown	150,000	180	\$ 61,432	\$ 10,600,000	Susan Dumon	Client Unresponsive	02-Oct-18
<b>1718050</b>	<b>Neiman</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Unknown</b>		<b>200</b>			<b>Daniela Gallagher</b>	<b>Unknown</b>	<b>06-Dec-18</b>
<b>1819014</b>	<b>Green</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Colorado</b>	<b>175,000</b>	<b>700</b>	<b>\$ 29,320</b>	<b>\$ 24,000,000</b>	<b>Susan Dumon</b>	<b>Other - See Other Inf</b>	<b>10-Dec-18</b>

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

## **Exhibit 1 – Description of Regional Meetings**

### **Oro Valley Economic Development Department Meeting**

Daniela Gallagher and Susan Dumon met with JJ Johnston, Economic Development Director for Oro Valley to discuss economic development efforts in Oro Valley, as part of the director's effort to interview key stakeholders. Staff explained Sun Corridor Inc.'s process for working with prospects and how we can best work together.

### **City of Tucson Incentives Discussion**

David Welsh and Susan Dumon met with Tucson City Manager, Mike Ortega, and Mike Czechowski, Economic Development Manager, to discuss the Primary Jobs Incentive Program application and approval process, as several large projects are on the horizon that may meet program criteria.

### **Metropolitan Education Commission “Key 2 Employment”**

Daniela Gallagher was appointed to the Metropolitan Education Commission and will be serving her first term. Primary function of the Commission is to advocate, communicate and collaborate for the common purpose of enhancing the educational welfare of the citizens of the City of Tucson and Pima County.

### **Oro Valley Accelerator Client Visit**

Daniela Gallagher met with members of the Oro Valley Accelerator initiative and a potential client for the facility. The meeting was attended by Paul August, City Manager Mary Jacobs, and Oro Valley Economic Development Director JJ Johnson.

### **Greater Tucson Leadership Economic Development Day**

Greater Tucson Leadership (GTL) is a non-profit, non-partisan leadership organization dedicated to providing leadership education, community development and civic engagement for the overall care of and commitment to Tucson. Sun Corridor Inc. annually participates in “Economic Development Day”. Susan Dumon provided an overview of Sun Corridor Inc. and an economic development 101 training to the class of participants.

### **Smart Vehicle, Intelligent Transportation Meeting**

A collaboration of community partners led by Tech Parks Arizona to discuss issues related to smart vehicles/transportation. Additionally, this group is planning an event to bring the industry and community together. Susan Dumon recently joined the group.

### **Southeast AZ Economic Development – Opportunity Zones**

Southeast AZ Economic Development group represents economic developers from throughout Cochise, Graham and Greenlee Counties. The group routinely meets to

work together on regional issues impacting their respective communities. Susan Dumon was asked to present information on Opportunity Zones, along with the ACA and an SpencerFane, a law office from Phoenix.

**ACA Business Attraction Team**

Daniela Gallagher met with the Business Attraction team of the Arizona Commerce Authority. The new team members have learned about assets in Southern Arizona that differentiate the community to the rest of the state.

**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>November</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	350	1203
Number of Jobs in Targeted Industries	818	818
Number of Qualified Prospects	1	38
Earned Media Reach	600,000	2,282,198

**2. High wage job development/sales and marketing AND; Capacity development/improve competitiveness**

A. Lead two site selection executive missions

1. Mission 1 – No update
2. Mission 2 – No update

B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum

1. Canada Mission – SCI staff decided to focus efforts in Montreal rather than Ottawa (as previously reported) and will be planning a trip in Q1 2019.
2. Other FDI
  - a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.
  - b. November 15, 2018 - Coordination of Sun Corridor Inc and ACA FDI strategy. Strategy session on 2019 and 2020 efforts.
  - c. November 30, 2018 - Staff attended a webinar hosted by BCI Global and Conway Inc. on Foreign Direct Investment – How to Win High Tech Manufacturing projects and R&D Centers from European Companies.

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14
Celebrity	October 10
Buckshot	October 15
Honour	October 16
Soccer	October 18
Wilma	October 19
Pilot	November 1
Wilma	November 6
Soccer	November 19
Cactus	November 20
Leonardo	November 20

C. WIB Activity

<u>WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10
WIB – Board Meeting	October 12
WIB – Board Meeting	November 8

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>
48	July
Celebrity	July
Brown <sup>1</sup>	September

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<sup>1</sup> Certain information has been excluded from this report, per the client's request.

Project Name  
 Beet

Month Reported  
 November

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

A. <u>Pima County Activity</u>	<u>Date</u>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	Aug. 16
Economic Development Team (EDT) meeting	Aug. 16
Economic Development Team (EDT) meeting	Oct. 11
B. <u>Pima Association of Government Activity</u>	<u>Date</u>
PAG Economic Vitality Meeting	Aug. 29
PAG Economic Vitality Meeting	Nov. 27
C. <u>Other</u>	<u>Date</u>
Oro Valley Economic Development Department meeting	Aug. 10
City of Tucson Incentives Discussion meeting	Sept. 4
Metropolitan Education Commission “Key 2 Employment”	Sept. 19
Oro Valley Accelerator Client Visit	Oct. 29
Greater Tucson Leadership Economic Development Day	Nov. 8
Metropolitan Education Commission “Key 2 Employment”	Nov. 20
Smart Vehicle, Intelligent Transportation Meeting	Nov. 26
Southeast AZ Economic Development – Opportunity Zones	Nov. 27

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report                      Attachment A  
See Success Report                      Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report                      Attachment C

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

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

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 A - External Pipeline  
November 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead Source	Date Added to Pipeline	Owner Name
1718023	Prospect	Rigid	Other	Manufacturing	450	\$ 43,011	ACA	09-Oct-17	Susan Dumon
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	26-Feb-18	Susan Dumon
1718064	Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$ 60,000	ACA	13-Mar-18	Susan Dumon
1718072	Prospect	Loyal	Aerospace & Defense	Other			Regional Partner	04-May-18	Daniela Gallagher
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	07-Jun-18	Susan Dumon
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	12-Jun-18	Daniela Gallagher
1819001	Prospect	Falcon 7	Aerospace & Defense	Manufacturing	50		Regional Partner	03-Jul-18	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	03-Jul-18	Daniela Gallagher
1819003	Prospect	Prime	Bioscience	R&D			ACA	03-Jul-18	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	12-Jul-18	Susan Dumon
1819010	Prospect	B-17	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	13-Jul-18	Susan Dumon
1819011	Prospect	Open	Software	Advanced Business Services	20		Regional Partner	17-Jul-18	Daniela Gallagher
1819012	Prospect	Nichols	Aerospace & Defense	Other	12	\$ 56,717	Regional Partner	17-Jul-18	Susan Dumon
1819015	Prospect	Aglet	Bioscience	R&D			Company	07-Aug-18	Daniela Gallagher
1819018	Prospect	Hayes	Healthcare	Back Office - Call Center (Enterprise)	1000	\$ 42,640	Site Selector	15-Aug-18	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	16-Aug-18	Daniela Gallagher
1819025	Prospect	SSC Operations	Financial Services/Insurance	Advanced Business Services - Shared Services Center	1000		ACA	17-Sep-18	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	19-Sep-18	Daniela Gallagher
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	27-Sep-18	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	24-Sep-18	Susan Dumon
1819029	Prospect	Lucky	Other	Advanced Business Services			Company	25-Sep-18	Daniela Gallagher
1819030	Prospect	Honour	Other	Advanced Business Services			Site Selector	27-Sep-18	Daniela Gallagher
1819031	Prospect	Runway	Aerospace & Defense	Other			Site Selector	27-Sep-18	Daniela Gallagher
1819032	Prospect	Lakeside	Consumer Products	Manufacturing	100		Site Selector	03-Oct-18	Daniela Gallagher
1819034	Prospect	Seahawk	Other	Manufacturing			Site Selector	12-Oct-18	Susan Dumon
1819035	Prospect	Harp	Other	Back Office - Call Center (Enterprise)			Site Selector	26-Oct-18	Susan Dumon
1819037	Prospect	Soccer	Other	Other			Company	30-Oct-18	Susan Dumon
<b>1819038</b>	<b>Prospect</b>	<b>Drink</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>45</b>		<b>ACA</b>	<b>19-Nov-18</b>	<b>Daniela Gallagher</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	29-Apr-16	Daniela Gallagher
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	\$ 47,870	Company	13-Jun-17	Daniela Gallagher
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	15-Jul-17	Susan Dumon
1718010	Client	Em	Aerospace & Defense	Manufacturing	30		Company	02-Aug-17	Daniela Gallagher
1718018	Client	Cross	Other	Advanced Business Services			Company	05-Sep-17	Susan Dumon
1718034	Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$ 36,099	ACA	20-Nov-17	Susan Dumon
1718036	Client	Chicago	Bioscience	Advanced Business Services	142		Site Selector	28-Nov-17	Daniela Gallagher
1718039	Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	20-Dec-17	Daniela Gallagher
1718041	Client	Buckshot	Consumer Products	Manufacturing	252	\$ 37,415	Local Broker	02-Jan-18	Susan Dumon
1718044	Client	Help - MHC Marana Health Center	Healthcare	Advanced Business Services - HQ	100		Company	09-Jan-18	Daniela Gallagher
1718060	Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	32	\$ 81,000	ACA	28-Feb-18	Susan Dumon
1718085	Client	Health	Healthcare	Other	50	\$ 55,000	ACA	12-Jun-18	Susan Dumon
1718090	Client	Ping	Aerospace & Defense	Manufacturing	600	\$ 85,000	SCI Board Membe	13-Jun-18	Daniela Gallagher
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	12-Jul-18	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	23-Jul-18	Susan Dumon
1819019	Client	PR	Other	Manufacturing	50		Regional Partner	17-Aug-18	Daniela Gallagher

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

**Attachment A - External Pipeline  
November 2018**

1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	30-Oct-18	Susan Dumon
1718063	Short-List	Celebrity	Healthcare	Other	595	\$ 68,875	SCI Board Membe	06-Mar-18	Susan Dumon
1819016	Short-List	Cactus	Transportation & Logistics	Distribution Center	300		Company	10-Aug-18	Daniela Gallagher
1819021	Short-List	Aloha	Financial Services/Insurance	Advanced Business Services			Regional Partner	28-Aug-18	Daniela Gallagher
1819024	Short-List	Big Sky	Healthcare	Other	63	\$ 30,733	Company	27-Aug-18	Susan Dumon
1819033	Short-List	Pilot	Aerospace & Defense	Other	74	\$ 40,716	Regional Partner	10-Oct-18	Daniela Gallagher

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

**Attachment B - Success Report  
November 2018**

SCI Number	Opportunity Name	Organization	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	Date Closed (Actual)
1718035	Treasure	Texas Instruments	Other	R&D	Direct	Texas	125,000	35	\$143,000	\$41,555,000	Susan Dumon	15-Aug-18
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1300	318	\$56,821	\$2,176,900	Susan Dumon	27-Aug-18
1819023	Brown	TuSimple - Tucson	Transportation & Logistics	Industrial - Other	Direct	Arizona		500	\$76,200	CONFIDENTIAL	Susan Dumon	12-Sep-18
<b>1718065</b>	<b>Beet</b>	<b>Imperfect Produce</b>	<b>Consumer Products</b>	<b>Back Office - Call Center (Enterprise)</b>	<b>Direct</b>	<b>California</b>	<b>19,000 - 46,000 expanded</b>	<b>350</b>	<b>\$31,513</b>	<b>\$700,000</b>	<b>Daniela Gallagher</b>	<b>5-Nov-18</b>
<b>TOTAL</b>								<b>1203</b>	<b>\$60,020</b>	<b>\$44,431,900</b>		

**\*\*New Successes for the month are in BOLD**

**Attachment C - Pima County Property Report  
November 2018**

SCI Number	Current Pipe	Opportunity N	Industry	Operation Type	Total Jobs	Average Annual Salary	Lead_Source	Pima County Properties	Date Added t	Owner Name
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	Aerospace Research Campus	07-Jun-18	Susan Dumon
1819026	Prospect	Genesis	Other	Other	260	73000	ACA	Aerospace Research Campus;Other	19-Sep-18	Daniela Gallagher
1819037	Prospect	Soccer	Other	Other			Company	Kino Sports Complex	30-Oct-18	Susan Dumon
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	47870	Company	Aerospace Research Campus	13-Jun-17	Daniela Gallagher
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$66,071	Local Broker	75 E Broadway Rd	15-Jul-17	Susan Dumon

**\*\*New Opportunities are in BOLD**

**Attachment D - ACA Pipeline Report  
November 2018**

SCI Number	Current Pip	Opportunity Na	Industry	Operation Type	Total Jobs -	Average Annual Salary	Lead_Source	Date Added to	Owner Name
1718023	Prospect	Rigid	Other	Manufacturing	450	\$ 43,011	ACA	09-Oct-17	Susan Dumon
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	26-Feb-18	Susan Dumon
1718064	Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$ 60,000	ACA	13-Mar-18	Susan Dumon
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	07-Jun-18	Susan Dumon
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	12-Jun-18	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	03-Jul-18	Daniela Gallagher
1819003	Prospect	Prime	Bioscience	R&D			ACA	03-Jul-18	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	12-Jul-18	Susan Dumon
1819010	Prospect	B-17	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	13-Jul-18	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	16-Aug-18	Daniela Gallagher
1819025	Prospect	SSC Operations	Financial Services/Insurance	Advanced Business Services - Shared Services Center	1000		ACA	17-Sep-18	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	19-Sep-18	Daniela Gallagher
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	27-Sep-18	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	24-Sep-18	Susan Dumon
<b>1819038</b>	<b>Prospect</b>	<b>Drink</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>45</b>		<b>ACA</b>	<b>19-Nov-18</b>	<b>Daniela Gallagher</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	29-Apr-16	Daniela Gallagher
1718034	Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$ 36,099	ACA	20-Nov-17	Susan Dumon
1718060	Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	32	\$ 81,000	ACA	28-Feb-18	Susan Dumon
1718085	Client	Health	Healthcare	Other	50	\$ 55,000	ACA	12-Jun-18	Susan Dumon
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	12-Jul-18	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	23-Jul-18	Susan Dumon
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	85	\$ 58,235	ACA	30-Oct-18	Susan Dumon

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

**Attachment E - ACA Success Report  
November 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$ 56,821	\$ 2,176,900	Susan Dumon

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

**Attachment F - ACA Closed.Lost Report  
November 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	State Reason	Date Closed
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50000	50	\$ 62,000	\$ 5,000,000	Susan Dumon	Project Canceled	8/20/18
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300000	150	\$ 53,000	\$ 30,000,000	Susan Dumon	Client Unresponsive	8/20/18
1718048	Sonne	Renewable & Mining Tec	Manufacturing	ACA	Arizona					Daniela Gallagher	Project Canceled	9/19/18
1718069	NOCO	Automotive	Manufacturing	ACA	Unknown	150000	180	\$ 61,432	\$ 10,600,000	Susan Dumon	Client Unresponsive	10/2/18

**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>October</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	0	853
Number of Jobs in Targeted Industries	0	818
Number of Qualified Prospects	6	37
Earned Media Reach	0	1,419,198

**2. High wage job development/sales and marketing AND; Capacity development/improve competitiveness**

A. Lead two site selection executive missions

1. Mission 1 – No update
2. Mission 2 – No update

B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum

1. Canada Mission – SCI staff decided to focus efforts in Montreal rather than Ottawa (as previously reported) and will be planning a trip in Q1 2019.

2. Other FDI

- a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14
Celebrity	October 10
Buckshot	October 15
Honour	October 16
Soccer	October 18
Wilma	October 19

<u>C. WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10
WIB – Board Meeting	October 12

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>
48	July
Celebrity	July
Brown <sup>1</sup>	September

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

<u>A. Pima County Activity</u>	<u>Date</u>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	August 16
Economic Development Team (EDT) meeting	August 16
Economic Development Team (EDT) meeting	Oct. 11
<u>B. Pima Association of Government Activity</u>	<u>Date</u>
PAG Economic Vitality Meeting	August 29
<u>C. Other</u>	<u>Date</u>

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<sup>1</sup> Certain information has been excluded from this report, per the client's request.

Oro Valley Economic Development Department meeting	August 10
City of Tucson Incentives Discussion meeting	Sept. 4
Metropolitan Education Commission “Key 2 Employment”	Sep. 19
Oro Valley Accelerator Client Visit	Oct. 29

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report	Attachment A
See Success Report	Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report	Attachment C
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**3.4.1.4 – Unusual events or items of note. Explanation of benchmark dates not achieved.**

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

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 A - External Pipeline  
October 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead Source	Date Added to Pipeline	Owner Name
1718023	Prospect	Rigid	Other	Manufacturing	450	\$ 43,011	ACA	10/9/2017	Susan Dumon
1718050	Prospect	Neiman	Aerospace & Defense	Manufacturing	200		ACA	2/23/2018	Daniela Gallagher
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	2/26/2018	Susan Dumon
1718064	Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$ 60,000	ACA	3/13/2018	Susan Dumon
1718072	Prospect	Loyal	Aerospace & Defense	Other			Regional Partner	5/4/2018	Daniela Gallagher
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	6/7/2018	Susan Dumon
1718081	Prospect	Vista Point	Other	Advanced Business Services - HQ	120	\$ 35,000	ACA	6/8/2018	Daniela Gallagher
1718084	Prospect	Dragline	Renewable & Mining Technology	Manufacturing	10		Company	6/12/2018	Daniela Gallagher
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	6/12/2018	Daniela Gallagher
1819001	Prospect	Falcon 7	Aerospace & Defense	Manufacturing	50		Regional Partner	7/3/2018	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	7/3/2018	Daniela Gallagher
1819003	Prospect	Prime	Bioscience	R&D			ACA	7/3/2018	Daniela Gallagher
1819007	Prospect	Water	Renewable & Mining Technology	Manufacturing	50		SCI Board Member	7/3/2018	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	7/12/2018	Susan Dumon
1819010	Prospect	B-17	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	7/13/2018	Susan Dumon
1819011	Prospect	Open	Software	Advanced Business Services	20		Regional Partner	7/17/2018	Daniela Gallagher
1819012	Prospect	Nichols	Aerospace & Defense	Other	12	\$ 56,717	Regional Partner	7/17/2018	Susan Dumon
1819014	Prospect	Green	Consumer Products	Manufacturing	700	\$ 29,320	ACA	7/27/2018	Susan Dumon
1819015	Prospect	Aglet	Bioscience	R&D			Company	8/7/2018	Daniela Gallagher
1819017	Prospect	Telford	Renewable & Mining Technology	Manufacturing	800	\$ 53,674	ACA	8/14/2018	Daniela Gallagher
1819018	Prospect	Hayes	Healthcare	Back Office - Call Center (Enterprise)	1000	\$ 42,640	Site Selector	8/15/2018	Susan Dumon
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	8/16/2018	Daniela Gallagher
1819021	Prospect	Aloha	Financial Services/Insurance	Advanced Business Services			Regional Partner	8/28/2018	Daniela Gallagher
1819025	Prospect	SSC Operations	Financial Services/Insurance	Advanced Business Services - Shared Services Center	1000		ACA	9/17/2018	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	9/19/2018	Daniela Gallagher
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	9/27/2018	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	9/24/2018	Susan Dumon
1819029	Prospect	Lucky	Other	Advanced Business Services			Company	9/25/2018	Daniela Gallagher
1819030	Prospect	Honour	Other	Advanced Business Services			Site Selector	9/27/2018	Daniela Gallagher
1819031	Prospect	Runway	Aerospace & Defense	Other			Site Selector	9/27/2018	Daniela Gallagher
<b>1819032</b>	<b>Prospect</b>	<b>Lakeside</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>100</b>		<b>Site Selector</b>	<b>10/3/2018</b>	<b>Daniela Gallagher</b>
<b>1819034</b>	<b>Prospect</b>	<b>Seahawk</b>	<b>Other</b>	<b>Manufacturing</b>			<b>Site Selector</b>	<b>10/12/2018</b>	<b>Susan Dumon</b>
<b>1819035</b>	<b>Prospect</b>	<b>Harp</b>	<b>Other</b>	<b>Back Office - Call Center (Enterprise)</b>			<b>Site Selector</b>	<b>10/26/2018</b>	<b>Susan Dumon</b>
<b>1819036</b>	<b>Prospect</b>	<b>Leonardo</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>65</b>	<b>\$ 65,000</b>	<b>ACA</b>	<b>10/30/2018</b>	<b>Susan Dumon</b>
<b>1819037</b>	<b>Prospect</b>	<b>Soccer</b>	<b>Other</b>	<b>Other</b>			<b>Company</b>	<b>10/30/2018</b>	<b>Susan Dumon</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	4/29/2016	Daniela Gallagher
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	\$ 47,870	Company	6/13/2017	Daniela Gallagher
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	7/15/2017	Susan Dumon
1718010	Client	Em	Aerospace & Defense	Manufacturing	30		Company	8/2/2017	Daniela Gallagher

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

**Attachment A - External Pipeline  
October 2018**

1718018	Client	Cross	Other	Advanced Business Services			Company	9/5/2017	Susan Dumon
1718034	Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$ 36,099	ACA	11/20/2017	Susan Dumon
1718039	Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	12/20/2017	Daniela Gallagher
1718041	Client	Buckshot	Consumer Products	Manufacturing	252	\$ 37,415	Local Broker	1/2/2018	Susan Dumon
1718044	Client	Help - MHC Marana Health Center	Healthcare	Advanced Business Services - HQ	100		Company	1/9/2018	Daniela Gallagher
1718060	Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	45	\$ 60,000	ACA	2/28/2018	Susan Dumon
1718063	Client	Celebrity	Healthcare	Other	595	\$ 68,875	SCI Board Member	3/6/2018	Susan Dumon
1718090	Client	Ping	Aerospace & Defense	Manufacturing	600	\$ 85,000	SCI Board Member	6/13/2018	Daniela Gallagher
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	7/12/2018	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	7/23/2018	Susan Dumon
1819016	Client	Cactus	Transportation & Logistics	Distribution Center	20		Company	8/10/2018	Daniela Gallagher
1819019	Client	PR	Other	Manufacturing	50		Regional Partner	8/17/2018	Daniela Gallagher
1819024	Client	Big Sky	Healthcare	Other	63	\$ 30,733	Company	8/27/2018	Susan Dumon
<b>1819033</b>	<b>Client</b>	<b>Pilot</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>	<b>74</b>	<b>\$ 40,716</b>	<b>Regional Partner</b>	<b>10/10/2018</b>	<b>Susan Dumon</b>
1718036	Short-List	Chicago	Bioscience	Advanced Business Services	142		Site Selector	11/28/2017	Daniela Gallagher
1718065	Short-List	Beet	Consumer Products	Back Office - Call Center (Enterprise)	300	\$ 31,513	Site Selector	3/26/2018	Daniela Gallagher
1718067	Short-List	Intrepid	Renewable & Mining Technology	Manufacturing	173	\$ 37,926	Site Selector	3/29/2018	Susan Dumon
1718085	Short-List	Health	Healthcare	Other	50	\$ 55,000	ACA	6/12/2018	Susan Dumon

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

**Attachment B - Success Report  
October 2018**

SCI Number	Opportunity Name	Organization	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	Date Closed (Actual)
1718035	Treasure	Texas Instruments	Other	R&D	Direct	Texas	125,000	35	\$143,000	\$41,555,000	Susan Dumon	8/15/2018
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$56,821	\$2,176,900	Susan Dumon	8/27/2018
1819023	Brown	TuSimple	Transportation & Logistics	Industrial - Other	Direct	Arizona	-	500	\$76,200	CONFIDENTIAL	Susan Dumon	9/12/2018
<b>TOTAL</b>								<b>853</b>	<b>\$71,716</b>	<b>\$43,731,900</b>		

\*\*New Successes for the month are in BOLD

**Attachment C - Pima County Property Report  
October 2018**

SCI Number	Current Pipe	Opportunity N	Industry	Operation Type	Total Jobs -	Average Ann	Lead_Source	Pima County Properties	Date Added t	Owner Name
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	Aerospace Research Campus	6/7/2018	Susan Dumon
1819017	Prospect	Telford	Renewable & Mining Technology	Manufacturing	800	53,674	ACA	Aerospace Research Campus	8/14/2018	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	73000	ACA	Aerospace Research Campus;Other	9/19/2018	Daniela Gallagher
<b>1819037</b>	<b>Prospect</b>	<b>Soccer</b>	<b>Other</b>	<b>Other</b>			<b>Company</b>	<b>Kino Sports Complex</b>	<b>10/30/2018</b>	<b>Susan Dumon</b>
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	47870	Company	Aerospace Research Campus	6/13/2017	Daniela Gallagher
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$66,071	Local Broker	75 E Broadway Rd	7/15/2017	Susan Dumon

**\*\*New Opportunities are in BOLD**

**Attachment D - ACA Pipeline Report  
October 2018**

SCI Number	Current Pip	Opportunity N	Industry	Operation Type	Total Jobs -	Average Annual	Lead_Source	Date Added to	Owner Name
1718023	Prospect	Rigid	Other	Manufacturing	450	\$ 43,011	ACA	10/9/2017	Susan Dumon
1718050	Prospect	Neiman	Aerospace & Defense	Manufacturing	200		ACA	2/23/2018	Daniela Gallagher
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	2/26/2018	Susan Dumon
1718064	Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$ 60,000	ACA	3/13/2018	Susan Dumon
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	6/7/2018	Susan Dumon
1718081	Prospect	Vista Point	Other	Advanced Business Services - HQ	120	\$ 35,000	ACA	6/8/2018	Daniela Gallagher
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	6/12/2018	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	7/3/2018	Daniela Gallagher
1819003	Prospect	Prime	Bioscience	R&D			ACA	7/3/2018	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	7/12/2018	Susan Dumon
1819010	Prospect	B-17	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	7/13/2018	Susan Dumon
1819014	Prospect	Green	Consumer Products	Manufacturing	700	\$ 29,320	ACA	7/27/2018	Susan Dumon
1819017	Prospect	Telford	Renewable & Mining Technology	Manufacturing	800	\$ 53,674	ACA	8/14/2018	Daniela Gallagher
1819020	Prospect	Lincoln	Other	Advanced Business Services	620		ACA	8/16/2018	Daniela Gallagher
1819025	Prospect	SSC Operation	Financial Services/Insurance	Advanced Business Services - Shared Services Center	1,000		ACA	9/17/2018	Daniela Gallagher
1819026	Prospect	Genesis	Other	Other	260	\$ 73,000	ACA	9/19/2018	Daniela Gallagher
1819027	Prospect	AECH	Consumer Products	Manufacturing	30	\$ 30,000	ACA	9/27/2018	Daniela Gallagher
1819028	Prospect	Wilma	Consumer Products	Manufacturing	60	\$ 58,000	ACA	9/24/2018	Susan Dumon
<b>1819036</b>	<b>Prospect</b>	<b>Leonardo</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>65</b>	<b>\$ 65,000</b>	<b>ACA</b>	<b>10/30/2018</b>	<b>Susan Dumon</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	4/29/2016	Daniela Gallagher
1718034	Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$ 36,099	ACA	11/20/2017	Susan Dumon
1718060	Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	45	\$ 60,000	ACA	2/28/2018	Susan Dumon
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	7/12/2018	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	7/23/2018	Susan Dumon
1718085	Short-List	Health	Healthcare	Other	50	\$ 55,000	ACA	6/12/2018	Susan Dumon

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

**Attachment E - ACA Success Report  
October 2018**

<b>SCI Number</b>	<b>Opportunity Name</b>	<b>Industry</b>	<b>Operation Type</b>	<b>Lead Source</b>	<b>Project Origin</b>	<b>Square Feet</b>	<b>Total Jobs - 5 years</b>	<b>Average Annual Salary</b>	<b>CapEx - Total</b>	<b>Owner Name</b>
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$ 56,821	\$ 2,176,900	Susan Dumon

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

**Attachment F - ACA Closed.Lost Report  
October 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	State Reason	Date Closed
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50000	50	\$ 62,000	\$ 5,000,000	Susan Dumon	Project Canceled	43332
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300000	150	\$ 53,000	\$ 30,000,000	Susan Dumon	Client Unresponsive	43332
1718048	Sonne	Renewable & Mining Tec	Manufacturing	ACA	Arizona					Daniela Gallagher	Project Canceled	43362

**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>September</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	500	853
Number of Jobs in Targeted Industries	500	818
Number of Qualified Prospects	7	31
Earned Media Reach	352,000	1,419,198

**2. High wage job development/sales and marketing AND; Capacity development/improve competitiveness**

A. Lead two site selection executive missions

1. Mission 1 – No update
2. Mission 2 – No update

B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum

1. Canada Mission – SCI staff will attend the 2018 Canadian Aerospace Summit on November 13 – 14, 2018 in Ottawa.

2. Other FDI

- a. Discussed current economic development trends in Europe and Asia during the Site Selectors Guild Fall Forum in Greenville, SC September 10-12, 2018.

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24
Woodford	September 14

<u>C. WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>	<u>Attachment</u>
48	July	G
Celebrity	July	H
Brown <sup>1</sup>	September	

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

<u>A. Pima County Activity</u>	<u>Date</u>
Economic Development (ED)/Sun Corridor Inc. (SCI) meeting	August 16
Economic Development Team (EDT) meeting	August 16
<u>B. Pima Association of Government Activity</u>	<u>Date</u>
PAG Economic Vitality Meeting	August 29
<u>C. Other</u>	<u>Date</u>
Oro Valley Economic Development Department meeting	August 10
City of Tucson Incentives Discussion meeting	Sept. 4
Metropolitan Education Commission “Key 2 Employment”	Sept. 19

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<sup>1</sup> Certain information has been excluded from this report, per the client’s request.

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report  
See Success Report

Attachment A  
Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report

Attachment C

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

None

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

Updates provided at monthly meetings.

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



Pima County Monthly Report FY 18 – 19  
Contract No. CT 18\*484  
July 1 – September , 2018

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

Attachments

Attachment A – Pipeline Report  
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Attachment D – ACA Pipeline Report  
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**Attachment A - External Pipeline  
September 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Date Added to Pipeline	Owner Name
1718023	2Prospect	Rigid	Other	Manufacturing	450	\$43,011	ACA	10/9/2017	Susan Dumon
1718050	2Prospect	Neiman	Aerospace & Defense	Manufacturing	200		ACA	2/23/2018	Daniela Gallagher
1718056	2Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$37,440	ACA	2/26/2018	Susan Dumon
1718064	2Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$60,000	ACA	3/13/2018	Susan Dumon
1718072	2Prospect	Loyal	Aerospace & Defense	Other			Regional Partner	5/4/2018	Daniela Gallagher
1718075	2Prospect	Bridge	Other	Manufacturing	500	35000	ACA	5/15/2018	Daniela Gallagher
1718079	2Prospect	Inspirit	Unknown	Industrial - Other			ACA	6/7/2018	Susan Dumon
1718081	2Prospect	Vista Point	Other	Advanced Business Services - HQ	120	35000	ACA	6/8/2018	Daniela Gallagher
1718084	2Prospect	Dragline	Renewable & Mining Technology	Manufacturing	10		Company	6/12/2018	Daniela Gallagher
1718086	2Prospect	Control	Aerospace & Defense	Manufacturing	10	75000	ACA	6/12/2018	Daniela Gallagher
1819001	2Prospect	Falcon 7	Aerospace & Defense	Manufacturing	50		Regional Partner	7/3/2018	Daniela Gallagher
1819002	2Prospect	Select	Automotive	Manufacturing	30		ACA	7/3/2018	Daniela Gallagher
1819003	2Prospect	Prime	Bioscience	R&D			ACA	7/3/2018	Daniela Gallagher
1819005	2Prospect	Gene	Aerospace & Defense	Manufacturing			Regional Partner	7/4/2018	Daniela Gallagher
1819007	2Prospect	Water	Renewable & Mining Technology	Manufacturing	50		SCI Board Member	7/3/2018	Daniela Gallagher
1819009	2Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$121,077	ACA	7/12/2018	Susan Dumon
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1819015	2Prospect	Aglet	Bioscience	R&D			Company	8/7/2018	Daniela Gallagher
1819017	2Prospect	Telford	Renewable & Mining Technology	Manufacturing	800	53,674	ACA	8/14/2018	Daniela Gallagher
1819018	2Prospect	Hayes	Healthcare	Back Office - Call Center (Enterprise)	1000	\$42,640	Site Selector	8/15/2018	Susan Dumon
1819020	2Prospect	Lincoln	Other	Advanced Business Services	620		ACA	8/16/2018	Daniela Gallagher
1819021	2Prospect	Aloha	Financial Services/Insurance	Advanced Business Services			Regional Partner	8/28/2018	Daniela Gallagher
<b>1819025</b>	<b>2Prospect</b>	<b>SSC Operations</b>	<b>Financial Services/Insurance</b>	<b>Advanced Business Services - Shared Services Ce</b>	<b>1000</b>		<b>ACA</b>	<b>9/17/2018</b>	<b>Daniela Gallagher</b>
<b>1819026</b>	<b>2Prospect</b>	<b>Genesis</b>	<b>Other</b>	<b>Other</b>	<b>260</b>	<b>73000</b>	<b>ACA</b>	<b>9/19/2018</b>	<b>Daniela Gallagher</b>
<b>1819027</b>	<b>2Prospect</b>	<b>AECH</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>30</b>	<b>30,000</b>	<b>ACA</b>	<b>9/27/2018</b>	<b>Daniela Gallagher</b>
<b>1819028</b>	<b>2Prospect</b>	<b>Wilma</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>60</b>	<b>\$58,000</b>	<b>ACA</b>	<b>9/24/2018</b>	<b>Susan Dumon</b>
<b>1819029</b>	<b>2Prospect</b>	<b>Lucky</b>	<b>Other</b>	<b>Advanced Business Services</b>			<b>Company</b>	<b>9/25/2018</b>	<b>Daniela Gallagher</b>
<b>1819030</b>	<b>2Prospect</b>	<b>Honour</b>	<b>Other</b>	<b>Advanced Business Services</b>			<b>Site Selector</b>	<b>9/27/2018</b>	<b>Danielle Gonzalez</b>
<b>1819031</b>	<b>2Prospect</b>	<b>Runway</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>			<b>Site Selector</b>	<b>9/27/2018</b>	<b>Danielle Gonzalez</b>
1516079	3Client	Drumbeat	Other	Manufacturing	37	46,000	ACA	4/29/2016	Daniela Gallagher
1617076	3Client	Star	Aerospace & Defense	Manufacturing	219	47870	ACA	6/13/2017	Daniela Gallagher
1718004	3Client	48 Software	Software	Advanced Business Services - HQ	159	\$66,071	Local Broker	7/15/2017	Susan Dumon
1718010	3Client	Em	Aerospace & Defense	Manufacturing	30		Company	8/2/2017	Daniela Gallagher
1718018	3Client	Cross	Other	Advanced Business Services			Company	9/5/2017	Susan Dumon
1718034	3Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$36,099	ACA	11/20/2017	Susan Dumon
1718039	3Client	Unicorn	Consumer Products	Manufacturing	67	47687	Regional Partner	12/20/2017	Daniela Gallagher
1718041	3Client	Buckshot	Consumer Products	Manufacturing	252	\$37,415	Local Broker	1/2/2018	Susan Dumon
1718044	3Client	Help - MHC Marana Hea	Healthcare	Advanced Business Services - HQ	100		Company	1/9/2018	Daniela Gallagher
1718060	3Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	45	\$60,000	ACA	2/28/2018	Susan Dumon
1718063	3Client	Celebrity	Healthcare	Other	595	\$68,875	SCI Board Member	3/6/2018	Susan Dumon
1718090	3Client	Ping	Aerospace & Defense	Manufacturing	600	85000	SCI Board Member	6/13/2018	Daniela Gallagher
1819008	3Client	Destination	Software	Advanced Business Services - HQ	150	\$45,000	ACA	7/12/2018	Susan Dumon

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

**Attachment A - External Pipeline  
September 2018**

1819013	3Client	Saber	Aerospace & Defense	Manufacturing	87	\$60,868	ACA	7/23/2018	Susan Dumon
1819016	3Client	Encore	Transportation & Logistics	Distribution Center	20		Company	8/10/2018	Daniela Gallagher
1819019	3Client	PR	Other	Manufacturing	50		Regional Partner	8/17/2018	Daniela Gallagher
1819024	3Client	Big Sky	Healthcare	Other	63	\$30,733	Company	8/27/2018	Susan Dumon
1718036	4Short-List	Chicago	Bioscience	Advanced Business Services	142		Site Selector	11/28/2017	Daniela Gallagher
1718065	4Short-List	Beet	Consumer Products	Back Office - Call Center (Enterprise)	300	31,513	Site Selector	3/26/2018	Daniela Gallagher
1718067	4Short-List	Intrepid	Renewable & Mining Technology	Manufacturing	173	\$37,926	Site Selector	3/29/2018	Susan Dumon
1718085	4Short-List	Health	Healthcare	Other	50	\$55,000	ACA	6/12/2018	Susan Dumon

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

**Attachment B - Success Report**

SCI Number	Opportunity Name	Organization	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	Date Closed (Actual)
1718035	Treasure	Texas Instruments	Other	R&D	Direct	Texas	125,000	35	\$143,000	\$41,555,000	Susan Dumon	8/15/2018
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$56,821	\$2,176,900	Susan Dumon	8/27/2018
<b>1819023</b>	<b>Brown</b>	<b>TuSimple</b>	<b>Transportation &amp; Logistics</b>	<b>Industrial - Other</b>	<b>Direct</b>	<b>Arizona</b>	-	<b>500</b>	<b>\$76,200</b>	<b>CONFIDENTIAL</b>	<b>Susan Dumon</b>	<b>9/12/2018</b>
<b>TOTAL</b>								<b>853</b>	<b>\$71,716</b>	<b>\$43,731,900</b>		

**\*\*New Successes for the month are in BOLD**

**Attachment C - Pima County Property Report  
September 2018**

SCI Number	Current Pipe	Opportunity N	Industry	Operation Type	Total Jobs - 5 years	Average Ann	Lead_Source	Pima County Properties	Date Added t	Owner Name
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	Aerospace Research Campus	6/7/2018	Susan Dumon
1819017	Prospect	Telford	Renewable & Mining Technology	Manufacturing	800	53,674	ACA	Aerospace Research Campus	8/14/2018	Daniela Gallagher
<b>1819026</b>	<b>Prospect</b>	<b>Genesis</b>	<b>Other</b>	<b>Other</b>	<b>260</b>	<b>73000</b>	<b>ACA</b>	<b>Aerospace Research Campus;Other</b>	<b>9/19/2018</b>	<b>Daniela Gallagher</b>
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	47870	Company	Aerospace Research Campus	6/13/2017	Daniela Gallagher
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$66,071	Local Broker	75 E Broadway Rd	7/15/2017	Susan Dumon

**\*\*New Opportunities are in BOLD**

**Attachment D - ACA Pipeline Report  
September 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Date Added to Pipeline	Owner Name
1718023	2Prospect	Rigid	Other	Manufacturing	450	\$ 43,011	ACA	10/9/2017	Susan Dumon
1718050	2Prospect	Neiman	Aerospace & Defense	Manufacturing	200		ACA	2/23/2018	Daniela Gallagher
1718056	2Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	2/26/2018	Susan Dumon
1718064	2Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$ 60,000	ACA	3/13/2018	Susan Dumon
1718075	2Prospect	Bridge	Other	Manufacturing	500	\$ 35,000	ACA	5/15/2018	Daniela Gallagher
1718079	2Prospect	Inspirit	Unknown	Industrial - Other			ACA	6/7/2018	Susan Dumon
1718081	2Prospect	Vista Point	Other	Advanced Business Services - HQ	120	\$ 35,000	ACA	6/8/2018	Daniela Gallagher
1718086	2Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	6/12/2018	Daniela Gallagher
1819002	2Prospect	Select	Automotive	Manufacturing	30		ACA	7/3/2018	Daniela Gallagher
1819003	2Prospect	Prime	Bioscience	R&D			ACA	7/3/2018	Daniela Gallagher
1819009	2Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	7/12/2018	Susan Dumon
1819010	2Prospect	B-17	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	7/13/2018	Susan Dumon
1819014	2Prospect	Green	Consumer Products	Manufacturing	700	\$ 29,320	ACA	7/27/2018	Susan Dumon
1819017	2Prospect	Telford	Renewable & Mining Technology	Manufacturing	800	\$ 53,674	ACA	8/14/2018	Daniela Gallagher
1819020	2Prospect	Lincoln	Other	Advanced Business Services	620		ACA	8/16/2018	Daniela Gallagher
<b>1819025</b>	<b>2Prospect</b>	<b>SSC Operation</b>	<b>Financial Services/Insurance</b>	<b>Advanced Business Services - Shared Services Center</b>	<b>1000</b>		<b>ACA</b>	<b>9/17/2018</b>	<b>Daniela Gallagher</b>
<b>1819026</b>	<b>2Prospect</b>	<b>Genesis</b>	<b>Other</b>	<b>Other</b>	<b>260</b>	<b>\$ 73,000</b>	<b>ACA</b>	<b>9/19/2018</b>	<b>Daniela Gallagher</b>
<b>1819027</b>	<b>2Prospect</b>	<b>AECH</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>30</b>	<b>\$ 30,000</b>	<b>ACA</b>	<b>9/27/2018</b>	<b>Daniela Gallagher</b>
<b>1819028</b>	<b>2Prospect</b>	<b>Wilma</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>60</b>	<b>\$ 58,000</b>	<b>ACA</b>	<b>9/24/2018</b>	<b>Susan Dumon</b>
1516079	3Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	4/29/2016	Daniela Gallagher
1617076	3Client	Star	Aerospace & Defense	Manufacturing	219	\$ 47,870	ACA	6/13/2017	Daniela Gallagher
1718034	3Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$ 36,099	ACA	11/20/2017	Susan Dumon
1718060	3Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	45	\$ 60,000	ACA	2/28/2018	Susan Dumon
1819008	3Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	7/12/2018	Susan Dumon
1819013	3Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	7/23/2018	Susan Dumon
1718085	4Short-List	Health	Healthcare	Other	50	\$ 55,000	ACA	6/12/2018	Susan Dumon

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

**Attachment E - ACA Success Report  
September 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$ 56,821	\$ 2,176,900	Susan Dumon

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

**Attachment F - ACA Closed.Lost Report  
September 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	State Reason	Date Closed
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300,000	150	\$53,000	\$30,000,000	Susan Dumon	Client Unresponsive	8/20/2018
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50,000	50	\$62,000	\$5,000,000	Susan Dumon	Project Canceled	8/20/2018
<b>1718048</b>	<b>Sonne</b>	<b>Renewable &amp; Mining</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Arizona</b>					<b>Daniela Gallagher</b>	<b>Project Canceled</b>	<b>9/19/2018</b>

**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>August</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	353	353
Number of Jobs in Targeted Industries	318	318
Number of Qualified Prospects	10	24
Earned Media Reach	748,198	1,067,198

**2. High wage job development/sales and marketing AND: Capacity development/improve competitiveness**

A. Lead two site selection executive missions

1. Mission 1 – No update
2. Mission 2 – No update

B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum

1. [Canada Mission – SCI staff plans to attend the 2018 Canadian Aerospace Summit on November 13 – 14, 2018 in Ottawa.](#)
2. Other FDI – No update

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19

Saber	July 20
Brown	August 9
Celebrity	August 9
Blue Sky	August 24
Polly	August 24

C. <u>WIB Activity</u>	<u>Date</u>
WIB – Board Meeting	August 10

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>	<u>Attachment</u>
48	July	G
Celebrity	July	H

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

A. <u>Pima County Activity</u>	<u>Date</u>
Economic Development (ED)/Sun Corridor Inc.(SCI) meeting	August 16
Economic Development Team (EDT) meeting	August 16
B. <u>Pima Association of Government Activity</u>	<u>Date</u>
None	
C. <u>Other</u>	<u>Date</u>
Oro Valley Economic Development Department Meeting	August 10

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report                      Attachment A  
See Success Report                      Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report                      Attachment C

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

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

Attachments

Attachment A – Pipeline Report  
Attachment B – Success Report



Pima County Monthly Report FY 18 – 19  
Contract No. CT 18\*484  
July 1 – August 31, 2018

Attachment C – Pima County Property Report  
Attachment D – ACA Pipeline Report  
Attachment E – ACA Success Report  
Attachment F – ACA Closed/Lost Report

**Attachment A - External Pipeline  
August 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Date Added to Pipeline	Owner Name
1718023	Prospect	Rigid	Other	Manufacturing	450	\$ 43,011	ACA	10/9/2017	Susan Dumon
1718048	Prospect	Sonne	Renewable & Mining Technology	Manufacturing			ACA	2/26/2018	Daniela Gallagher
1718049	Prospect	Small	Other	Back Office - Call Center (Enterprise)	200		Local Broker	2/26/2018	Daniela Gallagher
1718050	Prospect	Neiman	Aerospace & Defense	Manufacturing	200		ACA	2/23/2018	Daniela Gallagher
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	2/26/2018	Susan Dumon
1718064	Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$ 60,000	ACA	3/13/2018	Susan Dumon
1718069	Prospect	NOCO	Automotive	Manufacturing	180	\$ 61,432	ACA	4/11/2018	Susan Dumon
1718072	Prospect	Loyal	Aerospace & Defense	Other			Regional Partner	5/4/2018	Daniela Gallagher
1718074	Prospect	DS9	Other	Advanced Business Services	200		Site Selector	5/14/2018	Daniela Gallagher
1718075	Prospect	Bridge	Other	Manufacturing	500	\$ 35,000	ACA	5/15/2018	Daniela Gallagher
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	6/7/2018	Susan Dumon
1718081	Prospect	Vista Point	Other	Advanced Business Services - HQ	120	\$ 35,000	ACA	6/8/2018	Daniela Gallagher
1718084	Prospect	Dragline	Renewable & Mining Technology	Manufacturing	10		Company	6/12/2018	Daniela Gallagher
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	6/12/2018	Daniela Gallagher
1819001	Prospect	Falcon 7	Aerospace & Defense	Manufacturing	50		Regional Partner	7/3/2018	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	7/3/2018	Daniela Gallagher
1819003	Prospect	Prime	Bioscience	R&D			ACA	7/3/2018	Daniela Gallagher
1819004	Prospect	Blue	Renewable & Mining Technology	Manufacturing			Company	7/3/2018	Daniela Gallagher
1819005	Prospect	Gene	Aerospace & Defense	Manufacturing			Regional Partner	7/4/2018	Daniela Gallagher
1819006	Prospect	Pro	Aerospace & Defense	Manufacturing	1000		Regional Partner	7/3/2018	Daniela Gallagher
1819007	Prospect	Water	Renewable & Mining Technology	Manufacturing	50		SCI Board Member	7/3/2018	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	7/12/2018	Susan Dumon
1819010	Prospect	B-17	Financial Services/Insurance	Advanced Business Services		\$ 58,000	ACA	7/13/2018	Susan Dumon
1819011	Prospect	Open	Software	Advanced Business Services	20		Regional Partner	7/17/2018	Daniela Gallagher
1819012	Prospect	Nichols	Aerospace & Defense	Other	12	\$ 56,717	Regional Partner	7/17/2018	Susan Dumon
1819014	Prospect	Green	Consumer Products	Manufacturing	700	\$ 29,320	ACA	7/27/2018	Susan Dumon
<b>1819015</b>	<b>Prospect</b>	<b>Aglet</b>	<b>Bioscience</b>	<b>R&amp;D</b>			<b>Company</b>	<b>8/7/2018</b>	<b>Daniela Gallagher</b>
<b>1819017</b>	<b>Prospect</b>	<b>Telford</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>	<b>800</b>	<b>\$ 53,674</b>	<b>ACA</b>	<b>8/14/2018</b>	<b>Daniela Gallagher</b>
<b>1819018</b>	<b>Prospect</b>	<b>Hayes</b>	<b>Healthcare</b>	<b>Back Office - Call Center (Enterprise)</b>	<b>1000</b>	<b>\$ 42,640</b>	<b>Site Selector</b>	<b>8/15/2018</b>	<b>Susan Dumon</b>
<b>1819020</b>	<b>Prospect</b>	<b>Lincoln</b>	<b>Other</b>	<b>Advanced Business Services</b>	<b>620</b>		<b>ACA</b>	<b>8/16/2018</b>	<b>Daniela Gallagher</b>
<b>1819021</b>	<b>Prospect</b>	<b>Aloha</b>	<b>Financial Services/Insurance</b>	<b>Advanced Business Services</b>			<b>Regional Partner</b>	<b>8/28/2018</b>	<b>Daniela Gallagher</b>
<b>1819024</b>	<b>Prospect</b>	<b>Big Sky</b>	<b>Healthcare</b>	<b>Other</b>	<b>63</b>	<b>\$ 30,733</b>	<b>Company</b>	<b>8/27/2018</b>	<b>Susan Dumon</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	4/29/2016	Daniela Gallagher
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	\$ 47,870	ACA	6/13/2017	Daniela Gallagher
<b>1718010</b>	<b>Client</b>	<b>Em</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>30</b>		<b>Company</b>	<b>8/2/2017</b>	<b>Daniela Gallagher</b>
1718018	Client	Cross	Other	Advanced Business Services			Company	9/5/2017	Susan Dumon
1718033	Client	West	Other	Manufacturing	700		Site Selector	11/16/2017	Daniela Gallagher
1718034	Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$ 36,099	ACA	11/20/2017	Susan Dumon
1718039	Client	Unicorn	Consumer Products	Manufacturing	67	\$ 47,687	Regional Partner	12/20/2017	Daniela Gallagher
1718041	Client	Buckshot	Consumer Products	Manufacturing	252	\$ 37,415	Local Broker	1/2/2018	Susan Dumon

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

**Attachment A - External Pipeline  
August 2018**

1718044	Client	Help - MHC Marana Health Center	Healthcare	Advanced Business Services - HQ	100		Company	1/9/2018	Daniela Gallagher
1718060	Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	45	\$ 60,000	ACA	2/28/2018	Susan Dumon
1718090	Client	Ping	Aerospace & Defense	Manufacturing	600	\$ 85,000	SCI Board Member	6/13/2018	Daniela Gallagher
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	7/12/2018	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	7/23/2018	Susan Dumon
<b>1819016</b>	<b>Client</b>	<b>Encore</b>	<b>Transportation &amp; Logistics</b>	<b>Distribution Center</b>	<b>20</b>		<b>Company</b>	<b>8/10/2018</b>	<b>Daniela Gallagher</b>
<b>1819019</b>	<b>Client</b>	<b>PR</b>	<b>Other</b>	<b>Manufacturing</b>	<b>50</b>		<b>Regional Partner</b>	<b>8/17/2018</b>	<b>Daniela Gallagher</b>
<b>1819023</b>	<b>Client</b>	<b>Brown</b>	<b>Transportation &amp; Logistics</b>	<b>Industrial - Other</b>	<b>500</b>	<b>\$ 76,200</b>	<b>Company</b>	<b>8/24/2018</b>	<b>Susan Dumon</b>
1718004	Short-List	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	7/15/2017	Susan Dumon
1718036	Short-List	Chicago	Bioscience	Advanced Business Services	142		Site Selector	11/28/2017	Daniela Gallagher
1718063	Short-List	Celebrity	Healthcare	Other	595	\$ 68,875	SCI Board Member	3/6/2018	Susan Dumon
1718065	Short-List	Beet	Consumer Products	Back Office - Call Center (Enterprise)	300	\$ 31,513	Site Selector	3/26/2018	Daniela Gallagher
1718067	Short-List	Intrepid	Renewable & Mining Technology	Manufacturing	173	\$ 37,926	Site Selector	3/29/2018	Susan Dumon
1718085	Short-List	Health	Healthcare	Other	50	\$ 55,000	ACA	6/12/2018	Susan Dumon

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

**Attachment B - Success Report  
August 2018**

SCI Number	Opportunity Name	Organization	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	Date Closed (Actual)
1718035	Treasure	Texas Instruments - Tucson	Other	R&D	Direct	Texas	125,000	35	\$ 143,000	\$ 41,555,000	Susan Dumon	8/15/2018
1718001	Heavy	AxisCades	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$ 56,821	\$ 2,176,900	Susan Dumon	8/27/2018
								<b>353</b>	<b>\$ 65,366</b>	<b>\$ 43,731,900</b>		

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

**Attachment C - Pima County Property Report  
August 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Pima County Properties	Date Added to Pipeline	Owner Name
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	Aerospace Research Campus	6/7/2018	Susan Dumon
<b>1819017</b>	<b>Prospect</b>	<b>Telford</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>	<b>800</b>	<b>\$ 53,674</b>	<b>ACA</b>	<b>Aerospace Research Campus</b>	<b>8/14/2018</b>	<b>Daniela Gallagher</b>
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	\$ 47,870	ACA	Aerospace Research Campus	6/13/17	Daniela Gallagher
1718004	Client	48 Software	Software	Advanced Business Services - HQ	159	\$ 66,071	Local Broker	75 E Broadway Rd	7/15/2017	Susan Dumon

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

**Attachment D - ACA Pipeline Report  
August 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Average Annual Salary	Lead_Source	Date Added to Pipeline	Owner Name
1718023	Prospect	Rigid	Other	Manufacturing	450	\$ 43,011	ACA	10/9/2017	Susan Dumon
1718048	Prospect	Sonne	Renewable & Mining Technology	Manufacturing			ACA	2/26/2018	Daniela Gallagher
1718050	Prospect	Neiman	Aerospace & Defense	Manufacturing	200		ACA	2/23/2018	Daniela Gallagher
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	\$ 37,440	ACA	2/26/2018	Susan Dumon
1718064	Prospect	Polly	Aerospace & Defense	Manufacturing	35	\$ 60,000	ACA	3/13/2018	Susan Dumon
1718069	Prospect	NOCO	Automotive	Manufacturing	180	\$ 61,432	ACA	4/11/2018	Susan Dumon
1718075	Prospect	Bridge	Other	Manufacturing	500	\$ 35,000	ACA	5/15/2018	Daniela Gallagher
1718079	Prospect	Inspirit	Unknown	Industrial - Other			ACA	6/7/2018	Susan Dumon
1718081	Prospect	Vista Point	Other	Advanced Business Services - HQ	120	\$ 35,000	ACA	6/8/2018	Daniela Gallagher
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	\$ 75,000	ACA	6/12/2018	Daniela Gallagher
1819002	Prospect	Select	Automotive	Manufacturing	30		ACA	7/3/2018	Daniela Gallagher
1819003	Prospect	Prime	Bioscience	R&D			ACA	7/3/2018	Daniela Gallagher
1819009	Prospect	Woodford	Bioscience	Advanced Business Services - HQ	65	\$ 121,077	ACA	7/12/2018	Susan Dumon
1819010	Prospect	B-17	Financial Services/Insurance	Advanced Business Services	50	\$ 58,000	ACA	7/13/2018	Susan Dumon
1819014	Prospect	Green	Consumer Products	Manufacturing	700	\$ 29,320	ACA	7/27/2018	Susan Dumon
<b>1819017</b>	<b>Prospect</b>	<b>Telford</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>	<b>800</b>	<b>\$ 53,674</b>	<b>ACA</b>	<b>8/14/2018</b>	<b>Daniela Gallagher</b>
<b>1819020</b>	<b>Prospect</b>	<b>Lincoln</b>	<b>Other</b>	<b>Advanced Business Services</b>	<b>620</b>		<b>ACA</b>	<b>8/16/2018</b>	<b>Daniela Gallagher</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	\$ 46,000	ACA	4/29/2016	Daniela Gallagher
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	\$ 47,870	ACA	6/13/2017	Daniela Gallagher
1718034	Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	\$ 36,099	ACA	11/20/2017	Susan Dumon
1718060	Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	45	\$ 60,000	ACA	2/28/2018	Susan Dumon
1819008	Client	Destination	Software	Advanced Business Services - HQ	150	\$ 45,000	ACA	7/12/2018	Susan Dumon
1819013	Client	Saber	Aerospace & Defense	Manufacturing	87	\$ 60,868	ACA	7/23/2018	Susan Dumon
1718085	Short-List	Health	Healthcare	Other	50	\$ 55,000	ACA	6/12/2018	Susan Dumon

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

**Attachment E - ACA Success Report  
August 2018**

<b>SCI Number</b>	<b>Opportunity Name</b>	<b>Industry</b>	<b>Operation Type</b>	<b>Lead Source</b>	<b>Project Origin</b>	<b>Square Feet</b>	<b>Total Jobs - 5 years</b>	<b>Average Annual Salary</b>	<b>CapEx - Total</b>	<b>Owner Name</b>
1718001	Heavy	Renewable & Mining Technology	Advanced Business Services	ACA	Illinois	1,300	318	\$ 56,821	\$ 2,176,900	Susan Dumon

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

**Attachment F - ACA Closed.Lost Report  
August 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	State Reason	Date Closed
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50,000	50	\$ 62,000	\$ 5,000,000	Susan Dumon	Project Canceled	8/20/2018
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300,000	150	\$ 53,000	\$ 30,000,000	Susan Dumon	Client Unresponsive	8/20/2018

**3.4.1.1 – Performance Measurements in Exhibit A and D.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>Monthly</u>	<u>Cumulative</u>
Number of Direct Jobs Facilitated	0	0
Number of Jobs in Targeted Industries	0	0
Number of Qualified Prospects	14	14
Earned Media Reach	319,000	319,000

**2. High wage job development/sales and marketing AND; Capacity development/improve competitiveness**

A. Lead two site selection executive missions

1. Mission 1 – No update
2. Mission 2 – No update

B. Develop and implement a regional FDI Strategy to include an in-market mission in Canada, at a minimum

1. Canada Mission – No update
2. Other FDI – No update

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

A. New Projects

See Attachment A - Pipeline

B. Site Visits / Project Meetings

<u>Project Name</u>	<u>Date</u>
Destination	July 11
Nichols	July 16
48	July 19
Saber	July 20

C. WIB Activity Date  
 None

**4. Economic Impact Analysis Reports**

<u>Project Name</u>	<u>Month Reported</u>	<u>Attachment</u>
48	July	G
Celebrity	July	H

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

A. Pima County Activity Date  
 None

B. Pima Association of Government Activity Date  
 None

C. Other Date  
 None

**6. Serve as primary contact for the Arizona Commerce Authority with objective of increasing quality and quantity of ACA referrals, as well as ACA incentives in Pima County.**

See 3.4.1.6

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

See Quarterly Reports

**8. Work with other economic development-related groups to support the economic development mission of Pima County, such as Visit Tucson.**

See Quarterly Reports

**3.4.1.2 – Pipeline Report**

See Pipeline Report                      Attachment A  
See Success Report                      Attachment B

**3.4.1.3 – List of prospects that showed interest in County-owned properties and details on each prospect.**

See Pima County Property Report                      Attachment C

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

None

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

Updates provided at monthly meetings.

**3.4.1.6 – List of all leads referred to SCI by the Arizona Commerce Authority. Additionally, a list of incentives offered 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

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

- Economic Impact Analyses
- Attachment G – Project 48
- Attachment H – Project Celebrity

**Attachment A - Pipeline Report  
July 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Lead_Source	Owner Name
1718023	2Prospect	Rigid	Other	Manufacturing	450	ACA	Susan Dumon
1718048	2Prospect	Sonne	Renewable & Mining Technology	Manufacturing		ACA	Daniela Gallagher
1718049	2Prospect	Small	Other	Back Office - Call Center (Enterprise)	200	Local Broker	Daniela Gallagher
1718050	2Prospect	Neiman	Aerospace & Defense	Manufacturing	200	ACA	Daniela Gallagher
1718056	2Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	ACA	Susan Dumon
1718057	2Prospect	Strategyz	Other	Manufacturing	150	ACA	Susan Dumon
1718064	2Prospect	Polly	Aerospace & Defense	Manufacturing	35	ACA	Susan Dumon
1718068	2Prospect	Norman	Aerospace & Defense	Manufacturing	50	ACA	Susan Dumon
1718069	2Prospect	NOCO	Other	Manufacturing	180	ACA	Susan Dumon
1718072	2Prospect	Loyal	Aerospace & Defense	Other		Regional Partner	Daniela Gallagher
1718074	2Prospect	DS9	Other	Advanced Business Services	200	Site Selector	Daniela Gallagher
1718075	2Prospect	Bridge	Other	Manufacturing	500	ACA	Daniela Gallagher
1718079	2Prospect	Inspirit	Unknown	Industrial - Other		ACA	Susan Dumon
1718081	2Prospect	Vista Point	Other	Advanced Business Services - HQ	120	ACA	Daniela Gallagher
1718084	2Prospect	Dragline	Renewable & Mining Technology	Manufacturing	10	Company	Daniela Gallagher
1718086	2Prospect	Control	Aerospace & Defense	Manufacturing	10	ACA	Daniela Gallagher
<b>1819001</b>	<b>2Prospect</b>	<b>Falcon 7</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>50</b>	<b>Regional Partner</b>	<b>Daniela Gallagher</b>
<b>1819002</b>	<b>2Prospect</b>	<b>Select</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>30</b>	<b>ACA</b>	<b>Daniela Gallagher</b>
<b>1819003</b>	<b>2Prospect</b>	<b>Prime</b>	<b>Bioscience</b>	<b>R&amp;D</b>		<b>ACA</b>	<b>Daniela Gallagher</b>
<b>1819004</b>	<b>2Prospect</b>	<b>Blue</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>		<b>Company</b>	<b>Daniela Gallagher</b>
<b>1819005</b>	<b>2Prospect</b>	<b>Gene</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>		<b>Regional Partner</b>	<b>Daniela Gallagher</b>
<b>1819006</b>	<b>2Prospect</b>	<b>Pro</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>1000</b>	<b>Regional Partner</b>	<b>Daniela Gallagher</b>
<b>1819007</b>	<b>2Prospect</b>	<b>Water</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>	<b>50</b>	<b>SCI Board Member</b>	<b>Daniela Gallagher</b>
<b>1819009</b>	<b>2Prospect</b>	<b>Woodford</b>	<b>Bioscience</b>	<b>Advanced Business Services - HQ</b>	<b>65</b>	<b>ACA</b>	<b>Susan Dumon</b>
<b>1819010</b>	<b>2Prospect</b>	<b>B-17</b>	<b>Financial Services/Insurance</b>	<b>Advanced Business Services</b>		<b>ACA</b>	<b>Susan Dumon</b>
<b>1819011</b>	<b>2Prospect</b>	<b>Open</b>	<b>Other</b>	<b>Advanced Business Services</b>	<b>20</b>	<b>Regional Partner</b>	<b>Susan Dumon</b>
<b>1819012</b>	<b>2Prospect</b>	<b>Nichols</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>	<b>12</b>	<b>Regional Partner</b>	<b>Susan Dumon</b>
<b>1819014</b>	<b>2Prospect</b>	<b>Green</b>	<b>Other</b>	<b>Manufacturing</b>	<b>700</b>	<b>ACA</b>	<b>Susan Dumon</b>
1516079	3Client	Drumbeat	Other	Manufacturing	37	ACA	Daniela Gallagher
1617076	3Client	Star	Aerospace & Defense	Manufacturing	219	ACA	Daniela Gallagher
1718004	3Client	48 Software	Other	Advanced Business Services - HQ	159	Local Broker	Susan Dumon
1718010	3Client	Em	Aerospace & Defense	Manufacturing	30	Company	Daniela Gallagher
1718018	3Client	Cross	Other	Advanced Business Services		Company	Susan Dumon
1718033	3Client	West	Other	Manufacturing	700	Site Selector	Daniela Gallagher
1718034	3Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	ACA	Susan Dumon
1718039	3Client	Unicorn	Other	Manufacturing	67	Regional Partner	Daniela Gallagher
1718041	3Client	Buckshot	Other	Manufacturing	252	Local Broker	Susan Dumon
1718044	3Client	Help - MHC Marana Health Center	Healthcare	Advanced Business Services - HQ	100	Company	Daniela Gallagher
1718060	3Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	45	ACA	Susan Dumon
1718090	3Client	Ping	Aerospace & Defense	Manufacturing	600	SCI Board Member	Daniela Gallagher
<b>1819008</b>	<b>3Client</b>	<b>Destination</b>	<b>Other</b>	<b>Advanced Business Services - HQ</b>	<b>150</b>	<b>ACA</b>	<b>Susan Dumon</b>
<b>1819013</b>	<b>3Client</b>	<b>Saber</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>87</b>	<b>ACA</b>	<b>Susan Dumon</b>
1718001	4Short-List	Heavy	Renewable & Mining Technology	Advanced Business Services - HQ	318	ACA	Susan Dumon
1718035	4Short-List	Treasure	Other	R&D	35	Local Broker	Susan Dumon
1718063	4Short-List	Celebrity	Healthcare	Other	595	SCI Board Member	Susan Dumon
1718065	4Short-List	Beet	Other	Back Office - Call Center (Enterprise)	300	Site Selector	Daniela Gallagher

Attachment A - Pipeline Report  
July 2018

1718067	4Short-List	Intrepid	Renewable & Mining Technology	Manufacturing	173	Site Selector	Susan Dumon
1718085	4Short-List	Health	Healthcare	Other	50	ACA	Susan Dumon

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





**Attachment D - ACA Pipeline Report  
July 2018**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Total Jobs - 5 years	Lead Source	Owner Name
1718023	Prospect	Rigid	Other	Manufacturing	450	ACA	Susan Dumon
1718048	Prospect	Sonne	Renewable & Mining Technology	Manufacturing		ACA	Daniela Gallagher
1718050	Prospect	Neiman	Aerospace & Defense	Manufacturing	200	ACA	Daniela Gallagher
1718056	Prospect	Perfect2	Aerospace & Defense	Manufacturing	40	ACA	Susan Dumon
1718057	Prospect	Strategyz	Other	Manufacturing	150	ACA	Susan Dumon
1718064	Prospect	Polly	Aerospace & Defense	Manufacturing	35	ACA	Susan Dumon
1718068	Prospect	Norman	Aerospace & Defense	Manufacturing	50	ACA	Susan Dumon
1718069	Prospect	NOCO	Other	Manufacturing	180	ACA	Susan Dumon
1718075	Prospect	Bridge	Other	Manufacturing	500	ACA	Daniela Gallagher
1718079	Prospect	Inspirit	Unknown	Industrial - Other		ACA	Susan Dumon
1718081	Prospect	Vista Point	Other	Advanced Business Services - HQ	120	ACA	Daniela Gallagher
1718086	Prospect	Control	Aerospace & Defense	Manufacturing	10	ACA	Daniela Gallagher
<b>1819002</b>	<b>Prospect</b>	<b>Select</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>30</b>	<b>ACA</b>	<b>Daniela Gallagher</b>
<b>1819003</b>	<b>Prospect</b>	<b>Prime</b>	<b>Bioscience</b>	<b>R&amp;D</b>		<b>ACA</b>	<b>Daniela Gallagher</b>
<b>1819009</b>	<b>Prospect</b>	<b>Woodford</b>	<b>Bioscience</b>	<b>Advanced Business Services - HQ</b>	<b>65</b>	<b>ACA</b>	<b>Susan Dumon</b>
<b>1819010</b>	<b>Prospect</b>	<b>B-17</b>	<b>Financial Services/Insurance</b>	<b>Advanced Business Services</b>		<b>ACA</b>	<b>Susan Dumon</b>
<b>1819014</b>	<b>Prospect</b>	<b>Green</b>	<b>Other</b>	<b>Manufacturing</b>	<b>700</b>	<b>ACA</b>	<b>Susan Dumon</b>
1516079	Client	Drumbeat	Other	Manufacturing	37	ACA	Daniela Gallagher
1617076	Client	Star	Aerospace & Defense	Manufacturing	219	ACA	Daniela Gallagher
1718034	Client	Skyline	Renewable & Mining Technology	Industrial - Other	65	ACA	Susan Dumon
1718060	Client	Dispatch	Renewable & Mining Technology	Advanced Business Services - HQ	45	ACA	Susan Dumon
<b>1819008</b>	<b>Client</b>	<b>Destination</b>	<b>Other</b>	<b>Advanced Business Services - HQ</b>	<b>150</b>	<b>ACA</b>	<b>Susan Dumon</b>
<b>1819013</b>	<b>Client</b>	<b>Saber</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>87</b>	<b>ACA</b>	<b>Susan Dumon</b>
1718001	Short-List	Heavy	Renewable & Mining Technology	Advanced Business Services - HQ	318	ACA	Susan Dumon
1718085	Short-List	Health	Healthcare	Other	50	ACA	Susan Dumon

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





## Attachment G - Project 48

### **General Description**

The following table summarizes the information used to estimate the economic impact of this specific project, Project 48. This report includes:

- Start Year - the year the project is expected to begin
- Region - the geographic area used to define the impact area.
- Industry Type - the industry classification that most closely describes Project 48

Because the economic multipliers used in analyzing Project 48 are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project 48 are listed for each year through the end of the specified analysis period.

This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

## Sun Corridor Inc. Regional Project Assessment System - Project Description

### Project 48 Existing in Tucson

**Project Name:**

**Start Year:**

**Last Update:** 7/31/2018

**Region:**

**Industry Type:**

**Percent Living In City:**  %

**Lease Back:**

### Annual Project Data

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	191	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$14,069,251	\$0	\$1,000,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		50,000		<input type="text"/>	<input type="text"/>	
2	191	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$14,069,251	\$0	\$1,000,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		50,000		<input type="text"/>	<input type="text"/>	
3	191	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$14,069,251	\$0	\$1,000,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		50,000		<input type="text"/>	<input type="text"/>	
4	191	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$14,069,251	\$0	\$1,000,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		50,000		<input type="text"/>	<input type="text"/>	
5	191	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$14,069,251	\$0	\$1,000,000	\$0	<input type="text"/>	<input type="text"/>	
	\$0		50,000		<input type="text"/>	<input type="text"/>	

## Sun Corridor Inc. Regional Project Assessment System - Project Description

### Project 48 New in Tucson

**Project Name:**

**Start Year:**

**Last Update:** 7/31/2018

**Region:**

**Industry Type:**

**Percent Living In City:**  %

**Lease Back:**

### Annual Project Data

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	30	\$4,600,000	\$0	\$1,200,000	<input type="text"/>	<input type="text"/>	\$0
	\$1,979,880	\$0	\$1,633,500	\$0	<input type="text"/>	<input type="text"/>	
	\$0		54,000		<input type="text"/>	<input type="text"/>	
2	64	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$4,284,770	\$0	\$1,674,338	\$0	<input type="text"/>	<input type="text"/>	
	\$0		54,000		<input type="text"/>	<input type="text"/>	
3	99	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$6,686,900	\$0	\$1,716,196	\$0	<input type="text"/>	<input type="text"/>	
	\$0		54,000		<input type="text"/>	<input type="text"/>	
4	131	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$8,699,990	\$0	\$1,759,101	\$0	<input type="text"/>	<input type="text"/>	
	\$0		54,000		<input type="text"/>	<input type="text"/>	
5	159	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$10,505,270	\$0	\$1,803,078	\$0	<input type="text"/>	<input type="text"/>	
	\$0		54,000		<input type="text"/>	<input type="text"/>	

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project 48. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project 48 (the direct impact), as well as the estimated multiplier effects of Project 48 on other businesses within Tucson (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project 48 plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project 48 and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project 48

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project 48 (direct impact), its employees and other supported local businesses (supplier and consumer impact).



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## Sun Corridor Inc. Project Assessment System - Project Summary

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**For the Years: 2019-2023**

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### **Jobs and Payroll**

New direct jobs created	350
New direct payroll	\$24,574,521
Average payroll per employee	\$70,213

### **Capital Investment**

Value of new construction	\$4,600,000
Value of building purchase	\$0
Value of new equipment purchases	\$1,200,000

### **Economic Impact\***

Total value economic impact	\$764,121,187
Total new jobs supported	865
Total new payroll supported	\$169,823,917
Household spending supported	\$144,811,033

### **Construction Impact**

Total value construction impact	\$6,157,459
Total new jobs supported	44
Total new payroll supported	\$2,039,204

### **Annual New Tax Revenue\***

#### **Local Taxes**

Property	\$7,593,207
Sales	\$1,637,822
State Shared Revenues	\$1,371,056
HURF's	\$731,439

#### **State Taxes**

Sales	\$3,182,783
Personal Income	\$4,314,821

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2023. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project 48 itself; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project 48 and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project 48 project.

- Total Population, School-Age Population (grade school and high school) and Households - all three variables represent the number of people that are supported directly and indirectly by Project 48.

It is important to note that the people in this section of the table may or may not be new to the area.

- Payroll Impact - the payroll directly generated by Project 48. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project 48.

- Economic Impact - the estimated increase in value of production or demand directly generated by Project 48, as well as at other local businesses as a result of Project 48.

**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total of Projects</b>				
<b>Direct</b>				
	2019	221	\$16,049,131	\$84,700,454
	2020	255	\$18,354,021	\$96,864,679
	2021	290	\$20,756,151	\$109,542,094
	2022	322	\$22,769,241	\$120,166,323
	2023	350	\$24,574,521	\$129,693,819
	<b>Total:</b>		\$102,503,065	\$540,967,369
<b>Supplier</b>				
	2019	177	\$5,899,526	\$19,030,156
	2020	202	\$6,746,785	\$21,763,164
	2021	229	\$7,629,788	\$24,611,475
	2022	251	\$8,369,783	\$26,998,483
	2023	271	\$9,033,389	\$29,139,083
	<b>Total:</b>		\$37,679,270	\$121,542,361
<b>Consumer</b>				
	2019	160	\$4,641,048	\$15,909,530
	2020	183	\$5,307,570	\$18,194,371
	2021	206	\$6,002,212	\$20,575,607
	2022	226	\$6,584,353	\$22,571,186
	2023	244	\$7,106,399	\$24,360,763
	<b>Total:</b>		\$29,641,582	\$101,611,457

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**Sun Corridor Inc. Regional Project Assessment System**  
**Economic Impact by Type**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total Economic Impact</b>				
	2019	558	\$26,589,705	\$119,640,140
	2020	640	\$30,408,376	\$136,822,214
	2021	725	\$34,388,151	\$154,729,176
	2022	799	\$37,723,376	\$169,735,992
	2023	865	\$40,714,309	\$183,193,665
	<b>Total:</b>		\$169,823,917	\$764,121,187

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## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments. As household income increases, the share that is spent decreases.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

## Total Household Spending Impact

### Total of All Projects

Spending Type	Year:	2019	Amount	Spending Type	Year:	2020	Amount	Spending Type	Year:	2021	Amount
<b>Local Retail &amp; Services</b>			<b>\$6,413,212</b>	<b>Local Retail &amp; Services</b>			<b>\$7,351,458</b>	<b>Local Retail &amp; Services</b>			<b>\$8,329,288</b>
Groceries			\$1,874,284	Groceries			\$2,148,490	Groceries			\$2,434,264
Restaurants & Bars			\$1,196,832	Restaurants & Bars			\$1,371,927	Restaurants & Bars			\$1,554,409
Personal Services			\$180,654	Personal Services			\$207,083	Personal Services			\$234,628
Other Household Expenses			\$270,981	Other Household Expenses			\$310,625	Other Household Expenses			\$351,942
Housekeeping Supplies			\$293,563	Housekeeping Supplies			\$336,510	Housekeeping Supplies			\$381,270
Gas & Motor Oil			\$1,219,414	Gas & Motor Oil			\$1,397,813	Gas & Motor Oil			\$1,583,738
Vehicle Repairs			\$316,144	Vehicle Repairs			\$362,396	Vehicle Repairs			\$410,599
Drugs			\$225,817	Drugs			\$258,854	Drugs			\$293,285
Medical Supplies			\$45,163	Medical Supplies			\$51,771	Medical Supplies			\$58,657
Personal Care Products			\$270,981	Personal Care Products			\$310,625	Personal Care Products			\$351,942
Tobacco Products			\$135,490	Tobacco Products			\$155,313	Tobacco Products			\$175,971
Misc Services			\$383,889	Misc Services			\$440,052	Misc Services			\$498,584
<b>Regional Retail &amp; Services</b>			<b>\$4,922,818</b>	<b>Regional Retail &amp; Services</b>			<b>\$5,643,021</b>	<b>Regional Retail &amp; Services</b>			<b>\$6,393,608</b>
Home repairs & maintenance			\$519,380	Home repairs & maintenance			\$595,365	Home repairs & maintenance			\$674,555
Home furnishings & appliances			\$722,615	Home furnishings & appliances			\$828,333	Home furnishings & appliances			\$938,511
Apparel & shoes			\$812,942	Apparel & shoes			\$931,875	Apparel & shoes			\$1,055,825
New cars and trucks			\$587,125	New cars and trucks			\$673,021	New cars and trucks			\$762,540
Used cars and trucks			\$587,125	Used cars and trucks			\$673,021	Used cars and trucks			\$762,540
Other vehicles			\$67,745	Other vehicles			\$77,656	Other vehicles			\$87,985
Medical services			\$316,144	Medical services			\$362,396	Medical services			\$410,599
Entertainment fees & admission			\$474,216	Entertainment fees & admission			\$543,594	Entertainment fees & admission			\$615,898
Audio visual equipment			\$474,216	Audio visual equipment			\$543,594	Audio visual equipment			\$615,898
Pets, toys, hobbies			\$361,308	Pets, toys, hobbies			\$414,167	Pets, toys, hobbies			\$469,256
<b>Non-Site Based Expenditures</b>			<b>\$11,245,703</b>	<b>Non-Site Based Expenditures</b>			<b>\$12,890,938</b>	<b>Non-Site Based Expenditures</b>			<b>\$14,605,582</b>
Mortgage expenses			\$1,716,212	Mortgage expenses			\$1,967,292	Mortgage expenses			\$2,228,964
Property taxes			\$790,361	Property taxes			\$905,990	Property taxes			\$1,026,497
Housing rent			\$1,535,558	Housing rent			\$1,760,208	Housing rent			\$1,994,337
Utilities			\$1,648,467	Utilities			\$1,889,635	Utilities			\$2,140,979
Vehicle finance charges			\$135,490	Vehicle finance charges			\$155,313	Vehicle finance charges			\$175,971
Vehicle insurance			\$496,798	Vehicle insurance			\$569,479	Vehicle insurance			\$645,227
Vehicle licenses			\$203,236	Vehicle licenses			\$232,969	Vehicle licenses			\$263,956
Public transportation			\$225,817	Public transportation			\$258,854	Public transportation			\$293,285
Health insurance			\$745,197	Health insurance			\$854,219	Health insurance			\$967,840
Life insurance			\$135,490	Life insurance			\$155,313	Life insurance			\$175,971
Education			\$474,216	Education			\$543,594	Education			\$615,898
Cash contributions			\$767,779	Cash contributions			\$880,104	Cash contributions			\$997,168
Pensions			\$2,371,082	Pensions			\$2,717,969	Pensions			\$3,079,490

## Total Household Spending Impact

### Total of All Projects

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount
<b>Local Retail &amp; Services</b>			<b>\$9,148,752</b>	<b>Local Retail &amp; Services</b>			<b>\$9,883,623</b>
Groceries			\$2,673,755	Groceries			\$2,888,524
Restaurants & Bars			\$1,707,337	Restaurants & Bars			\$1,844,479
Personal Services			\$257,711	Personal Services			\$278,412
Other Household Expenses			\$386,567	Other Household Expenses			\$417,618
Housekeeping Supplies			\$418,781	Housekeeping Supplies			\$452,419
Gas & Motor Oil			\$1,739,551	Gas & Motor Oil			\$1,879,280
Vehicle Repairs			\$450,995	Vehicle Repairs			\$487,221
Drugs			\$322,139	Drugs			\$348,015
Medical Supplies			\$64,428	Medical Supplies			\$69,603
Personal Care Products			\$386,567	Personal Care Products			\$417,618
Tobacco Products			\$193,283	Tobacco Products			\$208,809
Misc Services			\$547,637	Misc Services			\$591,625
<b>Regional Retail &amp; Services</b>			<b>\$7,022,633</b>	<b>Regional Retail &amp; Services</b>			<b>\$7,586,725</b>
Home repairs & maintenance			\$740,920	Home repairs & maintenance			\$800,434
Home furnishings & appliances			\$1,030,845	Home furnishings & appliances			\$1,113,648
Apparel & shoes			\$1,159,701	Apparel & shoes			\$1,252,854
New cars and trucks			\$837,562	New cars and trucks			\$904,839
Used cars and trucks			\$837,562	Used cars and trucks			\$904,839
Other vehicles			\$96,642	Other vehicles			\$104,404
Medical services			\$450,995	Medical services			\$487,221
Entertainment fees & admission			\$676,492	Entertainment fees & admission			\$730,831
Audio visual equipment			\$676,492	Audio visual equipment			\$730,831
Pets, toys, hobbies			\$515,423	Pets, toys, hobbies			\$556,824
<b>Non-Site Based Expenditures</b>			<b>\$16,042,530</b>	<b>Non-Site Based Expenditures</b>			<b>\$17,331,142</b>
Mortgage expenses			\$2,448,258	Mortgage expenses			\$2,644,913
Property taxes			\$1,127,487	Property taxes			\$1,218,052
Housing rent			\$2,190,546	Housing rent			\$2,366,501
Utilities			\$2,351,616	Utilities			\$2,540,509
Vehicle finance charges			\$193,283	Vehicle finance charges			\$208,809
Vehicle insurance			\$708,706	Vehicle insurance			\$765,633
Vehicle licenses			\$289,925	Vehicle licenses			\$313,213
Public transportation			\$322,139	Public transportation			\$348,015
Health insurance			\$1,063,059	Health insurance			\$1,148,449
Life insurance			\$193,283	Life insurance			\$208,809
Education			\$676,492	Education			\$730,831
Cash contributions			\$1,095,273	Cash contributions			\$1,183,251
Pensions			\$3,382,461	Pensions			\$3,654,156

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project 48 as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project 48.

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

**Sun Corridor Inc. Regional Project Assessment System**

**Demographic Impact by Type**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Total of Projects</b>						
<b>Direct</b>						
	2019	221	296	35	16	120
	2020	255	342	40	18	139
	2021	290	389	46	21	158
	2022	322	432	51	23	175
	2023	350	469	55	25	191
<b>Supplier</b>						
	2019	177	237	28	13	96
	2020	202	271	32	15	110
	2021	229	306	36	16	124
	2022	251	336	40	18	136
	2023	271	363	43	19	147
<b>Consumer</b>						
	2019	160	214	25	11	87
	2020	183	245	29	13	99
	2021	206	277	33	15	112
	2022	226	304	36	16	123
	2023	244	328	39	18	133
<b>Total</b>						
	2019	558	747	88	40	303
	2020	640	858	101	46	348
	2021	725	972	114	52	395
	2022	799	1,072	126	57	435
	2023	865	1,160	137	62	471

## **Real Estate Impact**

This particular impact is a different way to measure the economic influence that Project 48 might have on a community. As the following Real Estate Impact report shows, the impact is estimated by looking at the number of jobs supported directly and indirectly in the various industries influenced by Project 48 and translating that number into square footage by land use for eight different land use categories.

Keep in mind that this is simply an order-of-magnitude estimate. This square footage could be new, or it might be available vacant space, depending on current market conditions.

The Real Estate Impact report also shows the Total Housing Units that might be occupied by families of employees of Project 48, as well as employees at supported supplier and consumer businesses. Again, these homes may be new or existing in the study area.

**Sun Corridor Inc. Regional Project Assessment System - Real Estate Impact**

Year	Non-Residential Square Footage by Type									Total Non-Res. Square Feet	Total Housing Units
	Hotel	Retail	Office	Industrial	Hospital	Utilities	Government	Schools	Other		
<b>Operation of Project 48 Existing on Tucson</b>											
2019	8,174	48,862	81,780	18,969	1,258	120	730	19,095	2,314	181,303	265
2020	8,174	48,862	81,780	18,969	1,258	120	730	19,095	2,314	181,303	265
2021	8,174	48,862	81,780	18,969	1,258	120	730	19,095	2,314	181,303	265
2022	8,174	48,862	81,780	18,969	1,258	120	730	19,095	2,314	181,303	265
2023	8,174	48,862	81,780	18,969	1,258	120	730	19,095	2,314	181,303	265
<b>Operation of Project 48 New on Tucson</b>											
2019	1,150	7,209	54,000	2,669	177	17	103	2,843	341	68,510	39
2020	2,489	15,504	54,000	5,777	383	37	222	6,107	733	85,253	84
2021	3,885	24,101	54,000	9,016	598	57	347	9,487	1,140	102,631	130
2022	5,055	31,592	54,000	11,730	778	74	451	12,452	1,494	117,627	171
2023	6,104	38,234	64,441	14,164	939	90	545	15,077	1,808	141,403	206
<b>Total of Projects</b>											
2019	9,325	56,072	135,780	21,638	1,435	137	833	21,938	2,655	249,813	303
2020	10,664	64,366	135,780	24,746	1,641	157	952	25,202	3,047	266,555	348
2021	12,059	72,964	135,780	27,985	1,856	177	1,077	28,582	3,454	283,934	395
2022	13,229	80,454	135,780	30,699	2,036	194	1,182	31,548	3,808	298,929	435
2023	14,278	87,097	146,221	33,133	2,198	210	1,275	34,172	4,122	322,705	471

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project 48. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project 48, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project 48
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

**Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts**

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Total of Projects</b>													
<b>Direct Impact</b>													
2019	\$31,385	\$25	\$177,411	na	na	\$287,997	\$227	\$34,118	na	na	\$234,640	na	\$765,803
2020	\$31,385	\$70	\$69,533	na	na	\$287,997	\$639	\$13,372	na	na	\$0	na	\$402,996
2021	\$31,385	\$21	\$70,621	na	na	\$287,997	\$196	\$13,581	na	na	\$0	na	\$403,802
2022	\$31,385	\$0	\$71,737	na	na	\$287,997	\$0	\$13,796	na	na	\$0	na	\$404,915
2023	\$31,385	\$0	\$72,880	na	na	\$287,997	\$0	\$14,015	na	na	\$0	na	\$406,278
<b>Total</b>	\$156,927	\$116	\$462,182	na	na	\$1,439,986	\$1,062	\$88,881	na	na	\$234,640	na	\$2,383,794
<b>Total Impact</b>													
2019	\$98,995	\$25	\$306,353	\$145,771	\$63,402	\$1,154,580	\$227	\$75,332	\$67,311	\$50,274	\$696,237	\$676,987	\$3,335,495
2020	\$108,838	\$70	\$216,993	\$167,298	\$72,765	\$1,281,249	\$639	\$60,505	\$77,251	\$57,698	\$527,889	\$773,489	\$3,344,683
2021	\$119,061	\$21	\$237,381	\$189,619	\$82,473	\$1,412,761	\$196	\$66,883	\$87,557	\$65,396	\$596,978	\$874,242	\$3,732,568
2022	\$127,831	\$0	\$254,670	\$209,023	\$90,913	\$1,526,006	\$0	\$72,267	\$96,517	\$72,088	\$654,878	\$957,603	\$4,061,796
2023	\$135,672	\$0	\$270,317	\$226,241	\$98,402	\$1,627,035	\$0	\$77,123	\$104,468	\$78,027	\$706,800	\$1,032,500	\$4,356,586
<b>Total</b>	\$590,398	\$116	\$1,285,714	\$937,952	\$407,955	\$7,001,631	\$1,062	\$352,108	\$433,104	\$323,484	\$3,182,783	\$4,314,821	\$18,831,129

## **Construction Impact by Type**

A company that builds a new facility will generate a construction impact. Although this impact is nonrecurring, it may be significant in the year(s) of the construction period and, therefore, should be considered in the overall impact of any project, especially at the local level.

The following Construction Impact report shows the amount of direct, supplier and consumer impacts resulting from local construction expenditures. These include Employment (on a person per year basis); an estimate of Supported Population and Households; calculations of Personal Income or payroll; and Economic Impact or Output, which is the estimated increase in the value of production. Please note that direct output, or that attributed solely to the Project 48 project, is equivalent to construction costs.

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

Impact Type	Year	Employment	Personal Income	Output
<b>Construction Phase of All Projects</b>				
<b>Direct</b>				
	2019	25	\$1,391,694	\$4,600,000
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$1,391,694	\$4,600,000
<b>Supplier</b>				
	2019	9	\$306,086	\$934,208
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$306,086	\$934,208
<b>Consumer</b>				
	2019	10	\$341,424	\$623,251
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$341,424	\$623,251

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**Sun Corridor Inc. Regional Project Assessment System**  
**Construction Impact by Type**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Total</b>	2019	44	\$2,039,204	\$6,157,459
	2020	0	\$0	\$0
	2021	0	\$0	\$0
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	<b>Total:</b>		\$2,039,204	\$6,157,459

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## Attachment H - Project Celebrity

### **General Description for Project Celebrity**

The following table summarizes the information used to estimate the economic impact of this specific project, Project Celebrity. This report includes:

- Start Year - the year the project is expected to begin
- Region - the geographic area used to define the impact area.
- Industry Type - the industry classification that most closely describes Project Celebrity

Because the economic multipliers used in analyzing Project Celebrity are specific to the industry as well as the geography, the Region and Industry Type are very significant variables.

Other data attributed to Project Celebrity are listed for each year through the end of the specified analysis period.

This section includes:

- Number of jobs
- Annual payroll
- Construction Cost and Land Cost, if applicable
- Building Purchase Cost or Annual Lease Cost, if applicable
- Local (in the region) and Non-Local (outside the immediate region) Equipment Purchases

The table also shows Override Tax Rates - the City, County and School Property tax rates and the City and County Sales tax rates that will apply to the direct project impacts. The override tax rates provide the flexibility to specify rates for a specific site and might help to better pinpoint the local area of impact. If no override tax rates are entered, default tax rates for the community will be applied automatically. In addition, override tax rates can be used to model incentives such as sales or property tax reductions.

## Sun Corridor Inc. Regional Project Assessment System - Project Description

### Project Celebrity in Tucson

**Project Name:** 
**Start Year:** 
**Last Update:** 7/11/2018  
**Region:** 
**Industry Type:**   
**Percent Living In City:**  %
**Lease Back:**

### Annual Project Data

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:		
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales	PILOT
1	0	\$1,000,000	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$0	\$7,250,000	\$0	\$0	<input type="text"/>	0.000%	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
2	0	\$35,800,000	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$0	\$0	\$0	\$2,775,000	<input type="text"/>	0.000%	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
3	490	\$30,000,000	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$33,748,750	\$0	\$0	\$17,500,000	<input type="text"/>	0.000%	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
4	552	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$38,019,000	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
5	572	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$39,396,500	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	
	\$0		185,000		<input type="text"/>	<input type="text"/>	
6	572	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	\$0
	\$39,396,500	\$0	\$0	\$0	<input type="text"/>	<input type="text"/>	
	\$0		185,000		<input type="text"/>	<input type="text"/>	

**Sun Corridor Inc. Regional Project Assessment System - Project Description**

**Project Celebrity in Tucson**

**Annual Project Data**

Year	Employment Payroll TaxableSales	Real Estate Costs		Equipment Purchases: Taxable Non-Taxable	Override Tax Rates:			PILOT
		Const. Cost Land Cost	Purchase Annual Lease Building SqFt		City Property County Property School Property	City Sales City Const. Sales County Sales		
7	572	\$0	\$0	\$0			\$0	
	\$39,396,500	\$0	\$0	\$0				
	\$0		185,000					

Prepared by Applied Economics for Sun Corridor Inc.

## **Impact Summary of Project Celebrity**

The Impact Summary report shows for each year the estimated total Economic and Real Estate Impacts and Revenue Impacts that might result from Project Celebrity. These impacts are shown in greater detail in the subsequent tables. This summary includes impacts from Project Celebrity itself (the direct impact), as well as the estimated multiplier effects of Project Celebrity on other businesses within Tucson (which is the supplier and consumer impact).

The Economic Impact includes:

- Employment - those working for Project Celebrity plus the number of jobs created at its suppliers and companies/organizations that make the goods and services used by the workers at Project Celebrity and its suppliers
- Payroll Impact - payroll for that group of workers
- Economic Impact - defined in terms of output, a measure of the increased value of production or demand generated by the project
- Population - an estimate of the number of individuals that share a direct benefit from the personal income figures
- Households - estimated number of households directly or indirectly supported by Project Celebrity

The Real Estate Impact shows the amount of Non-Residential Square Footage that is supported locally by the company and its suppliers.

Lastly, Revenue Impacts summarize the estimated amount of state and local tax revenues generated annually by Project Celebrity itself (direct impact), its employees and other supported local businesses (supplier and consumer impact).

**Sun Corridor Inc. Regional Project Assessment System - Impact Summary**  
**Operation of Project Celebrity on Tucson**

Year	Economic and Real Estate Impacts						Revenue Impacts		
	Employment	Personal Income	Output	Non-Residential Square Footage	Population	Enrollment	Households	Local Tax Revenues	State Tax Revenues
2019	0	\$0	\$0	185,000	0	0	0	\$240,372	\$36,400
2020	0	\$0	\$0	185,000	0	0	0	\$1,250,304	\$1,303,120
2021	809	\$42,820,141	\$100,681,636	453,222	1,085	186	441	\$4,008,361	\$2,960,334
2022	911	\$48,238,199	\$113,420,945	487,160	1,222	209	496	\$4,164,760	\$2,104,876
2023	944	\$49,985,960	\$117,530,400	498,108	1,267	217	514	\$4,229,746	\$2,181,142
2024	944	\$49,985,960	\$117,530,400	498,108	1,267	217	514	\$4,179,028	\$2,181,142
2025	944	\$49,985,960	\$117,530,400	498,108	1,267	217	514	\$4,179,028	\$2,181,142
<b>Total:</b>		\$241,016,220	\$566,693,782					\$22,251,599	\$12,948,157

Prepared by Applied Economics for Sun Corridor Inc.

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**Sun Corridor Inc. Project Assessment System - Project Summary**

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**For the Years: 2019-2025**

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**Jobs and Payroll**

New direct jobs created	572
New direct payroll	\$39,396,500
Average payroll per employee	\$68,875

**Capital Investment**

Value of new construction	\$66,800,000
Value of building purchase	\$0
Value of new equipment purchases	\$20,275,000

**Economic Impact\***

Total value economic impact	\$566,693,782
Total new jobs supported	944
Total new payroll supported	\$241,016,220
Household spending supported	\$197,836,643

**Construction Impact**

Total value construction impact	\$89,417,016
Total new jobs supported	643
Total new payroll supported	\$29,612,788

**Annual New Tax Revenue\***

**Local Taxes**

Property	\$17,822,197
Sales	\$1,759,443
State Shared Revenues	\$1,741,105
HURF's	\$928,855

**State Taxes**

Sales	\$6,615,562
Personal Income	\$6,332,595

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**\* Includes jobs, payroll, output and tax revenues of companies assisted by Sun Corridor Inc. as well as secondary impacts at other local businesses. Report includes only impacts created in 2019-2025. Additional impacts will be generated in future years.**

## **Economic Impact by Type**

The Economic Impact by Type report shows for each year the direct impacts for the Project Celebrity itself; the supplier impacts which estimate business-to-business purchases that might occur locally as a result of the project; and consumer impacts that estimate purchases which might be made by employees of Project Celebrity and their families, as well as employees and families of supported supplier businesses.

For each year of the project outline, economic impacts can be described in terms of the following variables:

- Employment - direct employment represents the number of jobs at the company or the project. Supplier and consumer employment represent jobs that might be created at other local companies due to increased demand for products and services from the Project Celebrity project.
- Total Population, School-Age Population (grade school and high school) and Households - all three variables represent the number of people that are supported directly and indirectly by Project Celebrity. It is important to note that the people in this section of the table may or may not be new to the area.
- Payroll Impact - the payroll directly generated by Project Celebrity. Supplier and consumer income includes the increase in payroll at other supported local businesses, which is assumed to be related to the estimated increased employment at those businesses because of Project Celebrity.
- Economic Impact - the estimated increase in value of production or demand directly generated by Project Celebrity, as well as at other local businesses as a result of Project Celebrity.

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Celebrity in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>	
<b>Direct</b>	2019	0	\$0	\$0	
	2020	0	\$0	\$0	
	2021	490	\$33,748,750	\$67,766,365	
	2022	552	\$38,019,000	\$76,340,884	
	2023	572	\$39,396,500	\$79,106,858	
	2024	572	\$39,396,500	\$79,106,858	
	2025	572	\$39,396,500	\$79,106,858	
	<b>Total:</b>			\$189,957,250	\$381,427,824
	<b>Supplier</b>	2019	0	\$0	\$0
2020		0	\$0	\$0	
2021		150	\$4,156,663	\$16,031,437	
2022		169	\$4,682,608	\$18,059,904	
2023		175	\$4,852,268	\$18,714,249	
2024		175	\$4,852,268	\$18,714,249	
2025		175	\$4,852,268	\$18,714,249	
<b>Total:</b>				\$23,396,076	\$90,234,088

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**Sun Corridor Inc. Regional Project Assessment System**

**Economic Impact by Type**

**Operation of Project Celebrity in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Consumer</b>				
	2019	0	\$0	\$0
	2020	0	\$0	\$0
	2021	169	\$4,914,727	\$16,883,835
	2022	190	\$5,536,591	\$19,020,157
	2023	197	\$5,737,192	\$19,709,293
	2024	197	\$5,737,192	\$19,709,293
	2025	197	\$5,737,192	\$19,709,293
	<b>Total:</b>		\$27,662,895	\$95,031,870
<b>Total</b>				
	2019	0	\$0	\$0
	2020	0	\$0	\$0
	2021	809	\$42,820,141	\$100,681,636
	2022	911	\$48,238,199	\$113,420,945
	2023	944	\$49,985,960	\$117,530,400
	2024	944	\$49,985,960	\$117,530,400
	2025	944	\$49,985,960	\$117,530,400
	<b>Total:</b>		\$241,016,220	\$566,693,782

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## **Total Household Spending Impact**

The household spending report translates total personal income into local household spending by type. Total personal income is adjusted to account for the portion that is spent versus the amount that is saved or invested. This relationship between total household income and percent of income spent varies significantly by income level. Low income households actually spend more than they make due to government transfer payments. As household income increases, the share that is spent decreases.

Next, expenditures are distributed by type (i.e., utilities, rent, transportation, various categories of retail, etc.). These expenditures generally represent expenditures that are made in the community by direct and supported employees. This information can be valuable in understanding the benefit of economic development to existing local businesses.

The range of goods and services purchased is divided into three categories:

- Local – items such as groceries and household supplies and services that are typically purchased within a three to seven mile radius from home
- Regional – larger items such as vehicles, appliances, home furnishings, apparel and entertainment that are purchased from a regional mall or a specialized provider located throughout the urban area
- Non-Site Based – expenditures like housing, utilities and insurance that may ultimately flow outside the region, or do not necessarily impact local business establishments.

# Total Household Spending Impact

## Project Celebrity

Spending Type	Year: 2019	Amount	Spending Type	Year: 2020	Amount	Spending Type	Year: 2021	Amount
<b>Local Retail &amp; Services</b>		<b>\$0</b>	<b>Local Retail &amp; Services</b>		<b>\$0</b>	<b>Local Retail &amp; Services</b>		<b>\$9,982,214</b>
Groceries		\$0	Groceries		\$0	Groceries		\$2,917,337
Restaurants & Bars		\$0	Restaurants & Bars		\$0	Restaurants & Bars		\$1,862,878
Personal Services		\$0	Personal Services		\$0	Personal Services		\$281,189
Other Household Expenses		\$0	Other Household Expenses		\$0	Other Household Expenses		\$421,784
Housekeeping Supplies		\$0	Housekeeping Supplies		\$0	Housekeeping Supplies		\$456,932
Gas & Motor Oil		\$0	Gas & Motor Oil		\$0	Gas & Motor Oil		\$1,898,027
Vehicle Repairs		\$0	Vehicle Repairs		\$0	Vehicle Repairs		\$492,081
Drugs		\$0	Drugs		\$0	Drugs		\$351,486
Medical Supplies		\$0	Medical Supplies		\$0	Medical Supplies		\$70,297
Personal Care Products		\$0	Personal Care Products		\$0	Personal Care Products		\$421,784
Tobacco Products		\$0	Tobacco Products		\$0	Tobacco Products		\$210,892
Misc Services		\$0	Misc Services		\$0	Misc Services		\$597,527
<b>Regional Retail &amp; Services</b>		<b>\$0</b>	<b>Regional Retail &amp; Services</b>		<b>\$0</b>	<b>Regional Retail &amp; Services</b>		<b>\$7,662,404</b>
Home repairs & maintenance		\$0	Home repairs & maintenance		\$0	Home repairs & maintenance		\$808,419
Home furnishings & appliances		\$0	Home furnishings & appliances		\$0	Home furnishings & appliances		\$1,124,757
Apparel & shoes		\$0	Apparel & shoes		\$0	Apparel & shoes		\$1,265,351
New cars and trucks		\$0	New cars and trucks		\$0	New cars and trucks		\$913,865
Used cars and trucks		\$0	Used cars and trucks		\$0	Used cars and trucks		\$913,865
Other vehicles		\$0	Other vehicles		\$0	Other vehicles		\$105,446
Medical services		\$0	Medical services		\$0	Medical services		\$492,081
Entertainment fees & admission		\$0	Entertainment fees & admission		\$0	Entertainment fees & admission		\$738,121
Audio visual equipment		\$0	Audio visual equipment		\$0	Audio visual equipment		\$738,121
Pets, toys, hobbies		\$0	Pets, toys, hobbies		\$0	Pets, toys, hobbies		\$562,378
<b>Non-Site Based Expenditures</b>		<b>\$0</b>	<b>Non-Site Based Expenditures</b>		<b>\$0</b>	<b>Non-Site Based Expenditures</b>		<b>\$17,504,024</b>
Mortgage expenses		\$0	Mortgage expenses		\$0	Mortgage expenses		\$2,671,297
Property taxes		\$0	Property taxes		\$0	Property taxes		\$1,230,202
Housing rent		\$0	Housing rent		\$0	Housing rent		\$2,390,108
Utilities		\$0	Utilities		\$0	Utilities		\$2,565,851
Vehicle finance charges		\$0	Vehicle finance charges		\$0	Vehicle finance charges		\$210,892
Vehicle insurance		\$0	Vehicle insurance		\$0	Vehicle insurance		\$773,270
Vehicle licenses		\$0	Vehicle licenses		\$0	Vehicle licenses		\$316,338
Public transportation		\$0	Public transportation		\$0	Public transportation		\$351,486
Health insurance		\$0	Health insurance		\$0	Health insurance		\$1,159,905
Life insurance		\$0	Life insurance		\$0	Life insurance		\$210,892
Education		\$0	Education		\$0	Education		\$738,121
Cash contributions		\$0	Cash contributions		\$0	Cash contributions		\$1,195,054
Pensions		\$0	Pensions		\$0	Pensions		\$3,690,607
<b>TOTAL:</b>		<b>\$0</b>	<b>TOTAL:</b>		<b>\$0</b>	<b>TOTAL:</b>		<b>\$35,148,642</b>

# Total Household Spending Impact

## Project Celebrity

Spending Type	Year:	2022	Amount	Spending Type	Year:	2023	Amount	Spending Type	Year:	2024	Amount
<b>Local Retail &amp; Services</b>			<b>\$11,245,270</b>	<b>Local Retail &amp; Services</b>			<b>\$11,652,707</b>	<b>Local Retail &amp; Services</b>			<b>\$11,652,707</b>
Groceries			\$3,286,470	Groceries			\$3,405,545	Groceries			\$3,405,545
Restaurants & Bars			\$2,098,589	Restaurants & Bars			\$2,174,625	Restaurants & Bars			\$2,174,625
Personal Services			\$316,768	Personal Services			\$328,245	Personal Services			\$328,245
Other Household Expenses			\$475,152	Other Household Expenses			\$492,368	Other Household Expenses			\$492,368
Housekeeping Supplies			\$514,748	Housekeeping Supplies			\$533,399	Housekeeping Supplies			\$533,399
Gas & Motor Oil			\$2,138,185	Gas & Motor Oil			\$2,215,656	Gas & Motor Oil			\$2,215,656
Vehicle Repairs			\$554,344	Vehicle Repairs			\$574,429	Vehicle Repairs			\$574,429
Drugs			\$395,960	Drugs			\$410,307	Drugs			\$410,307
Medical Supplies			\$79,192	Medical Supplies			\$82,061	Medical Supplies			\$82,061
Personal Care Products			\$475,152	Personal Care Products			\$492,368	Personal Care Products			\$492,368
Tobacco Products			\$237,576	Tobacco Products			\$246,184	Tobacco Products			\$246,184
Misc Services			\$673,132	Misc Services			\$697,521	Misc Services			\$697,521
<b>Regional Retail &amp; Services</b>			<b>\$8,631,933</b>	<b>Regional Retail &amp; Services</b>			<b>\$8,944,684</b>	<b>Regional Retail &amp; Services</b>			<b>\$8,944,684</b>
Home repairs & maintenance			\$910,708	Home repairs & maintenance			\$943,705	Home repairs & maintenance			\$943,705
Home furnishings & appliances			\$1,267,073	Home furnishings & appliances			\$1,312,981	Home furnishings & appliances			\$1,312,981
Apparel & shoes			\$1,425,457	Apparel & shoes			\$1,477,104	Apparel & shoes			\$1,477,104
New cars and trucks			\$1,029,497	New cars and trucks			\$1,066,797	New cars and trucks			\$1,066,797
Used cars and trucks			\$1,029,497	Used cars and trucks			\$1,066,797	Used cars and trucks			\$1,066,797
Other vehicles			\$118,788	Other vehicles			\$123,092	Other vehicles			\$123,092
Medical services			\$554,344	Medical services			\$574,429	Medical services			\$574,429
Entertainment fees & admission			\$831,516	Entertainment fees & admission			\$861,644	Entertainment fees & admission			\$861,644
Audio visual equipment			\$831,516	Audio visual equipment			\$861,644	Audio visual equipment			\$861,644
Pets, toys, hobbies			\$633,536	Pets, toys, hobbies			\$656,491	Pets, toys, hobbies			\$656,491
<b>Non-Site Based Expenditures</b>			<b>\$19,718,819</b>	<b>Non-Site Based Expenditures</b>			<b>\$20,433,269</b>	<b>Non-Site Based Expenditures</b>			<b>\$20,433,269</b>
Mortgage expenses			\$3,009,298	Mortgage expenses			\$3,118,330	Mortgage expenses			\$3,118,330
Property taxes			\$1,385,861	Property taxes			\$1,436,073	Property taxes			\$1,436,073
Housing rent			\$2,692,529	Housing rent			\$2,790,085	Housing rent			\$2,790,085
Utilities			\$2,890,510	Utilities			\$2,995,238	Utilities			\$2,995,238
Vehicle finance charges			\$237,576	Vehicle finance charges			\$246,184	Vehicle finance charges			\$246,184
Vehicle insurance			\$871,112	Vehicle insurance			\$902,675	Vehicle insurance			\$902,675
Vehicle licenses			\$356,364	Vehicle licenses			\$369,276	Vehicle licenses			\$369,276
Public transportation			\$395,960	Public transportation			\$410,307	Public transportation			\$410,307
Health insurance			\$1,306,669	Health insurance			\$1,354,012	Health insurance			\$1,354,012
Life insurance			\$237,576	Life insurance			\$246,184	Life insurance			\$246,184
Education			\$831,516	Education			\$861,644	Education			\$861,644
Cash contributions			\$1,346,265	Cash contributions			\$1,395,042	Cash contributions			\$1,395,042
Pensions			\$4,157,582	Pensions			\$4,308,219	Pensions			\$4,308,219
<b>TOTAL:</b>			<b>\$39,596,021</b>	<b>TOTAL:</b>			<b>\$41,030,660</b>	<b>TOTAL:</b>			<b>\$41,030,660</b>

# Total Household Spending Impact

## Project Celebrity

Spending Type	Year: 2025	Amount
<b>Local Retail &amp; Services</b>		<b>\$11,652,707</b>
Groceries		\$3,405,545
Restaurants & Bars		\$2,174,625
Personal Services		\$328,245
Other Household Expenses		\$492,368
Housekeeping Supplies		\$533,399
Gas & Motor Oil		\$2,215,656
Vehicle Repairs		\$574,429
Drugs		\$410,307
Medical Supplies		\$82,061
Personal Care Products		\$492,368
Tobacco Products		\$246,184
Misc Services		\$697,521
<b>Regional Retail &amp; Services</b>		<b>\$8,944,684</b>
Home repairs & maintenance		\$943,705
Home furnishings & appliances		\$1,312,981
Apparel & shoes		\$1,477,104
New cars and trucks		\$1,066,797
Used cars and trucks		\$1,066,797
Other vehicles		\$123,092
Medical services		\$574,429
Entertainment fees & admission		\$861,644
Audio visual equipment		\$861,644
Pets, toys, hobbies		\$656,491
<b>Non-Site Based Expenditures</b>		<b>\$20,433,269</b>
Mortgage expenses		\$3,118,330
Property taxes		\$1,436,073
Housing rent		\$2,790,085
Utilities		\$2,995,238
Vehicle finance charges		\$246,184
Vehicle insurance		\$902,675
Vehicle licenses		\$369,276
Public transportation		\$410,307
Health insurance		\$1,354,012
Life insurance		\$246,184
Education		\$861,644
Cash contributions		\$1,395,042
Pensions		\$4,308,219
<b>TOTAL:</b>		<b>\$41,030,660</b>

## **Demographic Impact by Type**

The Demographic Impact by Type report shows the number of direct, supplier and consumer jobs created by Project Celebrity as well as the supported population, school age population and households living in the Sun Corridor region. This includes employees and their families, as well as employees and families of supported supplier and consumer businesses.

Note that these people are not necessarily new to the region. However, they are currently being supported by the jobs and payroll created at Project Celebrity

Supported population and household estimates account for the number of workers per household, average household size and share of employees likely to live and work in the Sun Corridor region. School age population is based on the average number of students per households in the Sun Corridor region.

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**Sun Corridor Inc. Regional Project Assessment System**

**Demographic Impact by Type**

**Operation of Project Celebrity in Tucson**

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<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Direct</b>	2019	0	0	0	0	0
	2020	0	0	0	0	0
	2021	490	657	77	35	267
	2022	552	740	87	40	301
	2023	572	767	90	41	312
	2024	572	767	90	41	312
	2025	572	767	90	41	312
	<b>Supplier</b>	2019	0	0	0	0
2020		0	0	0	0	0
2021		150	201	24	11	82
2022		169	226	27	12	92
2023		175	235	28	13	95
2024		175	235	28	13	95
2025		175	235	28	13	95
<b>Consumer</b>		2019	0	0	0	0
	2020	0	0	0	0	0
	2021	169	227	27	12	92
	2022	190	255	30	14	104
	2023	197	265	31	14	107
	2024	197	265	31	14	107
	2025	197	265	31	14	107

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**Sun Corridor Inc. Regional Project Assessment System**  
**Demographic Impact by Type**  
**Operation of Project Celebrity in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Supported Population</b>	<b>Grade School Population</b>	<b>High School Population</b>	<b>Supported Households</b>
<b>Total</b>						
	2019	0	0	0	0	0
	2020	0	0	0	0	0
	2021	809	1,085	128	58	441
	2022	911	1,222	144	65	496
	2023	944	1,267	149	68	514
	2024	944	1,267	149	68	514
	2025	944	1,267	149	68	514

## **Real Estate Impact**

This particular impact is a different way to measure the economic influence that Project Celebrity might have on a community. As the following Real Estate Impact report shows, the impact is estimated by looking at the number of jobs supported directly and indirectly in the various industries influenced by Project Celebrity and translating that number into square footage by land use for eight different land use categories.

Keep in mind that this is simply an order-of-magnitude estimate. This square footage could be new, or it might be available vacant space, depending on current market conditions.

The Real Estate Impact report also shows the Total Housing Units that might be occupied by families of employees of Project Celebrity, as well as employees at supported supplier and consumer businesses. Again, these homes may be new or existing in the study area.

**Sun Corridor Inc. Regional Project Assessment System - Real Estate Impact**  
**Operation of Project Celebrity on Tucson**

Year	Non-Residential Square Footage by Type									Total Non-Res. Square Feet	Total Housing Units
	Hotel	Retail	Office	Industrial	Hospital	Utilities	Government	Schools	Other		
2019	0	0	0	0	185,000	0	0	0	0	185,000	0
2020	0	0	0	0	185,000	0	0	0	0	185,000	0
2021	8,547	64,779	163,067	21,271	185,000	130	619	8,416	1,394	453,222	441
2022	9,628	72,976	183,699	23,962	185,000	146	697	9,481	1,570	487,160	496
2023	9,977	75,620	190,355	24,830	185,000	152	722	9,824	1,627	498,108	514
2024	9,977	75,620	190,355	24,830	185,000	152	722	9,824	1,627	498,108	514
2025	9,977	75,620	190,355	24,830	185,000	152	722	9,824	1,627	498,108	514

Prepared by Applied Economics for Sun Corridor Inc.

## **Direct and Total Revenue Impacts**

The following Direct and Total Revenue Impact report shows the amount of local and state tax revenue that could be generated as a result of Project Celebrity. As with the economic impact, the revenue impact is separated into two components:

- Direct Impact - shown on the upper half of the report, includes only those taxes paid directly by the company or project
- Total Impact (direct plus indirect) - includes an estimate of additional taxes paid by employees and other supported population

State and Local taxes described in the report include:

- Real property taxes - estimate of tax revenue based on land and buildings associated with Project Celebrity, as well as employee residences
- Personal property taxes - based on the taxes on equipment associated with Project Celebrity
- Sales Tax - estimate of tax revenue generated by direct taxable sales, building leases, local equipment purchases, construction activity and employee spending
- State Shared Revenues and HURFS - estimate of distributions to city and county based on supported population

At the state level, the sales and property tax are generated by sources similar to those described in local taxes. State revenue also includes personal income tax from direct and indirect personal income.

## Sun Corridor Inc. Regional Project Assessment System - Direct and Total Revenue Impacts

### Operation of Project Celebrity on Tucson

Year	City					County and School District					State		Total
	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Property Taxes		Sales Tax	State-Shared Revenues	HURFs	Sales Tax	Personal Income Tax	
	Real	Personal				Real	Personal						
<b>Direct Impact</b>													
2019	\$23,302	\$0	\$0	na	na	\$213,820	\$0	\$3,250	na	na	\$36,400	na	\$276,772
2020	\$110,842	\$591	\$0	na	na	\$1,017,097	\$5,424	\$116,350	na	na	\$1,303,120	na	\$2,553,424
2021	\$184,199	\$6,988	\$0	na	na	\$1,690,234	\$64,121	\$97,500	na	na	\$1,092,000	na	\$3,135,043
2022	\$184,199	\$7,531	\$0	na	na	\$1,690,234	\$69,101	\$0	na	na	\$0	na	\$1,951,065
2023	\$184,199	\$6,035	\$0	na	na	\$1,690,234	\$55,382	\$0	na	na	\$0	na	\$1,935,851
2024	\$184,199	\$1,051	\$0	na	na	\$1,690,234	\$9,648	\$0	na	na	\$0	na	\$1,885,133
2025	\$184,199	\$1,051	\$0	na	na	\$1,690,234	\$9,648	\$0	na	na	\$0	na	\$1,885,133
<b>Total</b>	\$1,055,138	\$23,248	\$0	na	na	\$9,682,090	\$213,325	\$217,100	na	na	\$2,431,520	na	\$13,622,420
<b>Total Impact</b>													
2019	\$23,302	\$0	\$0	\$0	\$0	\$213,820	\$0	\$3,250	\$0	\$0	\$36,400	\$0	\$276,772
2020	\$110,842	\$591	\$0	\$0	\$0	\$1,017,097	\$5,424	\$116,350	\$0	\$0	\$1,303,120	\$0	\$2,553,424
2021	\$268,666	\$6,988	\$207,649	\$211,618	\$92,042	\$2,822,707	\$64,121	\$163,871	\$97,716	\$72,983	\$1,835,358	\$1,124,976	\$6,968,695
2022	\$279,325	\$7,531	\$233,923	\$238,394	\$103,688	\$2,965,732	\$69,101	\$74,769	\$110,080	\$82,218	\$837,415	\$1,267,461	\$6,269,636
2023	\$282,771	\$6,035	\$242,398	\$247,031	\$107,445	\$3,011,940	\$55,382	\$77,478	\$114,068	\$85,197	\$867,756	\$1,313,386	\$6,410,888
2024	\$282,771	\$1,051	\$242,398	\$247,031	\$107,445	\$3,011,940	\$9,648	\$77,478	\$114,068	\$85,197	\$867,756	\$1,313,386	\$6,360,170
2025	\$282,771	\$1,051	\$242,398	\$247,031	\$107,445	\$3,011,940	\$9,648	\$77,478	\$114,068	\$85,197	\$867,756	\$1,313,386	\$6,360,170
<b>Total</b>	\$1,530,446	\$23,248	\$1,168,767	\$1,191,106	\$518,063	\$16,055,178	\$213,325	\$590,675	\$549,999	\$410,792	\$6,615,562	\$6,332,595	\$35,199,756

Prepared by Applied Economics for Sun Corridor Inc. **Revenues to the City of Tucson listed above exclude the estimated \$1.13 million in construction sales tax that would be reimbursed to the company through the Primary Jobs Incentive.**

## **Construction Impact by Type**

A company that builds a new facility will generate a construction impact. Although this impact is nonrecurring, it may be significant in the year(s) of the construction period and, therefore, should be considered in the overall impact of any project, especially at the local level.

The following Construction Impact report shows the amount of direct, supplier and consumer impacts resulting from local construction expenditures. These include Employment (on a person per year basis); an estimate of Supported Population and Households; calculations of Personal Income or payroll; and Economic Impact or Output, which is the estimated increase in the value of production. Please note that direct output, or that attributed solely to the Project Celebrity project, is equivalent to construction costs.

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Celebrity in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>
<b>Direct</b>				
	2019	5	\$302,542	\$1,000,000
	2020	192	\$10,831,011	\$35,800,000
	2021	161	\$9,076,266	\$30,000,000
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	2024	0	\$0	\$0
	2025	0	\$0	\$0
	<b>Total:</b>		\$20,209,820	\$66,800,000
<b>Supplier</b>				
	2019	2	\$66,540	\$203,089
	2020	73	\$2,382,144	\$7,270,579
	2021	61	\$1,996,210	\$6,092,664
	2022	0	\$0	\$0
	2023	0	\$0	\$0
	2024	0	\$0	\$0
	2025	0	\$0	\$0
	<b>Total:</b>		\$4,444,894	\$13,566,331

**Sun Corridor Inc. Regional Project Assessment System  
Construction Impact by Type**

**Construction of Project Celebrity in Tucson**

<b>Impact Type</b>	<b>Year</b>	<b>Employment</b>	<b>Personal Income</b>	<b>Output</b>	
<b>Consumer</b>	2019	2	\$74,223	\$135,489	
	2020	80	\$2,657,172	\$4,850,517	
	2021	67	\$2,226,680	\$4,064,679	
	2022	0	\$0	\$0	
	2023	0	\$0	\$0	
	2024	0	\$0	\$0	
	2025	0	\$0	\$0	
	<b>Total:</b>			\$4,958,074	\$9,050,685
	<b>Total</b>	2019	10	\$443,305	\$1,338,578
2020		344	\$15,870,326	\$47,921,096	
2021		289	\$13,299,156	\$40,157,343	
2022		0	\$0	\$0	
2023		0	\$0	\$0	
2024		0	\$0	\$0	
2025		0	\$0	\$0	
<b>Total:</b>				\$29,612,788	\$89,417,016

# QUARTERLY REPORTS

**3.4.2.1 – Closed / Lost Opportunities**

Report indicating why key prospects did not select the region, if known.

**3.4.2.2 – Competitiveness**

N/A

**3.4.2.3 – Semi-annual marketing plan for Pima County’s economic development properties.**

- Pima County properties are featured on the Sun Corridor Inc. website
- Pima County properties are incorporated into sales missions
- All applicable projects are provided information on available Pima County properties, at the direction of Pima County staff
- Pima County properties are routinely featured in site selector newsletters

**3.4.2.4 Collaborative activities with Visit Tucson**

- Laura Shaw, Senior Vice President - Marketing, was appointed to the Visit Tucson Board of Directors for a 3-year term in November 2018.
- David Welsh, Executive Vice President, continues to serve on the Visit Tucson Tourism Master Plan Committee.
- Brent DeRaad, Visit Tucson, is serving on the TUS Blueprint Committee

Attachments

A – Closed/ Lost Reason Report

**Attachment A - Closed/ Lost Reason Report**  
**July 1, 2018 - June 30, 2019**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	State Reason	Date Closed
1718073	Aviation Ryan	Aerospace & Defense	Other	Company	International - Europe	78,000	200			Daniela Gallagher	Unknown	8-Aug-18
1718051	CRESA	Transportation & Logistics	Distribution Center	Site Selector	Unknown		200	\$ 30,000		Daniela Gallagher	Client Unresponsive	8-Aug-18
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50,000	50	\$ 62,000	\$ 5,000,000	Susan Dumon	Project Canceled	20-Aug-18
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300,000	150	\$ 53,000	\$ 30,000,000	Susan Dumon	Client Unresponsive	20-Aug-18
1718074	DS9	Other	Advanced Business Services	Site Selector	Unknown		200			Daniela Gallagher	Insufficient Workforce	17-Sep-18
1819004	Blue	Renewable & Mining Technology	Manufacturing	Company	International - Canada					Daniela Gallagher	Client Unresponsive	19-Sep-18
1718049	Small	Other	Back Office - Call Center (Enterpris	Local Broker	Arizona		200			Daniela Gallagher	Project Canceled	19-Sep-18
1718048	Sonne	Renewable & Mining Technology	Manufacturing	ACA	Arizona					Daniela Gallagher	Project Canceled	19-Sep-18
1718033	West	Other	Manufacturing	Site Selector	Unknown		700		\$ 250,000,000	Daniela Gallagher	Lack of Financing	19-Sep-18
1718069	NOCO	Automotive	Manufacturing	ACA	Unknown	150,000	180	\$ 61,432	\$ 10,600,000	Susan Dumon	Client Unresponsive	2-Oct-18
1819005	Gene	Aerospace & Defense	Manufacturing	Regional Partner	Unknown					Daniela Gallagher	Client Unresponsive	24-Oct-18
1718067	Intrepid	Renewable & Mining Technology	Manufacturing	Site Selector	International - Canada	125,000	173	\$ 37,926	\$ 14,812,448	Susan Dumon	Political	9-Nov-18
1718050	Neiman	Aerospace & Defense	Manufacturing	ACA	Unknown		200			Daniela Gallagher	Unknown	6-Dec-18
1819014	Green	Consumer Products	Manufacturing	ACA	Colorado	175,000	700	\$ 29,320	\$ 24,000,000	Susan Dumon	Other - See Other Info for Details	10-Dec-18
1718084	Dragline	Renewable & Mining Technology	Manufacturing	Company	Texas		10			Daniela Gallagher	Insufficient Real Estate	13-Dec-18
1718044	Help - MHC Mar	Healthcare	Advanced Business Services - HQ	Company	Arizona	30,000	100			Daniela Gallagher	Project Canceled	11-Jan-19
1819022	Fireworks	Other	Manufacturing	Regional Partner			20			Daniela Gallagher	Project Canceled	14-Jan-19
1819011	Open	Software	Advanced Business Services	Regional Partner	International - Europe		20			Daniela Gallagher	Client Unresponsive	18-Jan-19
1617076	Star	Aerospace & Defense	Manufacturing	Company	Michigan	130,000	219	\$ 47,870	\$ 41,935,000	Daniela Gallagher	Client Unresponsive	18-Jan-19
1819001	Falcon 7	Aerospace & Defense	Manufacturing	Regional Partner	International - Europe	66,000	50			Daniela Gallagher	Client Unresponsive	1-Feb-19
1819003	Prime	Bioscience	R&D	ACA	International - Europe					Daniela Gallagher	Client Unresponsive	1-Feb-19
1718075	Bridge	Other	Manufacturing	ACA	Unknown	400,000	500	\$ 35,000	\$ 50,000,000	Daniela Gallagher	Insufficient Real Estate	11-Feb-19
1819038	Drink	Consumer Products	Manufacturing	ACA	California	40,000	45			Daniela Gallagher	Client Unresponsive	11-Feb-19
1819017	Telford	Renewable & Mining Technology	Manufacturing	ACA	International - Europe	130,000	800	\$ 53,674	\$ 76,924,000	Daniela Gallagher	Insufficient Real Estate	14-Feb-19
1819041	EMS	Aerospace & Defense	Advanced Business Services	Regional Partner	Arizona	2,000				Daniela Gallagher	Other - See Other Info for Details	22-Feb-19
1718085	Health	Healthcare	Other	ACA	Arizona	32,500	50	\$ 55,000	\$ 15,000,000	Susan Dumon	Client Unresponsive	28-Feb-19
1718079	Inspirit	Unknown	Industrial - Other	ACA	Unknown				\$ 100,000,000	Susan Dumon	Client Unresponsive	28-Feb-19
1819012	Nichols	Aerospace & Defense	Other	Regional Partner	Georgia	15,000	12	\$ 56,717	\$ 51,920,000	Susan Dumon	Lack of Financing	28-Feb-19
1718064	Polly	Aerospace & Defense	Manufacturing	ACA	Arizona	20,000	35	\$ 60,000		Susan Dumon	Other - See Other Info for Details	28-Feb-19
1718023	Rigid	Consumer Products	Manufacturing	ACA	Ohio	100,000	450	\$ 43,011	\$ 40,700,000	Susan Dumon	Client Unresponsive	28-Feb-19
1819032	Lakeside	Consumer Products	Manufacturing	Site Selector	Ohio	200,000 - 500,000	100		\$ 48,000,000	Daniela Gallagher	Client Unresponsive	6-Mar-19
1819029	Lucky	Consumer Products	Advanced Business Services	Company	Arizona	2,000				Daniela Gallagher	Project Canceled	14-Mar-19
1718091	Office	Other	Advanced Business Services	Site Selector	Unknown	25,000	50			Daniela Gallagher	Client Unresponsive	14-Mar-19
1819034	Seahawk	Unknown	Manufacturing	Site Selector	Washington					Susan Dumon	Unknown	19-Mar-19
1819027	AECH	Consumer Products	Manufacturing	ACA	Unknown	70,000	30	\$ 30,000	\$ 55,000,000	Daniela Gallagher	Unknown	20-Mar-19
1819008	Destination	Software	Advanced Business Services - HQ	ACA	Arizona	41,000	150	\$ 45,000	\$ 400,000	Susan Dumon	Client Unresponsive	29-Mar-19
1819028	Wilma	Consumer Products	Manufacturing	ACA	Minnesota	225,000 - 275,000	60	\$ 58,000	\$ 100,000,000	Susan Dumon	Other - See Other Info for Details	29-Mar-19
1819009	Woodford	Bioscience	Advanced Business Services - HQ	ACA	Kentucky	10,000	65	\$ 121,077	\$ 7,500,000	Susan Dumon	Insufficient Infrastructure	29-Mar-19
<b>1516079</b>	<b>Drumbeat</b>	<b>Other</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Massachusetts</b>	<b>175,000</b>	<b>37</b>	<b>\$ 46,000</b>	<b>\$ 41,000,000</b>	<b>Daniela Gallagher</b>	<b>Project Canceled</b>	<b>2-Apr-19</b>
<b>1819021</b>	<b>Aloha</b>	<b>Financial Services/Insurance</b>	<b>Advanced Business Services</b>	<b>Regional Partner</b>	<b>Pennsylvania</b>					<b>Daniela Gallagher</b>	<b>Client Unresponsive</b>	<b>29-Apr-19</b>
<b>1819062</b>	<b>Earth</b>	<b>Other</b>	<b>Manufacturing</b>	<b>Regional Partner</b>	<b>Arizona</b>		<b>100</b>	<b>\$ 100,000</b>		<b>Daniela Gallagher</b>	<b>Other - See Other Info for Details</b>	<b>20-May-19</b>
<b>1819015</b>	<b>Aglet</b>	<b>Bioscience</b>	<b>R&amp;D</b>	<b>Company</b>	<b>Arizona</b>					<b>Daniela Gallagher</b>	<b>Other - See Other Info for Details</b>	<b>28-May-19</b>
<b>1819057</b>	<b>Anil</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Arizona</b>		<b>30</b>			<b>Daniela Gallagher</b>	<b>Client Unresponsive</b>	<b>28-May-19</b>
<b>1819035</b>	<b>Harp</b>	<b>Other</b>	<b>Back Office - Call Center (Enterpri</b>	<b>Site Selector</b>	<b>Unknown</b>	<b>50,000</b>	<b>150</b>			<b>Susan Dumon</b>	<b>Unknown</b>	<b>29-May-19</b>
<b>1819018</b>	<b>Hayes</b>	<b>Healthcare</b>	<b>Back Office - Call Center (Enterpri</b>	<b>Site Selector</b>	<b>Unknown</b>		<b>1000</b>	<b>\$ 42,640</b>		<b>Susan Dumon</b>	<b>Project Canceled</b>	<b>29-May-19</b>
<b>1819047</b>	<b>High Tech</b>	<b>Transportation &amp; Logistics</b>	<b>Distribution Center</b>	<b>Local Broker</b>	<b>International - China</b>	<b>600,000</b>	<b>300</b>			<b>Daniela Gallagher</b>	<b>Unknown</b>	<b>29-May-19</b>
<b>1718056</b>	<b>Perfect2</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Arizona</b>		<b>40</b>	<b>\$ 37,440</b>	<b>\$ 3,000,000</b>	<b>Susan Dumon</b>	<b>Project Canceled</b>	<b>19-Jun-19</b>
<b>1819033</b>	<b>Pilot</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>	<b>Regional Partner</b>	<b>Texas</b>	<b>10,000</b>	<b>74</b>	<b>\$ 40,716</b>	<b>\$ 3,810,000</b>	<b>Daniela Gallagher</b>	<b>Other - See Other Info for Details</b>	<b>19-Jun-19</b>
<b>1718036</b>	<b>Chicago</b>	<b>Bioscience</b>	<b>Advanced Business Services</b>	<b>Site Selector</b>	<b>Arizona</b>	<b>60,000</b>	<b>142</b>			<b>Daniela Gallagher</b>	<b>Client Unresponsive</b>	<b>26-Jun-19</b>
<b>1819020</b>	<b>Lincoln</b>	<b>Other</b>	<b>Advanced Business Services</b>	<b>ACA</b>	<b>Washington, D.C.</b>	<b>160,000</b>	<b>620</b>			<b>Daniela Gallagher</b>	<b>Unknown</b>	<b>26-Jun-19</b>
<b>1819002</b>	<b>Select</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Unknown</b>		<b>30</b>			<b>Daniela Gallagher</b>	<b>Client Unresponsive</b>	<b>26-Jun-19</b>
<b>1819059</b>	<b>Ubiquity</b>	<b>Financial Services/Insurance</b>	<b>Back Office - Call Center (3rd Part</b>	<b>ACA</b>	<b>Nebraska</b>	<b>20,000</b>	<b>200</b>	<b>\$ 26,520</b>	<b>\$ 500,000</b>	<b>Daniela Gallagher</b>	<b>Client Unresponsive</b>	<b>26-Jun-19</b>
<b>1718018</b>	<b>Cross</b>	<b>Other</b>	<b>Advanced Business Services</b>	<b>Company</b>	<b>Washington, D.C.</b>		<b>25</b>			<b>Susan Dumon</b>	<b>Other - See Other Info for Details</b>	<b>27-Jun-19</b>

\*New projects are in BOLD

#### **3.4.2.1 – Closed / Lost Opportunities**

Report indicating why key prospects did not select the region, if known.

#### **3.4.2.2 – Competitiveness**

N/A

#### **3.4.2.3 – Semi-annual marketing plan for Pima County's economic development properties.**

- Pima County properties are featured on the Sun Corridor Inc. website
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- All applicable projects are provided information on available Pima County properties, at the direction of Pima County staff
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- David Welsh, Senior Vice President – Business Development and Government Relations, continues to serve on the Visit Tucson Tourism Master Plan Committee.
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#### Attachments

A – Closed/ Lost Reason Report

**Attachment A - Closed/ Lost Reason Report  
July 1, 2018 - December 31, 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Annual Salary	CapEx - Total	Owner Name	State Reason	Date Closed
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1718051	CRESA	Transportation & Logistics	Distribution Center	Site Selector	Unknown		200	\$ 30,000		Daniela Gallagher	Client Unresponsive	08-Aug-18
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1718049	Small	Other	Back Office - Call Center (Enterprise)	Local Broker	Arizona		200			Daniela Gallagher	Project Canceled	19-Sep-18
1718048	Sonne	Renewable & Mining Technology	Manufacturing	ACA	Arizona					Daniela Gallagher	Project Canceled	19-Sep-18
1718033	West	Other	Manufacturing	Site Selector	Unknown		700		\$ 250,000,000	Daniela Gallagher	Lack of Financing	19-Sep-18
1718069	NOCO	Automotive	Manufacturing	ACA	Unknown	150,000	180	\$ 61,432	\$ 10,600,000	Susan Dumon	Client Unresponsive	02-Oct-18
1819005	Gene	Aerospace & Defense	Manufacturing	Regional Partner	Unknown					Daniela Gallagher	Client Unresponsive	24-Oct-18
1718067	Intrepid	Renewable & Mining Technology	Manufacturing	Site Selector	International - Canada	125000	173	\$ 37,926	\$ 14,812,448	Susan Dumon	Political	09-Nov-18
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1718084	Dragline	Renewable & Mining Technology	Manufacturing	Company	Texas		10			Daniela Gallagher	Insufficient Real Estate	13-Dec-18
<b>1718044</b>	<b>Help</b>	<b>Healthcare</b>	<b>Advanced Business Services - HQ</b>	<b>Company</b>	<b>Arizona</b>	<b>30,000 - 40,000</b>	<b>100</b>			<b>Daniela Gallagher</b>	<b>Project Canceled</b>	<b>11-Jan-19</b>
1819022	Fireworks	Other	Manufacturing	Regional Partner			20			Daniela Gallagher	Project Canceled	14-Jan-19
1819011	Open	Software	Advanced Business Services	Regional Partner	International - Europe		20			Daniela Gallagher	Client Unresponsive	18-Jan-19
1617076	Star	Aerospace & Defense	Manufacturing	Company	Michigan	130,000	219	\$ 47,870	\$ 41,935,000	Daniela Gallagher	Client Unresponsive	18-Jan-19
1819001	Falcon 7	Aerospace & Defense	Manufacturing	Regional Partner	International - Europe	66000	50			Daniela Gallagher	Client Unresponsive	01-Feb-19
1819003	Prime	Bioscience	R&D	ACA	International - Europe					Daniela Gallagher	Client Unresponsive	01-Feb-19
1718075	Bridge	Other	Manufacturing	ACA	Unknown	400000	500	\$ 35,000	\$ 50,000,000	Daniela Gallagher	Insufficient Real Estate	11-Feb-19
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1819017	Telford	Renewable & Mining Technology	Manufacturing	ACA	International - Europe	130,000	800	\$ 53,674	\$ 76,924,000	Daniela Gallagher	Insufficient Real Estate	14-Feb-19
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1718023	Rigid	Consumer Products	Manufacturing	ACA	Ohio	100,000	450	\$ 43,011	\$ 40,700,000	Susan Dumon	Client Unresponsive	28-Feb-19
1819032	Lakeside	Consumer Products	Manufacturing	Site Selector	Ohio	200,000 - 500,000	100		\$ 48,000,000	Daniela Gallagher	Client Unresponsive	06-Mar-19
1819029	Lucky	Consumer Products	Advanced Business Services	Company	Arizona	2000				Daniela Gallagher	Project Canceled	14-Mar-19
1718091	Office	Other	Advanced Business Services	Site Selector	Unknown	25000	50			Daniela Gallagher	Client Unresponsive	14-Mar-19
1819034	Seahawk	Unknown	Manufacturing	Site Selector	Washington					Susan Dumon	Unknown	19-Mar-19
1819027	AECH	Consumer Products	Manufacturing	ACA	Unknown	70000	30	\$ 30,000	\$ 55,000,000	Daniela Gallagher	Unknown	20-Mar-19
1819008	Destination	Software	Advanced Business Services - HQ	ACA	Arizona	41,000	150	\$ 45,000	\$ 400,000	Susan Dumon	Client Unresponsive	29-Mar-19
1819028	Wilma	Consumer Products	Manufacturing	ACA	Minnesota	225,000 - 275,000	60	\$ 58,000	\$ 100,000,000	Susan Dumon	Other - See Other Info for Details	29-Mar-19
1819009	Woodford	Bioscience	Advanced Business Services - HQ	ACA	Kentucky	10,000	65	\$ 121,077	\$ 7,500,000	Susan Dumon	Insufficient Infrastructure	29-Mar-19

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

**3.4.2.1 – Closed / Lost Opportunities**

Report indicating why key prospects did not select the region, if known.

**3.4.2.2 – Competitiveness**

N/A

**3.4.2.3 – Semi-annual marketing plan for Pima County’s economic development properties.**

- Pima County properties are featured on the Sun Corridor Inc. website
- Pima County properties are incorporated into sales missions
- All applicable projects are provided information on available Pima County properties, at the direction of Pima County staff
- Pima County properties are routinely featured in site selector newsletters

**3.4.2.4 Collaborative activities with Visit Tucson**

- Laura Shaw, Senior Vice President - Marketing, was appointed to the Visit Tucson Board of Directors for a 3-year term in November 2018.
- David Welsh, Senior Vice President – Business Development and Government Relations, continues to serve on the Visit Tucson Tourism Master Plan Committee.

Attachments

A – Closed/ Lost Reason Report

**Attachment A - Closed/ Lost Reason Report  
July 1, 2018 - December 31, 2018**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Owner Name	State Reason	Date Closed
1718073	Aviation Ryan	Aerospace & Defense	Other	Company	International - Europe	78000	200			Daniela Gallagher	Unknown	08-Aug-18
1718051	CRESA	Transportation & Logistics	Distribution Center	Site Selector	Unknown		200	\$30,000		Daniela Gallagher	Client Unresponsive	08-Aug-18
1718068	Norman	Aerospace & Defense	Manufacturing	ACA	Oklahoma	50,000	50	\$62,000	\$ 5,000,000	Susan Dumon	Project Canceled	20-Aug-18
1718057	Strategyz	Other	Manufacturing	ACA	Unknown	300,000	150	\$53,000	\$ 30,000,000	Susan Dumon	Client Unresponsive	20-Aug-18
1718074	DS9	Other	Advanced Business Services	Site Selector	Unknown		200			Daniela Gallagher	Insufficient Workforce	17-Sep-18
1819004	Blue	Renewable & Mining Technology	Manufacturing	Company	International - Canada					Daniela Gallagher	Client Unresponsive	19-Sep-18
1718049	Small	Other	Back Office - Call Center (Enterprise)	Local Broker	Arizona		200			Daniela Gallagher	Project Canceled	19-Sep-18
1718048	Sonne	Renewable & Mining Technology	Manufacturing	ACA	Arizona					Daniela Gallagher	Project Canceled	19-Sep-18
1718033	West	Other	Manufacturing	Site Selector	Unknown		700		\$ 250,000,000	Daniela Gallagher	Lack of Financing	19-Sep-18
<b>1718069</b>	<b>NOCO</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Unknown</b>	<b>150,000</b>	<b>180</b>	<b>\$61,432</b>	<b>\$ 10,600,000</b>	<b>Susan Dumon</b>	<b>Client Unresponsive</b>	<b>02-Oct-18</b>
<b>1819005</b>	<b>Gene</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>Regional Partner</b>	<b>Unknown</b>					<b>Daniela Gallagher</b>	<b>Client Unresponsive</b>	<b>24-Oct-18</b>
<b>1718067</b>	<b>Intrepid</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>	<b>Site Selector</b>	<b>International - Canada</b>	<b>125000</b>	<b>173</b>	<b>\$37,926</b>	<b>\$ 14,812,448</b>	<b>Susan Dumon</b>	<b>Political</b>	<b>09-Nov-18</b>
<b>1718050</b>	<b>Neiman</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Unknown</b>		<b>200</b>			<b>Daniela Gallagher</b>	<b>Unknown</b>	<b>06-Dec-18</b>
<b>1819014</b>	<b>Green</b>	<b>Consumer Products</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Colorado</b>	<b>175,000</b>	<b>700</b>	<b>\$29,320</b>	<b>\$ 24,000,000</b>	<b>Susan Dumon</b>	<b>Other - See Other Info for Details</b>	<b>10-Dec-18</b>
<b>1718084</b>	<b>Dragline</b>	<b>Renewable &amp; Mining Technology</b>	<b>Manufacturing</b>	<b>Company</b>	<b>Texas</b>		<b>10</b>			<b>Daniela Gallagher</b>	<b>Insufficient Real Estate</b>	<b>13-Dec-18</b>

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