



BOARD OF SUPERVISORS AGENDA ITEM REPORT
AWARDS / CONTRACTS / GRANTS

Award Contract Grant

Requested Board Meeting Date: June 6, 2023

* = Mandatory, information must be provided

or Procurement Director Award:

***Contractor/Vendor Name/Grantor (DBA):**

Sun Corridor, Inc.

***Project Title/Description:**

Economic Development for Pima County and Southern Arizona

***Purpose:**

Sun Corridor, Inc. (SCI) has been Pima County's primary partner in economic development activities, including discussions with potential future employers and/or expansion of existing employers within the region. The primary goal of this professional services agreement is to increase the number of base industry jobs within the region and by doing so, significantly accelerate expansion of the tax base, as well as increase average regional income levels.

***Procurement Method:**

Direct Select per Board of Supervisors Policy D29.6 III-C.

***Program Goals/Predicted Outcomes:**

Increase the number of base industry jobs within the region and by doing so, significantly accelerate expansion of the tax base, as well as increase average regional income levels. Support the implementation of the current Pima County Economic Development Strategic Plan, and the SCI Economic Blueprint and Pivot Playbook.

***Public Benefit:**

Increase jobs, expansion of the tax base and increase in average regional income levels.

***Metrics Available to Measure Performance:**

Monthly, quarterly and annual reports by Sun Corridor, Inc. discussing progress in attaining targets including reporting the numerical results for each performance measurement stipulated in the service agreement. Monthly and quarterly meetings to be held between Pima County and Sun Corridor, Inc. staff members.

***Retroactive:**

No.

TO: COB 5-23-23 (1)
Vers: 1
pgs.: 29

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THE APPLICABLE SECTION(S) BELOW MUST BE COMPLETED

Click or tap the boxes to enter text. If not applicable, indicate "N/A". Make sure to complete mandatory (*) fields

Contract / Award Information

Document Type: CT Department Code: CA Contract Number (i.e., 15-123): 23-421
Commencement Date: 07/01/2023 Termination Date: 06/30/2024 Prior Contract Number (Synergen/CMS):
Expense Amount \$ 650,000.00 * Revenue Amount: \$

*Funding Source(s) required: General Fund

Funding from General Fund? Yes No If Yes \$ % 100

Contract is fully or partially funded with Federal Funds? Yes No

If Yes, is the Contract to a vendor or subrecipient?

Were insurance or indemnity clauses modified? Yes No

If Yes, attach Risk's approval.

Vendor is using a Social Security Number? Yes No

If Yes, attach the required form per Administrative Procedure 22-10.

Amendment / Revised Award Information

Document Type: Department Code: Contract Number (i.e., 15-123):

Amendment No.: AMS Version No.:

Commencement Date: New Termination Date:

Prior Contract No. (Synergen/CMS):

Expense Revenue Increase Decrease

Amount This Amendment: \$

Is there revenue included? Yes No If Yes \$

*Funding Source(s) required:

Funding from General Fund? Yes No If Yes \$ %

Grant/Amendment Information (for grants acceptance and awards)

Award Amendment

Document Type: Department Code: Grant Number (i.e., 15-123):

Commencement Date: Termination Date: Amendment Number:

Match Amount: \$ Revenue Amount: \$

*All Funding Source(s) required:

*Match funding from General Fund? Yes No If Yes \$ %

*Match funding from other sources? Yes No If Yes \$ %

*Funding Source:

*If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)?

Contact: Heath Vescovi-Chiordi

Department: Economic Development

Telephone: 520-724-4444

Department Director Signature: Date:


Deputy County Administrator Signature: Date: 5/22/2023

County Administrator Signature: Date: 5/22/2023



DATE: 5-18-2023

TO: Jan Leshner, County Administrator

FROM: Heath S. Vescovi-Chiordi, Economic Development Director 

Cc: Carmine DeBonis, Jr., Deputy County Administrator for Public Works
Terri Spencer, Procurement Director

SUBJECT: Request for Direct Selection of Professional Services from Sun Corridor, Inc. for supplemental Economic Development Services for Pima County and Southern Arizona

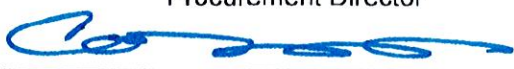
Pursuant to Board of Supervisors Policy D29.6 III.C – Direct Selection and Procurement Procedure No. PO-50, this memorandum seeks approval to select Sun Corridor, Inc. (SCI) to provide supplemental Economic Development services on behalf of Pima County.

Background: SCI is a primary partner and regional resource of Pima County for economic development activities in the region. SCI helps to provide comprehensive programs and services that help to further Pima County's Economic Development goals. As a regional Economic Development organization, SCI is uniquely positioned to deliver supplemental services that support Pima County's Economic Development goals, including primary employment through base industry attraction, retention and expansion of businesses, and marketing services.


Requested Action: The Department of Economic Development requests Sun Corridor, Inc. to be selected for provision of supplemental Economic Development Services for Pima County and Southern Arizona, with a not to exceed amount of \$650,000.00 for a contract term of one year with the option for four (4) additional one year renewals, pursuant to the Direct Select provisions of Board of Supervisors Policy D29.6, III-C.

Approved as to Form: 
Terri Spencer
Procurement Director

Date: 5/18/2023

Concur: 
Carmine DeBonis, Jr., DCA

Date: 5/18/2023

Direct Select Approved: 
Jan Leshner
County Administrator

Date: 5/18/2023

Pima County Department of Economic Development

Project: Economic Development for Pima County and Southern Arizona

Contractor: Sun Corridor Inc

Amount: \$650,000.00

Contract No.: CT-CA-23-421

Funding: General Fund

PROFESSIONAL SERVICES CONTRACT

1. Parties and Background.

- 1.1. Parties. This Contract is between Pima County, a body politic and corporate of the State of Arizona ("County"), and Sun Corridor, Inc. ("Contractor").
- 1.2. Authority. County selected Contractor pursuant to and consistent with Board of Supervisors Policy D29.6 III-C Direct Selection.
- 1.3. Background and Purpose. Sun Corridor, Inc. (SCI) was established in 2005 (originally as Tucson Regional Opportunities/TREO) to consolidate and coordinate all economic development activities and programs within the region. The primary goal of SCI was to facilitate primary (non-retail) job and investment growth in the region. Its work also includes creating a competitive environment that allows primary employers to flourish and succeed. Economies, both nationally and internationally, compete for jobs and capital investment based on regional strengths. The economic benefits of business expansion and attraction, no matter where physically located, transcend jurisdictional lines. A collaborative regional approach is required in order to be competitive in the global site selection process.

SCI offers a comprehensive range of programs and services to facilitate the creation of high-wage jobs through the attraction, expansion, or retention of base industry companies, advocates for increased business creation/entrepreneurship, markets the region to national and international audiences, and conducts competitive analyses related to the region's economic drivers. These analyses are utilized to inform policy and mobilize resources to ensure the region is competitive. SCI also supports Pima County's economic activities related to Mexico and Canada.

SCI facilitates job growth and capital investment in a competitive environment through a multi-faceted, data-driven strategic plan that was updated in 2014. The ***Economic Blueprint*** includes a target list of industries that match the current and future assets of the region, which provides the best opportunity for long-term success. In 2021, SCI contracted with an economist to evaluate the targeted industries previously identified, to confirm they are still valid targets, and to identify emerging industry targets, particularly in light of the changes brought on by the COVID-19 pandemic.

SCI is governed by a Board of Directors comprised of leaders from key private sector employers, public sector partners, higher education institutions, and nonprofits (See **Exhibit G** for a board list). SCI staff have a combined 150 years of experience in economic development leadership and management. SCI has a proven 18-year track record of performance resulting in more than \$1 billion in investment and the facilitation of nearly 55,000 direct and indirect jobs. The SCI Board and staff identify and monitor issues that directly impact economic prosperity. SCI's success is predicated on the commitment to a regional approach to economic development in Pima County and Southern Arizona. SCI brings together a broad range of interests to promote the Sun Corridor mega-region as a single economic entity.

- 1.4. Contract Mission: SCI's mission is to help lead efforts and to assist and support Pima County Economic Development as it facilitates the growth of southern Arizona's economy, promote and advocate for issues that will improve the mega-region's economic competitiveness and prosperity. SCI's goal is to support Pima County's economic activities including actively marketing Pima County properties.
- 1.5. Program Goals: SCI provides comprehensive programs and services that further Pima County's economic development goals. The agreement is strategically focused on goals that support specific elements of the Pima County Economic Development Strategic Plan, as well as the SCI Economic Blueprint.
 - 1.5.1. Leverage County funding to attract private investment in regional economic development that provides the resources required to execute the regional Pima County Economic Development Strategic Plan, to increase base industry employment and capital investment, and ultimately regional economic impact.
 - 1.5.2. Market the region to business prospects in targeted industries with emphasis on aerospace, space, defense, bioscience, energy, logistics, mining technology, manufacturing and other technology employers, as well as the identified priority industry sectors within the Pima County Economic Development Strategic Plan.
 - 1.5.3. Increase the economic and fiscal impacts of base industries in the region by increasing employment and investment from new or existing base industry employers.
 - 1.5.4. Assist in retention and expansion of existing businesses.
 - 1.5.5. Support the County in its economic development activities as outlined in the *Pima County Economic Development Strategy 2023-2026 (Exhibit E)*, and the Pima County Comprehensive Plan *Pima Prospers (Exhibit F)*.
 - 1.5.6. Provide information and support to Pima County on issues identified by the SCI Board of Directors and staff that impact regional competitiveness.
 - 1.5.7. Promote economic development benefits associated with tourism with the regional tourism agencies, Visit Tucson and Pima County Attractions & Tourism.

- 1.5.8. Ensure significant County and Southern Arizona exposure with site selectors through SCI's sales and marketing activity throughout the year, including virtual sales missions and leadership roadshows, and targeted marketing; include Pima County Economic Development staff on select marketing and business attraction missions.
- 1.5.9. Market Pima County's economic development properties, as identified by the Pima County Economic Development Department including:
 - 1.5.9.1. Aerospace Research Campus
 - 1.5.9.2. Sunset/I10 Corporate Professional and Innovation Campus
 - 1.5.9.3. Kino Sports and Entertainment Complex (Sports and Tourism)
 - 1.5.9.4. Downtown primary employment centers:
 - 75 E Broadway
 - 332 S Freeway (Cushing Street)
 - 33 N Stone Avenue
 - 1.5.9.5. Southeast Logistic and Employment Center
 - 1.5.9.6. Pinal Air Park
 - 1.5.9.7. River and Shannon (NE and NW Corners)
 - 1.5.9.8. County properties near Ryan Field
 - 1.5.9.9. Any additional properties identified by Pima County Economic Development Staff within the County's Economic Development land portfolio.
- 1.5.10. Coordinate with Pima County Administrator and Economic Development Director on all news releases issued by Sun Corridor, Inc. for projects located in Pima County and for which Pima County has provided incentives and/or assistance.

2. **Term.**

- 2.1. **Initial Term.** The term of this Contract commences on July 1, 2023 and will terminate on June 30, 2024 ("**Initial Term**"). "Term," when used in this Contract, means the Initial Term plus any exercised extension options under Section 2.2. If the commencement date of the Initial Term is before the signature date of the last party to execute this Contract, the parties will, for all purposes, deem the Contract to have been in effect as of the commencement date.
 - 2.2. **Extension Options.** County may renew this Contract for up to four (4) additional periods of up to 1 year each (each an "**Extension Option**"). An Extension Option will be effective only upon execution by the Parties of a formal written amendment.
3. **Scope of Services.** Contractor will provide County with the services described in **Exhibit A** (6 pages, "Performance Goals and Services") and support related to above section 1.5.5. related to **Exhibit E** (3 pages, "Action Items, Pima County Economic Development Plan Update Through 2026"). Timing requirements are set forth in **Exhibit D** (1 page). These Performance Goals and Action Items will be used to evaluate and report progress on SCI's activity. In the event of changing market conditions, funding availability, unforeseen expenses or other circumstances beyond SCI's reasonable control, these Performance

Goals and Services and Action Items may be revised with County's prior written approval. The annual Budget of SCI is attached as **Exhibit B** (1 page).

4. Compensation and Payment.

- 4.1. County will pay SCI \$650,000.00 for Services provided pursuant to this Agreement during the period July 1, 2023 through June 30, 2024. This amount shall be for administrative and operating expenses incurred in SCI's performance of this Agreement, including the expenses of facilitating, implementing, and marketing County economic development properties to prospective new, export-based employers.
- 4.2. This funding shall be provided in the form of four (4) equal payments in the amount of \$162,500.00 each quarter during the term of this Agreement, after receipt of an invoice from SCI as provided below.
- 4.3. SCI will invoice County on a quarterly basis. SCI will include with each invoice any required quarterly and periodic status reports and will submit the invoice and reports to the County Administrator's Office for review, approval and processing by County Administrator or his/her designee. SCI shall submit to the County four (4) equal invoice requests of \$162,500.00 for payment within thirty (30) calendar days of the end of each calendar quarter.
- 4.4. Any request by SCI to change the time to provide an invoice or accompanying report must be in writing and must state the reason or reasons justifying the requested extension. Granting an extension of time to file an invoice or report is within the sole discretion of County and must be approved by the County administrator or his/her designee to be effective.
- 4.5. The foregoing notwithstanding, if SCI has not provided County with the audit required pursuant to Exhibit A Reporting 4.1 or another report required by this Agreement, County will not be required to make any payments until County receives and approves the required information.
- 4.6. No funds paid to SCI by County under this Agreement may be paid to any private entity or individual as direct economic incentive. No funds paid to SCI by County may be used by any person for travel, meals or entertainment expenses.
- 4.7. Notwithstanding any other provisions herein, County is not required to make any payment unless at the time payment is due, SCI is in full compliance with the terms of this Agreement and has demonstrated that it is making progress toward its Fiscal Year 2023/2024 goals and objectives and has provided all required reports.
- 4.8. SCI may not bill County for costs that are paid by County pursuant to a separate agreement, or by another funding source or grant, and must promptly reimburse County for any amounts paid by County for which SCI later receives such funding. SCI must notify County within ten (10) days of the earlier of notification regarding, or actual receipt of, such alternative funding.
- 4.9. Notwithstanding any other provision of this Agreement, if the amount of monies that the State of Arizona distributes to County's General Fund pursuant to A.R.S. § 42-

5029 is less than the amount anticipated in County's Fiscal Year 2023/2024 Budget, then County, at its sole option and after consideration of County needs, available resources and other obligations, may unilaterally reduce the amount to be paid to SCI under this Agreement.

- 4.10. Nothing herein shall preclude County from contracting separately with SCI for services to be provided in addition to those to be provided hereunder, upon terms and conditions to be negotiated by County and SCI.
5. **Insurance.** Contractor will procure and maintain at its own expense insurance policies (the "**Required Insurance**") satisfying the below requirements (the "**Insurance Requirements**") until all its obligations under this Contract have been met. The below Insurance Requirements are minimum requirements for this Contract and in no way limit Contractor's indemnity obligations under this Contract. The County in no way warrants that the required insurance is sufficient to protect the Contractor for liabilities that may arise from or relate to this Contract. If necessary, Contractor may obtain commercial umbrella or excess insurance to satisfy the Insurance Requirements.
- 5.1. Insurance Coverages and Limits: Contractor will procure and maintain, until all its obligations have been discharged, coverage with limits of liability not less than those stated below. Coverage must be placed with insurers acceptable to the County with A.M. Best rating of not less than A-VII, unless otherwise approved by the County.
- 5.1.1. Commercial General Liability (CGL) – Occurrence Form with limits not less than \$2,000,000 Each Occurrence and \$2,000,000 General Aggregate. Policy shall include coverage for liability arising from premises, operations, independent contractors, personal injury, bodily injury, broad form contractual liability and products-completed operations. Any standard coverages excluded from the CGL policy, such as products/completed operations, etc. shall be covered by endorsement or separate policy and documented on the Certificates of Insurance.
- 5.1.2. Business Automobile Liability – Coverage for bodily injury and property damage on any owned, leased, hired, and/or non-owned autos assigned to or used in the performance of this Contract with minimum limits not less than \$1,000,000 Each Accident.
- 5.1.3. Workers' Compensation and Employers' Liability – Statutory coverage for Workers' Compensation. Workers' Compensation statutory coverage is compulsory for employers of one or more employees. Employers Liability coverage with limits of \$1,000,000 each accident and \$1,000,000 each employee – disease.
- 5.1.4. Professional Liability (E & O) Insurance – This insurance is required for work from professionals whose coverage is excluded from the above CGL policy. The policy limits shall be not less than \$2,000,000 Each Claim and \$2,000,000 Annual Aggregate. The insurance shall cover professional misconduct or negligent acts of anyone performing any services under this contract.

5.2. Additional Insurance Coverage Requirements:

- 5.2.1. Claims Made Coverage: If any part of the Required Insurance is written on a claims-made basis, any policy retroactive date must precede the effective date of this Contract, and Contractor must maintain such coverage for a period of not less than three (3) years following Contract expiration, termination or cancellation.
- 5.2.2. Additional Insured Endorsement: The General Liability, Business Automobile Liability and Technology E&O Policies shall each be endorsed to include Pima County, its departments, districts, officials, agents, and employees as additional insureds with respect to liability arising out of the activities performed by or on behalf of the Contractor.
- 5.2.3. Subrogation Endorsement: The General Liability, Business Automobile Liability, Workers' Compensation and Technology E&O Policies shall each contain a waiver of subrogation endorsement in favor of Pima County, and its departments, districts, officials, agents, and employees for losses arising from work performed by or on behalf of the Contractor.
- 5.2.4. Primary Insurance Endorsement: The Required Insurance policies must stipulate that they are primary and that any insurance carried by County, or its agents, officials, or employees, is excess and not contributory insurance.
- 5.2.5. The Required Insurance policies may not obligate County to pay any portion of Contractor's deductible or Self Insurance Retention (SIR).
- 5.2.6. Subcontractors: Contractor must either (a) include all subcontractors as additional insureds under its Required Insurance policies, or (b) require each subcontractor to separately meet all Insurance Requirements and verify that each subcontractor has done so, Contractor must furnish, if requested by County, appropriate insurance certificates for each subcontractor. Contractor must obtain County's approval of any subcontractor request to modify the Insurance Requirements as to that subcontractor.
- 5.3. Notice of Cancellation: Contractor must notify County, within two (2) business days of Contractor's receipt of notice from an insurer, if any Required Insurance policy is suspended, voided, or cancelled for any reason. Notice must include the Pima County project or contract number and project description.
- 5.4. Verification of Coverage:
 - 5.4.1. Contractor must furnish County with a certificate of insurance (valid ACORD form or equivalent approved by Pima County) for each Required Insurance policy, which must specify that the policy has all the required endorsements, and must include the Pima County project or contract number and project description. Each certificate must be signed by an authorized representative of the insurer.
 - 5.4.2. County may at any time require Contractor to provide a complete copy of any Required Insurance policy or endorsement. Note: Contractors for larger projects must provide actual copies of the additional insured and subrogation

endorsements.

- 5.4.3. Contractor must provide the certificates to County before work commences. Each Required Insurance policy must be in effect at least 10 days before work under this Contract commences. Contractor must provide County a renewal certificate not less than 15 days prior to a Required Insurance policy's expiration date. Failure to maintain the Required Insurance policies, or to provide evidence of renewal, is a material breach of this Contract.
- 5.4.4. All insurance certificates must be sent directly to the appropriate County Department.

5.5. Approval and Modifications:

The Pima County Risk Manager may modify the Insurance Requirements at any point during the Term of this Contract. This can be done administratively, with written notice from the Risk Manager and does not require a formal Contract amendment. Neither the County's failure to obtain a required insurance certificate or endorsement, the County's failure to object to a non-complying insurance certificate or endorsement, nor the County's receipt of any other information from the Contractor, its insurance broker(s) and/or insurer(s), constitutes a waiver of any of the Insurance Requirements.

- 6. **Indemnification.** To the fullest extent permitted by law, Contractor will defend, indemnify, and hold harmless Pima County and any related taxing district, and the officials and employees of each of them (collectively, "Indemnitee") from and against any and all claims, actions, liabilities, losses, and expenses (including reasonable attorney fees) (collectively, "Claims") arising out of actual or alleged injury of any person (including death) or loss or damage to tangible or intangible property caused, or alleged to be caused, in whole or in part, by any act or omission of Contractor or any of Contractor's directors, officers, agents, employees, volunteers, or subcontractors. This indemnity includes any claim or amount arising or recovered under the Workers' Compensation Law or arising out of the failure of Contractor to conform to any federal, state or local law, statute, ordinance, rule, regulation or court decree. The Indemnitee will, in all instances, except for Claims arising solely from the acts or omissions of the Indemnitee, be indemnified by Contractor from and against any and all Claims. Contractor is responsible for primary loss investigation, defense and judgment costs for any Claim to which this indemnity applies. This indemnity will survive the expiration or termination of this Contract.

7. **Laws and Regulations.**

- 7.1. Compliance with Laws. Contractor will comply with all federal, state, and local laws, rules, regulations, standards and Executive Orders.
- 7.2. Licensing. Contractor warrants that it is appropriately licensed to provide the services under this Contract and that its subcontractors will be appropriately licensed.
- 7.3. Choice of Law; Venue. The laws and regulations of the State of Arizona govern the rights and obligations of the parties under this Contract. Any action relating to this Contract must be filed and maintained in the appropriate court of the State of Arizona in Pima County.

8. **Independent Contractor.** Contractor is an independent contractor. Neither Contractor, nor any of Contractor's officers, agents or employees will be considered an employee of Pima County for any purpose or be entitled to receive any employment-related benefits, or assert any protections, under the Pima County Merit System. Contractor is responsible for paying all federal, state and local taxes on the compensation received by Contractor under this Contract and will indemnify and hold County harmless from any and all liability that County may incur because of Contractor's failure to pay such taxes.
9. **Subcontractors.** Contractor is fully responsible for all acts and omissions of any subcontractor, and of persons directly or indirectly employed by any subcontractor, and of persons for whose acts any of them may be liable, to the same extent that the Contractor is responsible for the acts and omissions of its own employees. Nothing in this Contract creates any obligation on the part of County to pay or see to the payment of any money due any subcontractor, except as may be required by law.
10. **Assignment.** Contractor may not assign its rights or obligations under this Contract, in whole or in part, without the County's prior written approval. County may withhold approval at its sole discretion.
11. **Non-Discrimination.** Contractor will comply with all provisions and requirements of Arizona Executive Order 2009-09, which is hereby incorporated into this contract, including flow-down of all provisions and requirements to any subcontractors. During the performance of this Contract, Contractor will not discriminate against any employee, client or any other individual in any way because of that person's age, race, creed, color, religion, sex, disability or national origin.
12. **Americans with Disabilities Act.** Contractor will comply with Title II of the Americans with Disabilities Act (Public Law 110-325, 42 U.S.C. §§ 12101-12213) and the federal regulations for Title II (28 CFR Part 35).
13. **Authority to Contract.** Contractor warrants its right and power to enter into this Contract. If any court or administrative agency determines that County does not have authority to enter into this Contract, County will not be liable to Contractor or any third party by reason of such determination or by reason of this Contract.
14. **Full and Complete Performance.** The failure of either party to insist, in one or more instances, upon the other party's complete and satisfactory performance under this Contract, or to take any action based on the other party's failure to completely and satisfactorily perform, is not a waiver of that party's right to insist upon complete and satisfactory performance, or compliance with any other covenant or condition in this Contract, either in the past or in the future. The acceptance by either party of sums less than may be due and owing it at any time is not an accord and satisfaction.
15. **Cancellation for Conflict of Interest.** This Contract is subject to cancellation for conflict of interest pursuant to A.R.S. § 38-511, the pertinent provisions of which are incorporated into this Contract by reference.
16. **Termination by County.**
 - 16.1. Without Cause. County may terminate this Contract at any time without cause by notifying Contractor, in writing, at least thirty (30) days before the effective date of the

termination. In the event of such termination, County's only obligation to Contractor will be payment for services rendered prior to the date of termination.

16.2. **With Cause.** County may terminate this Contract at any time without advance notice and without further obligation to County when County finds Contractor to be in default of any provision of this Contract.

16.3. **Non-Appropriation.** Notwithstanding any other provision in this Contract, County may terminate this Contract if for any reason there are not sufficient appropriated and available monies for the purpose of maintaining County or other public entity obligations under this Contract. In the event of such termination, County will have no further obligation to Contractor, other than to pay for services rendered prior to termination.

17. **Notice.** Any notice required or permitted to be given under this Contract must be in writing and be served by personal delivery or by certified mail upon the other party as follows:

County:

Economic Development Director
Pima County
201 N. Stone Ave, 2nd Floor
Tucson, Arizona 85701
Phone: 520-724-4444

Contractor:

President/CEO
Sun Corridor Inc
1985 E River Road, Suite 101
Tucson, AZ 85718
Phone: 520-243-1900
Fax: 520-243-1910

18. **Non-Exclusive Contract.** Contractor understands that this Contract is nonexclusive and is for the sole convenience of County. County reserves the right to obtain like services from other sources for any reason.

19. **Remedies.** Either party may pursue any remedies provided by law for the breach of this Contract. No right or remedy is intended to be exclusive of any other right or remedy and each is cumulative and in addition to any other right or remedy existing at law or at equity or by virtue of this Contract.

20. **Severability.** Each provision of this Contract stands alone, and any provision of this Contract found to be prohibited by law will be ineffective to the extent of such prohibition without invalidating the remainder of this Contract.

21. **Books and Records.** Contractor will keep and maintain proper and complete books, records and accounts, which will be open at all reasonable times for inspection and audit by duly authorized representatives of County. In addition, Contractor will retain all records relating to this Contract for at least five (5) years after its expiration or termination or, if later, until any related pending proceeding or litigation has concluded.

22. **Public Records.**

22.1. **Disclosure.** Pursuant to A.R.S. § 39-121 et seq., and A.R.S. § 34-603(H) in the case of construction or Architectural and Engineering services procured under A.R.S. Title 34, Chapter 6, all documents submitted in response to the solicitation resulting in award of this Contract, including, but not limited to, pricing schedules, product

specifications, work plans, and any supporting documents, are public records. As such, those documents are subject to release and/or review by the general public upon request, including competitors.

22.2. **Records Marked Confidential; Notice and Protective Order.** If Contractor reasonably believes that some of those records contain proprietary, trade-secret or otherwise-confidential information, Contractor must prominently mark those records "CONFIDENTIAL." In the event a public-records request is submitted to County for records marked CONFIDENTIAL, County will notify Contractor of the request as soon as reasonably possible. County will release the records 10 business days after the date of that notice, unless Contractor has, within that period, secured an appropriate order from a court of competent jurisdiction, enjoining the release of the records. County will not, under any circumstances, be responsible for securing such an order, nor will County be in any way financially responsible for any costs associated with securing such an order.

23. **Legal Arizona Workers Act Compliance.**

23.1. Compliance with Immigration Laws. Contractor hereby warrants that it will at all times during the term of this Contract comply with all federal immigration laws applicable to its employment of its employees, and with the requirements of A.R.S. § 23-214 (A) (together the "State and Federal Immigration Laws"). Contractor will further ensure that each subcontractor who performs any work for Contractor under this Contract likewise complies with the State and Federal Immigration Laws.

23.2. Books & Records. County has the right at any time to inspect the books and records of Contractor and any subcontractor in order to verify such party's compliance with the State and Federal Immigration Laws.

23.3. Remedies for Breach of Warranty. Any breach of Contractor's or any subcontractor's warranty of compliance with the State and Federal Immigration Laws, or of any other provision of this section, is a material breach of this Contract subjecting Contractor to penalties up to and including suspension or termination of this Contract. If the breach is by a subcontractor, and the subcontract is suspended or terminated as a result, Contractor will be required to take such steps as may be necessary to either self-perform the services that would have been provided under the subcontract or retain a replacement subcontractor, as soon as possible so as not to delay project completion. Any additional costs attributable directly or indirectly to such remedial action are the responsibility of Contractor.

23.4. Subcontractors. Contractor will advise each subcontractor of County's rights, and the subcontractor's obligations, under this Section 24 by including a provision in each subcontract substantially in the following form:

"Subcontractor hereby warrants that it will at all times during the term of this contract comply with all federal immigration laws applicable to

Subcontractor's employees, and with the requirements of A.R.S. § 23-214 (A). Subcontractor further agrees that County may inspect the Subcontractor's books and records to insure that Subcontractor is in compliance with these requirements. Any breach of this paragraph by

Subcontractor is a material breach of this contract subjecting Subcontractor to penalties up to and including suspension or termination of this contract.”

24. **Israel Boycott Certification.** Pursuant to A.R.S. § 35-393.01, if Contractor engages in for-profit activity and has 10 or more employees, and if this Contract has a value of \$100,000.00 or more, Contractor certifies it is not currently engaged in, and agrees for the duration of this Contract to not engage in, a boycott of goods or services from Israel. This certification does not apply to a boycott prohibited by 50 U.S.C. § 4842 or a regulation issued pursuant to 50 U.S.C. § 4842.
25. **Forced Labor of Ethnic Uyghurs.** Pursuant to A.R.S. § 35-394, if Contractor engages in for-profit activity and has 10 or more employees, Contractor certifies it is not currently using, and agrees for the duration of this Contract to not use (1) the forced labor of ethnic Uyghurs in the People’s Republic of China; (2) any goods or services produced by the forced labor of ethnic Uyghurs in the People’s Republic of China; and (3) any contractors, subcontractors or suppliers that use the forced labor or any goods or services produced by the forced labor of ethnic Uyghurs in the People’s Republic of China. If Contractor becomes aware during the term of the Contract that the Company is not in compliance with A.R.S. § 35-394, Contractor must notify the County within five business days and provide a written certification to County regarding compliance within one hundred eighty days.
26. **Amendment.** The parties may modify, amend, alter or extend this Contract only by a written amendment signed by the parties.
27. **Entire Agreement.** This document constitutes the entire agreement between the parties pertaining to the subject matter it addresses, and this Contract supersedes all prior or contemporaneous agreements and understandings, oral or written.
28. **List of Exhibits:**
 - Exhibit A – Performance Goals and Services**
 - Exhibit B – SCI FY ’24 Adopted Operations Budget**
 - Exhibit C – Map – “The Emerging Mega Regions”**
 - Exhibit D – Deliverable Schedule**
 - Exhibit E – Pima County Economic Development Strategy 2023-2026 Recommended Action Items**
 - Exhibit F – Pima Prospers Comprehensive Plan Initiative – Economic Development Element**
 - Exhibit G – SCI Board of Directors List**

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This agreement will become effective when all parties have signed it. The effective date of the agreement will be the date this agreement is signed by the last party (as indicated by the date associated with that party's signature).

PIMA COUNTY

Chair, Board of Supervisors

Date

ATTEST

Clerk of the Board

Date

APPROVED AS TO FORM



Deputy County Attorney

Kyle Johnson

Print DCA Name

5/19/2023

Date

CONTRACTOR



Authorized Officer Signature

Joe Snell, President & CEO

Printed Name and Title

5/19/2023

Date

Date

APPROVED AS TO CONTENT



Director, Economic Development

5-18-2023

Date

Exhibit A (6 pages)
Performance Goals and Services

SCI shall provide the following Services to County:

1. Meet the economic development goals set by the SCI Board of Directors. Provide County with quarterly statistical updates on the following:
 - 1.1. Number of Direct Jobs Facilitated
 - 1.2. Number of Indirect Jobs Facilitated
 - 1.3. Number of Jobs in Targeted Industries
 - 1.4. Number of Qualified Prospects
 - 1.5. Earned Media Reach

2. Focus in the areas as outlined below and approved by the SCI Board of Directors:
 - 2.1. High wage job development/sales and marketing
 - 2.2. Capacity development/improve competitiveness
 - 2.2.1. Lead virtual and in-person site selection sales missions throughout the agreement period.
 - 2.2.2. Continue emphasis on a strategy to increase foreign direct investment (FDI).

3. Support Pima County's current Economic Development Strategic Plan and provide assistance with the implementation of areas of the plan related to employer attraction, retention and expansion, workforce development and other aspects of SCI's established mission.

4. Collaborate with Pima County, Pima Association of Governments and other regional jurisdictions to assist in developing, maintaining, and providing economic and demographic data for the contractor's regional partners, site selectors and businesses in southern Arizona.

5. Advocate for Pima County and regional interests with the Arizona Commerce Authority (ACA) to increase information sharing and understanding of Pima County's business resources and opportunities with the objective of increasing the quality, speed, and number of ACA referrals and the number and size of ACA incentives in Pima County.

6. Proactively support Pima County in the pursuit of business development opportunities and identification of competitive deficiencies within the region. Support development of materials, meetings, and/or forums involving relevant public and private organizations to address those opportunities and weaknesses and improve success ratios.

7. Work with other corporations, agencies or entities that are involved in economic development activities. More specifically, collaborate with regional partners that support the economic development mission of Pima County and SCI.

8. Lead site selection sales missions that provide significant Pima County and Southern Arizona exposure with site selectors and other key decision-makers. This includes, but is not limited to site selector industry events, direct sales meetings with site selectors, industry tradeshow and conferences, in-bound site selector missions, trade delegations, and other opportunities to market regional assets.

9. Plan an Executive Leadership Mission to a targeted market with SCI Board members. The Mission will include speakers, meetings and tours that highlight best practices, Pima County Assets, and sectors identified in the SCI Economic Blueprint.
10. Coordinate responses to Requests for Proposals/Information and lead market site visits from site selectors, brokers, companies, or others evaluating Pima County for possible relocation or expansion. Below is a description of the activities involved in this effort:
 - 10.1 Provide regional demographic, workforce quality and costs, competitive markets, and industry data, along with C-level market intelligence and information on local incentives programs.
 - 10.2 Conduct real estate searches utilizing commercial real estate data collection services, as well as SCI's network of commercial brokers, developers, landowners, and public partners.
 - 10.3 Conduct comprehensive workforce analyses utilizing data collection technology, in addition to working with public and private partners at Pima County One-Stop, Pima Community College, University of Arizona, Arizona State University, Arizona Commerce Authority, staffing agencies, industry organizations, and local companies.
 - 10.4 Conduct Economic Impact Studies on a project basis utilizing a third-party economist to help government partners evaluate potential available incentives.
 - 10.5 Utilize CRM Technology to manage projects, identify trends, track key data points, and monitor organizational goals.
11. Lead market site visits to ensure client receives robust overview and goals of visit are achieved by coordinating with partners throughout the region.
12. Lead outreach and coordination with local commercial real estate network, site selectors and companies by providing value added services.
 - 12.1 Host one-on-one broker outreach meetings with local brokers to provide pipeline update and recent case studies that illustrate how SCI has added value for clients.
 - 12.2 Schedule building tours with local brokers to ensure familiarity with key industrial, office, and land properties on the market.
 - 12.3 Coordinate with state and regional partners, as well as business and community leaders to meet with qualified prospects.
 - 12.4 Provide confidential real estate evaluation services in coordination with regional partners and real estate broker community.
 - 12.5 Host meetings with Phoenix-based commercial real estate brokers and site selectors to provide information about the Pima County market.
 - 12.6 Schedule one-on-one meetings with site selectors promoting Pima County and Southern Arizona.
13. Conduct Business Retention and Expansion outreach to identify expansion opportunities that will grow the local tax base.
 - 13.1 Lead outreach with base industry companies in Pima County to identify expansion opportunities as a part of Business Retention and Expansion (BRE) efforts.

- 13.2 Coordinate with local, regional, and state partners to provide resources to local companies in the areas of workforce development, development services, incentive programs, and infrastructure.
 - 13.3 Work with targeted sector industry organizations to identify leads.
14. Continue to be the administrative agency for Foreign Trade Zone Number 174 (FTZ). SCI will continue to receive, review and track FTZ applications and awards.
- 14.1 Coordinate with the County on the review and approval of applications relating to the designation or continuation of an FTZ site or operator, in cases where the company is pursuing a reduction in property taxes, as allowed by state law.
 - 14.2 Assist the County in the development of Payment in Lieu of Taxes (PILOT) agreements between companies pursuing a reduction in property taxes and taxing entities impacted by property tax reductions that result from FTZ activation.
15. Aggressively drive national and international awareness/exposure of Pima County-Tucson and Southern Arizona.
- 15.1 Implement a national marketing/PR campaign to generate powerful stories (earned media) of Pima County-Tucson and Southern Arizona's strengths as a place to live, as well as a strong business center.
 - 15.2 Develop and execute digital marketing campaigns and web presence, highly targeted to both site selectors and corporate relocation decision makers, designed to raise awareness of Pima County-Tucson's key strengths and generate inquiry for further engagement.
 - 15.3 Produce the "Select the Sun Corridor" newsletter with Pima County-Tucson and Southern Arizona business news, announcements, property listings, trends, and targeted industry promotion.
 - 15.4 Manage the SCI website, showcasing regional strengths to drive strong visitation and business development inquiries. Ensure content is targeted and maintained quarterly with property features, updated data, testimonials, downloads, and links.
 - 15.5 Leverage positive news stories and amplify content across multiple channels.
 - 15.6 Continue strong social media presence, including amplification of Pima County promotional messages in SCI social media channels.
 - 15.7 Develop, manage, and coordinate announcements highlighting successful relocations and expansions in the region through:
 - News releases
 - Social Media
 - News section on SCI website
 - Direct pitches to national media and ED publications
 - 15.8 Continue the "Thrive in Tucson" Talent Attraction campaign. This campaign is aimed at finding and attracting workforce that is interested in relocating to Pima County from outside Pima County. Include elements of:
 - Messaging surrounding job opportunities, safety and security, cost of living, geographic location, lifestyle/climate, key industries, and marketing Pima County-Tucson as more than a "college town" or retirement community.
 - Further content development and updates to the ThriveInTucson.com website.
 - Further content development and regular organic posts to "Thrive in Tucson"-themed social media channels on Instagram, Facebook, and LinkedIn.
 - Continue benchmarking of talent attraction campaigns across the country to

- ensure best practices.
- Encourage the wider region's stakeholders to use these resources and share the campaign to maximize engagement.

16. Help develop and lead a comprehensive strategy for marketing and public relations on behalf of Pima County.

16.1 SCI staff will help develop and lead PR efforts with staff from Pima County Economic Development, Arizona Commerce Authority, local jurisdictions, and any other key project partners to ensure comprehensive coverage of economic development wins for the region.

17. Market Pima County-owned properties via a variety of methods, including but not limited to, SCI website, site selector newsletters, social media, and direct to clients such as site selectors and corporate relocation decision makers.

REPORTING

SCI shall provide periodic oral and written reports to County as described below:

1. Per Occurrence:

- 1.1. Report to the Pima County Economic Development Office any new project classified as an Aerospace & Defense type of business. Report shall include project or client name (if releasable), property and/or facility requirements, projected capital investment, projected employment, average wage, and source of the project.
- 1.2. Report to Pima County Economic Development Office prior to SCI conducting a tour of a County economic development property with an economic development prospect or client. Report (verbal or written) shall include the project or client name (if releasable), type of business, property or facility requirements, number of employees, average wage, and date of tour.

Include a verbal or written update of the tour outcomes no later than the next SCI and County meeting. If the project or client declines the property, the update should include reasons for the declination, if available.

- 1.3. Report each successful project including the details once success is determined.

2. Monthly:

- 2.1 A monthly coordination meeting will be held between Pima County Economic Development Department staff and Sun Corridor, Inc. Business Development staff to discuss current projects (the Pipeline), County property prospects, and specific issues to be addressed by both organizations.
- 2.2 A monthly Pipeline Report.

3. Quarterly:

- 3.1. A report discussing SCI's progress in attaining the targets, including reporting the numerical results for each performance measurement set forth in Exhibit A

- (Performance Goals and Services).
- 3.2. A written updated list of prospects, locales and other pertinent lead information. The format shall include, but not be limited to, name of project and company if provided, type of business, contact source, building/real estate size requirements, capital investment (real and personal), projected jobs, average wage (if releasable), referral source, industry and recruitment status, if provided by the client.
 - 3.3. A written report indicating what specific prospect showed interest in which County properties for possible use, lease, or sale to economic development prospects. Properties include:
 - 3.3.1. Aerospace Research Campus
 - 3.3.2. Sunset Corporate Professional and Innovation Campus
 - 3.3.3. Kino Sports and Entertainment Complex (Sports and Tourism)
 - 3.3.4. Downtown primary employment centers:
 - 75 E Broadway
 - 332 S Freeway (Cushing Street)
 - 33 N Stone Avenue
 - 3.3.5. Southeast Logistic and Employment Center
 - 3.3.6. Pinal Air Park
 - 3.3.7. River and Shannon (NE and NW Corners)
 - 3.3.8. County properties near Ryan Field.
 - 3.3.9. Any additional properties identified by Pima County Economic Development within the County's Economic Development land portfolio.

Report should include contact information, industry type, employment potential with average salaries and outcome of each opportunity including reason for rejection, if not selected, and recommendations for improved marketing success.

- 3.4. A narrative description of any unusual events or items of note to the extent it concerns non-protected information. If SCI fails to achieve a benchmark by the date projected, the report shall include an explanation.
- 3.5. In the case of any Performance Goals and Services that are not met or actively pursued, SCI will meet with the designated representative of the County to provide an explanation of the relevant factors and circumstances and discuss the approach to be taken in order to achieve the required Performance Goals and Services.
- 3.6. A list of all leads referred to SCI by the Arizona Commerce Authority (ACA). For those leads where the region is successful in attraction, a list of the incentives provided by the ACA. For those leads that are unsuccessful the reason for such provided by the ACA.
- 3.7. A report detailing reasons (if known) why key prospects did not select the region during site selection.
- 3.8. Recommendations as to how the County and the region can improve competitiveness and responses to prospects.
- 3.9. A report detailing the marketing activities conducted in the previous quarter.

4. Annually:

- 4.1. A copy of SCI's annual external audit for the preceding fiscal year to County within thirty (30) days after the approval of the annual audit by the SCI Board of Directors but not later than December 31st of that year.
- 4.2. A written report of the effectiveness of SCI Performance Goals and Services. The report should include actual result(s)/outcome(s) of each goal. If a goal is not met, provide the reasons for not attaining the performance goals, attempted remedies during the performance period and planned remedies for future performance periods. SCI and County will discuss alternative performance goals and services for the following period if warranted.
- 4.3. An annual marketing plan for Pima County's economic development properties (listed above in section 3.3.) with a mid-year update to include marketing activities and current status.

5. Upon Request:

Provide a membership list that includes: the name of each member, member's industry, the company's country of majority ownership, the number of employees, average annual wage and human relations contact information if provided by member. Report to be organized by industry.

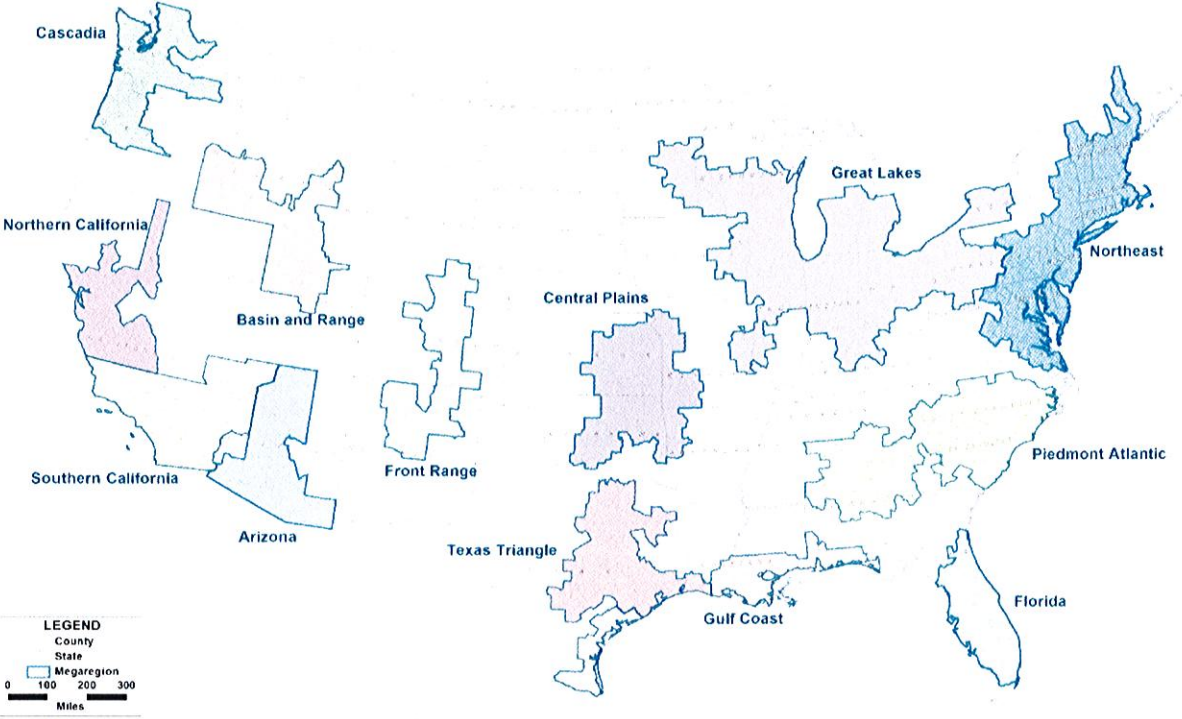
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SUN CORRIDOR, INC.
FY 24 Preliminary Budget

	<u>Jul '23 - Jun 24</u>
Ordinary Income/Expense	
Income	
STAKEHOLDER	650,000
PRIVATE SECTOR INVESTOR REVENUE	1,532,000
OTHER SOURCES / REVENUE	250,080
Total Income	<u>2,432,080</u>
Expense	
GENERAL & ADMINISTRATIVE	132,575
OCCUPANCY	176,500
BUSINESS DEVELOPMENT	1,007,025
NATIONAL MARKETING	1,018,454
COMPETITIVE POSITIONING	97,526
Total Expense	<u>2,432,080</u>
Net Ordinary Income	<u>0</u>

DRAFT

Exhibit C
The Emerging Megaregions



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**Exhibit D
Deliverable Schedule**

Reference No.	Task	Occurrence/ Request	Monthly	Quarterly	Annual
SERVICES					
1	Statistical Updates			X	
2.2.1.	Lead Sales Missions	X			
2.2.2.	Increase FDI	X			
3	Assist with Implementation	X			
4	Provide Economic & Demographic Data	X			
5	Advocate for County & ACA Interests	X			
6	Support County's Pursuits	X			
7	Collaborate with Regional Partners	X			

REPORTING					
1.1.	New Aerospace/Defense Business		X		
1.2.	Tours with Prospects or Clients		X		
1.3.	Successful Projects	X			
2	Current Projects Meeting		X		
3.2.	Updated List of Prospects			X	
3.3.	Interested Prospects			X	
3.4.	Unusual Events/Items of Note			X	
3.5.	Meeting to discuss Unmet Goals			X	
3.6.	List of Leads From ACA			X	
3.7.	Reason Prospects Declined Region			X	
3.8.	Recommendations for Improvements			X	
3.9.	Marketing Activities			X	
4.1.	Copy of external audit				X
4.2	Result(s)/Outcome(s) of Goals/Services				X
4.3	Marketing Plan for County's Properties				X
5	Membership list	X			

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Exhibit E
Pima County Economic Development Strategy 2023-2026
Recommended Action Items

CONNECT AND SUPPORT

1. Position Pima County as the regional leader and critical convener among the ecosystem stakeholders, responsible for overseeing implementation of the economic strategy recommendations. Pima County Economic Development will provide oversight to the four working groups (refer to recommendation two) and be responsible for ecosystem coordination, collective marketing, and promotion of the county and the stakeholder groups. The Pima County Small Business Commission, local chambers of commerce and other members of the business community will be key partners in formulating this plan.
2. Establish four working groups to bring together community stakeholders to streamline efficiencies, align activities, and maximize impact. Proposed working groups: 1) small business (less than 50 employees) working group, 2) priority sector working group, 3) workforce development working group, and 4) community and culture working group. It is proposed the working groups meet on a bi-monthly basis to discuss issues and opportunities for collaboration.
3. Review the Pima County website's business section for completeness and usability.
4. Based on gaps identified in recommendation three, develop a series of marketing and promotional materials to add to the resource repository on the business section of the website. Materials recommended to include: two-to-four-page summary documents for priority sectors and frequently asked questions (FAQ) documents to respond to general pain points for ease of accessing information.
5. Encourage and provide specific programs that focus on up-skilling and re-skilling the existing or potential workforce in priority sectors and relevant industry focus areas. Include programs targeted to supporting people in working class jobs to obtain better paying jobs.
6. Work with Pima County CWD and Pima County Library to reduce barriers to accessing quality early childhood education opportunities for long-term workforce pipeline development.
7. Develop incentives for employers to up-skill and re-skill the workforce, targeting priority sectors and relevant industry focus areas.
8. Increase experiential learning opportunities within the county, targeting priority sectors and relevant industry focus areas.
9. Conduct a market assessment for target industries in Pima County to gain a greater understanding of the needs and gaps for Pima County residents and businesses.

FOCUS AND PRIORITIZE

10. In partnership with key stakeholders, develop a strategic and intentional marketing and promotional campaign to target states (and other markets) where there is potential for

business attraction, talent attraction, relocation opportunities, remote worker opportunities, and in-migration of residents.

11. Identify and implement infrastructure construction, upgrades, and maintenance projects (e.g., transportation, internet, water, wastewater, electric), and identify new areas to add to the county's economic development land portfolio.
12. Develop a business attraction campaign in partnership with key stakeholders in Pima County. Establish selection criteria as part of the business attraction program to create greater focus and prioritization of opportunities with the greatest potential impact to the county.
13. Ensure a focus on foreign direct investment with an emphasis on partnerships with Mexico and Canada, and other opportunities with ACA.
14. Harness the potential in the advanced manufacturing sector. Recommend strategic investment in a maker space and scale-up facility to support expanding companies in the region to mobilize efforts and accelerate the process for company growth.
15. Support the growth and development in priority sectors within the county: 1) aerospace and defense, 2) energy, 3) manufacturing, 4) health and health innovation, and 5) transportation, distribution, and logistics, and 6) advanced and emerging technologies.
16. Conduct an Economic Development program assessment of programs delivered by Pima County and within Pima County departments. Conduct an opportunity and gap analysis to create, streamline and enhance programs.
17. Engage existing arts and culture organizations (e.g., the Southern Arizona Arts and Cultural Alliance, the Arts Foundation of Tucson and Southern Arizona, and Startup Tucson) to create an indoor arts and culture space and accelerator program that supports artisans in developing entrepreneurship experience. The accelerator will represent a long-term investment in the community's unique assets and will provide a pathway for independent artisans to establish sustainable business ventures in Pima County.
18. Review opportunities to attract / expand arts and culture industries (e.g., opportunities for film and music businesses in the county).

COMMUNITY AND CULTURE

19. Develop an internal marketing and promotional campaign that targets Pima County residents and nonresidents. Embody the richness of the culture, natural environment, diversity, equity and inclusivity values, and the welcoming community as a place to live, work, and prosper. Engage Pima County residents in sharing the campaign more broadly.
20. Work with Pima County Attractions and Tourism to assist in conducting an assessment of the tourism and cultural industry to identify opportunities to preserve and augment the diverse heritage of the community, including opportunities to emphasize the strengths of the region's Native American tribes and the unique features of the desert landscape.
21. Promote densification in communities where it is feasible to do so.

22. Support the potential implementation of the recommendations from the Affordable Housing Taskforce (2022). Support a value market analysis to identify where different types of housing development investment or intervention strategies are needed. Conduct an assessment of the cost of poverty to Pima County and develop public presentations on the findings
23. Support regional efforts to address homelessness, including workforce development strategies, sustainable housing initiatives, and accessible early childhood education.

ADVOCATE AND AMPLIFY

24. Support New Economy Initiatives, Tech Launch, Tech Parks Arizona, and other university partnerships.
25. Work directly with Pima County CWD to amplify existing workforce tools to support existing and potential workforce. Help to create tools where necessary for individuals and businesses to use to support job seeking. Create a resource guide of all the supports available within the county.
26. Assess the current policies in place to support small businesses in Pima County to make the region more business friendly. Identify potential mechanisms that would allow small businesses to access information and grants that may be available to future-proof their businesses and increase overall profitability and sustainability.
27. Work with internal stakeholders to expand broadband and cellular connectivity in the county, which will increase the accessibility of other services (e.g., early childhood education). Identify potential programs that may be available to support the county in its broadband expansion.
28. Work with internal stakeholders to expand broadband and cellular connectivity in the county, which will increase the accessibility of other services (e.g., early childhood education). Identify potential programs that may be available to support the county in its broadband expansion.
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Exhibit F
Pima Prospers Comprehensive Plan Initiative

ECONOMIC DEVELOPMENT ELEMENT

This element of *Pima Prospers* includes the economic development goals and policies needed to support a healthy region. It includes overarching regional goals and policies that:

- Aid the protection of our existing employers;
- Create a welcoming climate to new business development, outside investment, and relocation of companies and employers;
- Bolster opportunities for job growth;
- Leverage the Sun Corridor and other regional collaboration efforts;
- Strengthen the commitment to tourism as an economic engine;
- Reaffirm construction of infrastructure, commercial, residential, public and community facilities as a stimulus of our economy;
- Create and maintain a positive climate for business;
- Capitalize on our people as an economic driver;
- Establish art districts as an economic development tool for redevelopment and revitalization; and
- Repair and restore our streets and highways.

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Chicanos Por La Causa, Inc.

Danette Bewley

President & CEO
Tucson Airport Authority

Sharon Bronson

Chair, Board of Supervisors - District 3
Pima County

Brigadier General Jeffrey L. Butler

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Chase

Mike Groeger

Vice President,
Commercial Group & Specialty Sales
Blue Cross® Blue Shield® of Arizona

Guy Gunther

Sr. Director of National Consumer Fiber
Century Link

Ryan Hartman

President & CEO
World View Enterprises, Inc.

Lawrence Hecker

Managing Partner; and of Counsel to Sun
Corridor Inc.
Hecker & Pew

Brian Heithoff

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Trico Electric Cooperative, Inc.

Tim Hou

Manager, Economic Development Policy
Amazon

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Edmund Marquez

Agency Principal
Edmund Marquez Allstate Agencies

Dennis Minano

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Policy, Chief Environmental Officer
General Motors Corporation (ret)

Omar Mireles

President
HSL Properties, Inc

Farhad Moghimi

Executive Director
Pima Association of Governments/Regional
Transportation Authority

Thomas Murphy

Mayor
Town of Sahuarita

Steve Odenkirk

Managing Director, Commercial Banking
Alliance Bank of Arizona

Himanshu Parikh

Vice President, Global Operations
Roche Tissue Diagnostics

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Town of Marana

Jennifer Preston

Lead Human Resources Manager
Resource Industries Sales, Services &
Technology, Caterpillar Inc.

Colonel Brant A. Putnam

(DoD Liaison to Board of Directors)
Vice Commander, 162nd Wing
Morris Air National Guard Base

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Rancho Sahuarita Management

Keri Lazarus Silvyn
Partner & Owner
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Brian Sinotte
Chief Executive Officer
Northwest Healthcare

David Smallhouse
Managing Director
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James Stover
Medicaid President
Arizona Complete Health

Kerry Stratford
President & Chief Creative Officer
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John Winchester
Director, Government & Community
Engagement, Tucson
Arizona State University