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# Board of Supervisors Memorandum

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January 5, 2016

## Professional Services Agreement with Sun Corridor Inc.

### Background

On December 8, 2015, I provided the Board of Supervisors a draft Professional Services Agreement for the provision of economic development services by Sun Corridor Inc. (SCI). I am now submitting the final proposed Professional Services Agreement that has been negotiated between SCI executives and Pima County. The term of this agreement, from a contractual perspective, is for the last half of this fiscal year; however, they have continuously provided economic development services to the County throughout the year.

SCI has transitioned from their previous role as the Tucson Regional Economic Opportunities (TREO) organization to a much broader economic development organization representing Pima County, as well as southern Arizona.

In our very active pursuit of economic development opportunities, SCI has been the 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 the services agreement, as outlined on Page Three of the agreement, is to increase the number of export-based jobs within the region. By doing so, we will significantly accelerate expansion of the tax base, as well as increase average regional income levels. We have also, for the first time, linked all of the 119 action items and the County adopted Economic Development Plan for 2015 through 2017 to the services agreement with SCI. Our action plan items become the goals of SCI.

We have and will continue to work cooperatively with SCI as our major partner in economic development activities for Pima County. We are today actively pursuing a number of export-based employment growth opportunities for the region, and I would expect positive progress during the last half of this fiscal year.

The agreement uses as base funding the \$441,000 allocation approved by the Board in the adoption of the Fiscal Year 2015/16 budget. I have also included an option for the County to increase compensation to SCI by \$210,000 to provide direct support in advancing County-owned properties and facilities for export-based employment and growth opportunities.

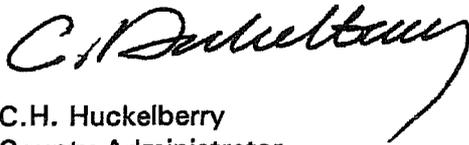
The optional contract amendment for this additional funding will be presented to the Board at a later date with very specific actions for locating export-based employers on County properties identified as available for such in the County's adopted Economic Development Plan.

The Honorable Chair and Members, Pima County Board of Supervisors  
Re: **Professional Services Agreement with Sun Corridor Inc.**  
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Recommendation

I recommend the Board of Supervisors approve the attached Professional Services Agreement with Sun Corridor Inc.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "C.H. Huckelberry". The signature is fluid and cursive, with a long, sweeping tail that extends downwards and to the right.

C.H. Huckelberry  
County Administrator

CHH/mjk – December 23, 2015

Attachment