



# MEMORANDUM

Date: September 15, 2021

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

From: C.H. Huckelberry *CHH*  
County Administrator

Re: Sun Corridor Inc. Information Request

At the September 7, 2021 Board of Supervisors meeting where Sun Corridor's annual contract was continued to the September 21, 2021 Board meeting, the Board asked for information related to Sun Corridor's activities.

Sun Corridor, Inc. (SCI) provides County staff, including myself, with a quarterly report. For your information, the latest report is attached. (Attachment 1) If the Board desires, we will forward all future quarterly reports from SCI for your information and use.

Please note the quarterly report follows the contract, particularly as it relates to performance measures within the contract itself.

The primary offices interacting agency with SCI is either my office or our Economic Development Office. The Economic Development Office regularly interacts with SCI as identified in the points below:

1. Meet with the SCI proposal team several times per week to discuss approaches on certain industries and special projects.
2. Attend Site Selector and client briefings when they are in town to be resource for information, workforce training opportunities, and referrals for supply chain support.
3. Meet with their team monthly to discuss the SCI Pipeline of active projects.
4. Work with SCI to provide infrastructure information on projects; and zoning, building permits and other development services coordination for project sites located in unincorporated Pima County.
5. Strategize on locating best sites for various project needs
6. Write proposals and provide maps for the marketing of Pima County properties for possible economic development projects
7. Collaborate in identifying infrastructure shortfalls that limit competitiveness.
8. Provide technical and regulatory information to SCI in support of their focus on attraction or expansion.
9. Receive quarterly reports that include advertising reach, spreadsheets that identify prospects and project related wins and losses including the reason for the loss.

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### **Past Job Attraction Expansion Performance**

Attachment 2 shows SCI's projects, successes and announcements in business attraction and expansion for the last three fiscal years. Along with each attraction or expansion is a short description of the activity associated with the particular company. More importantly, Attachment 3 shows this list of attractions over this three-year period, the total jobs created in five years, average annual salary, capital investment and five-year economic impact associated with the expansion and/or relocation.

It should be noted that economic development attraction typically requires one or more years to fully realize either relocation or expansion; hence, the provision of this data for a full three years. Generally, the region, through Sun Corridor has been very successful in new employment attraction, particularly in attracting employment substantially above the median wage in Pima County. While we are interested in economic capital investment and the other benefits associated with business expansion/relocation such as generation of tax revenues, etc. One of our areas of prime interest is the employment of community members and improved job opportunities along with salary advancement.

In addition, the asterisked firms under the Opportunity Name column indicates the employment of less than 500 jobs, which according to the Small Business Administration qualifies as small business.

In summary, over these three years, more than 5,600 jobs have been created with an average wage of \$58,000 and a regional economic five-year impact on the community of \$6.6 billion.

### **Funding History**

The funding history of SCI for the last 10 years is shown in Attachment 4. It should be noted that Pima County has been and continues to be the primary public fund supporter of SCI. The amount of funding raised privately by cooperate members far exceeds the public contribution. Eight or more years ago, SCI management and the Board of Supervisors deemphasized municipal contributions simply due to the competition among city, town and municipal jurisdictions for economic development. There is no such competition with Pima County.

In examining the private contributions, it is important to note that they typically exceed the public contribution by Pima County by a factor of three to one. In addition, the County's contribution involves a contract for services as previously mentioned, which then requires specific data reporting and analysis as required in the contract. The municipality contributions are viewed primarily as dues and not specific contracts for economic development performance.

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A business relocation in any jurisdiction within Pima County is good for Pima County as well as for that particular jurisdiction. Hence, we have, generally, no preference as to where a business relocates or in which community a business expands as it is beneficial to Pima County in general. This philosophy led to emphasizing a larger contribution from Pima County and deemphasizing any contributions from municipalities, cities or towns.

### **SCI and Small Business**

The primary mission of SCI is business relocation and expansion. To the extent that small businesses expand, that is within the purview of SCI and SCI would assist if requested. In addition, it should also be remembered that many of the business expansions and/or relocations are directed to the State through the Arizona Commerce Authority. SCI has yet to receive any business expansion lead from the Arizona Commerce Authority related to a small business. A number of the businesses attractions/expansions qualify under the federal Small Business Administration definition of small business. I do not believe that is what the Board had in mind when they asked the question, I believe it is more in what the federal government would classify as microbusiness or 25 or fewer employees.

The function of our Small Business Commission is to assist small businesses, including helping those businesses to establish themselves as well as expand. Expansion of small businesses should fall under the responsibility of the Small Business Commission.

### **Site Selector Interaction with SCI**

Part of the success of SCI's business expansion and attraction can be attributed to the interrelationship SCI has with the site selector community. In the recent past, SCI hosted a site selector national meeting in Tucson and has since created a communication network with site selectors all over the country who continue to be attracted to southern Arizona, in particular Pima County. Because of the private business component of SCI, they are able to communicate openly and frankly with the site selector community and learn from that community our strengths and weaknesses in order to provide feedback to business and governmental sectors on how to increase our competitiveness.

CHH/anc

### **Attachments**

c: Jan Leshner, Chief Deputy County Administrator  
Carmine DeBonis, Jr., Deputy County Administrator for Public Works  
Francisco García, MD, MPH, Deputy County Administrator & Chief Medical Officer,  
Health and Community Services

# ATTACHMENT 1

**3.4.2.1 – Performance Measurements in Exhibit A and E.**

**Exhibit A – Performance Goals and Services**

**1. Economic Development Goals**

	<u>April - June</u>	<u>YTD</u>
Number of Direct Jobs Facilitated	902	1,556
Number of Total Jobs Supported	1,354	2,486
Number of Jobs in Targeted Industries	750	1,186
Number of Company Attractions/Expansions	7	15
Number of Qualified Prospects	12	77
Earned Media Reach	338,380,396	388,981,725

**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

Sun Corridor Inc. participated in two Site Selectors Guild (SSG) Table Talk sessions on October 28 and December 8. Goal of these sessions was to stay “top of mind” for SSG members who are looking for strategic locations for their clients. The sessions provided the opportunity to update five different members in each session (total of ten) on regional efforts regarding workforce, infrastructure, land development and other topics.

2.2.2 Continue emphasis on a strategy to increase FDI from Canada and Mexico.

Sun Corridor Inc. and members of the INDEX Maquiladora Association in Sonora/ Mexico met to discuss how to best position combined assets when attracting companies from Asia and beyond.

Sun Corridor Inc. participated in a Canada Arizona Business Council special section published in Tucson Lifestyle magazine in January 2021. Participation included development of a full-page ad, interview with Joe Snell

and editorial content provided regarding economic development efforts and importance of Canadian companies operating in the region. See section here:

<https://www.mydigitalpublication.com/publication/?m=17663&l=1&p=&pn=>

This special report demonstrates the impact Canadian companies have in Tucson and Southern Arizona. The section was inserted into 30,000 copies of Tucson Lifestyle, and 5,000 overruns will be distributed in Southern Arizona, home to many Canadian snowbirds in the winter months. Our BD team will also use copies provided to advertisers in client and site selection outreach.

### 2.2.3 Convene a regional Covid Recovery and Response Strategy Committee made up of regional leaders.

The first Covid Recovery and Response Committee meeting was held on July 30, 2020. This initial meeting defined the objectives of the committee, the assets that make Tucson well positioned for recovery, and the steps needed to set us up for long term success. The committee addressed some of the gaps and obstacles we face in accomplishing these goals, and what regional governments and ED partners can best do to contribute to the future success of the region.

The second Recovery and Response Committee meeting convened on September 29, 2020. This meeting focused on the work of the 5 subcommittees, who have been tasked with workforce development, tourism, talent attraction, business attraction, and the identification of shovel ready assets.

During the January – March timeframe, subcommittees developed their reports and submitted to SCI for compilation into the Pivot Playbook. The Steering Committee will review on April 15, and the plan will launch in a virtual format on May 20.

**The Pivot Playbook was completed and approved on April 15<sup>th</sup>. The project was launched at a virtual event on May 20<sup>th</sup>, with a 30-minute TV Show style format featuring the committee chairs and plan leaders. The Pivot Playbook centered on five focus areas: Company Recruitment, Workforce Development, Shovel-Ready Real Estate, Talent Recruitment, and Tourism Recovery.**

See Exhibit 2 for a list of committee members.

**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>
Omni 2	07/14/20
Velez	08/06/20
Osa	08/11/20
Oasis	08/24/20
Velez	09/05/20
Speed	10/06/20
Fashion	10/08/20
Grayling	10/22/20
Eclipse	11/04/20
Oasis	11/13/20
Rim	01/06/21
Leonardo	01/25/21
Oasis	02/17/21
Wilbur	03/04/21
<b>Odin</b>	<b>04/16/21</b>
<b>Warrior</b>	<b>04/19/21</b>
<b>Penny</b>	<b>05/03/21</b>
<b>Flower</b>	<b>05/04/21</b>
<b>Capstone</b>	<b>05/11/21</b>
<b>Aga</b>	<b>06/02/21</b>
<b>Sky</b>	<b>06/03/21</b>
<b>Happy</b>	<b>06/14/21</b>
<b>Gabriel</b>	<b>06/14/21</b>

C. WIB and other Workforce Activity

<u>Date</u>	
WIB Board Meeting	07/10/20
MEC Commissioner Meeting	07/15/20
WIB Board Meeting	08/14/20
MEC Commissioner Meeting	08/19/20
WIB Planning Committee	08/20/20
Pima Community College WF Update	08/28/20
MEC Exec. Director Search Committee	09/06/20

WIB Board Meeting	09/11/20
MEC Commissioner Meeting	09/16/20
WIB Planning Committee	09/17/20
WIB Annual Meeting Planning	09/24/20
WIB Board Meeting	10/09/20
WIB Planning Committee	10/20/20
MEC Commissioner Meeting	10/21/20
WIB Planning Committee	11/19/20
MEC Commissioner Meeting	11/18/20
WIB Planning Committee	12/17/20
WIB Board Meeting	01/08/21
MEC Commissioner Meeting	01/20/21
WIB Planning Committee	01/27/21
WIB Board Meeting	02/12/21
MEC Commissioner Meeting	02/17/21
WIB Planning Committee	02/18/21
PCC Futures Conference	02/19/21
PCC Futures Conference	03/11/21
WIB Board Meeting	03/12/21
MEC Commissioner Meeting	03/24/21
<b>WIB Planning Committee</b>	<b>04/15/21</b>
<b>MEC Commissioner Meeting</b>	<b>04/16/21</b>
<b>WIB Planning Committee</b>	<b>06/17/21</b>

**4. Regional collaboration with Pima County, Pima Association of Governments, and other jurisdictions in development and maintenance of regional economic and demographic data. See Exhibit 1 for meeting description.**

<u>A. Activity</u>	<u>Date</u>
ED Quarterly	09/17/20
Regional ED Update	09/29/20
UA College of Engineering Dean	10/14/20
ED Quarterly	12/10/20
City of Tucson ED Coordination Meeting	01/05/21
Pima County ED Coordination Meeting	01/21/21
City of Tucson ED Coordination Meeting	02/03/21
Pima County ED Coordination Meeting	02/17/21
City of Tucson ED Coordination Meeting	03/03/21
ED Quarterly	03/11/21
Pima County ED Coordination Meeting	03/22/21
Marana ED Coordination Meeting	03/26/21
Sahuarita ED Coordination Meeting	03/30/21
Oro Valley ED Coordination Meeting	03/31/21

City of Tucson ED Coordination Meeting	04/14/21
Oro Valley ED Coordination Meeting	05/25/21
City of Tucson ED Coordination Meeting	06/02/21
Marana ED Coordination Meeting	06/29/21
Sahuarita ED Coordination Meeting	06/29/21
Oro Valley ED Coordination Meeting	06/30/21

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

See 3.4.2.6

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

Discussed during quarterly meetings among the County Manager and SCI CEO, as well as during monthly meetings among County and SCI staff.

7. Work with other economic development-related groups to support the economic development mission of Pima County, such as marketing and promotion of the assets of TAA. Collaborate with regional partners that support the economic development mission of Pima County and SCI such as, but not limited to, Visit Tucson and TAA.

See 3.4.2.10 for Visit Tucson related activity

<u>Activity</u>	<u>Date</u>
TAA Board Meeting presentation	08/05/20
TAA Strategic Planning Session	09/10/20
<b>TAA Board Meeting presentation</b>	<b>04/08/21</b>

### 3.4.2.2 – Pipeline Report

See Pipeline Report  
See Success Report

Attachment A  
Attachment B

### 3.4.2.3 – List of prospects that showed interest in County-owned properties (identified in 3.2.10) and details on each prospect.

See Pima County Property Report Attachment C

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

Laura Shaw chaired the Pima County Back 2 Business Community updates Subcommittee. In partnership with County staff, reviewed and selected local ad firm Hilton & Myers to develop the “Ready For You” pledge concept, web site and media campaign, which ran until the end of August in a heavy schedule reaching local English and Spanish target audience. County Communications Department has final metrics.

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

N/A

**3.4.2.6 – 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

**3.4.2.7 – A report detailing reasons (if known) of why key prospects did not select the region during site selection.**

See Closed/Lost Reason Report Attachment G

**3.4.2.8 – Recommendations as to how the County and the region can improve competitiveness and responses to prospects.**

[Ongoing discussions during quarterly meetings among the County Manager and SCI CEO, as well as during quarterly meetings among County and SCI staff.](#)

**3.4.2.9 – A semi-annual marketing plan for Pima County’s economic development properties (identified in 3.2.10) combined with a report detailing the marketing activities conducted in the previous quarter.**

- Updated County properties on Sun Corridor Inc. web site, August 2020.
- Updated County properties on Sun Corridor Inc. web site, December 2020.

- Updated County properties on Sun Corridor Inc. web site, March 2021.
- **Updated County properties on Sun Corridor Inc. web site, June 2021.**
  
- Promoted County properties via Select the Sun Corridor Site Selector newsletter, August 2020.
  - Theme was Autonomous Technology in Tucson.
  - Achieved 15.5% open rate.
  
- Promoted County properties via Select the Sun Corridor Site Selector newsletter, October 2020.
  - Theme was Bioscience is Booming in Tucson.
  - Achieved 13% open rate.
  
- Promoted County properties via Select the Sun Corridor Site Selector newsletter, January 2021
  - Theme was Powering an Emerging Ecommerce Corridor in Tucson.
  - Achieved 11% open rate.
  
- Promoted County properties via Select the Sun Corridor Site Selector newsletter, March 2021.
  - Theme was Advanced Manufacturing in Tucson.
  - Achieved 11% open rate.
  
- **Promoted County properties via Select the Sun Corridor Site Selector newsletter, June 2021.**
  - **Theme was The Pivot Playbook.**
  - **Achieved 7% open rate.**
  
- Engaged Development Counsellors International (DCI) to develop a national PR Campaign Post Covid-19. Phase 1 Discovery Phase included 30 one-on-one interviews with business and community leaders on the region's strengths post COVID recovery, potential storylines and theme development. Interviewed Chuck Huckelberry and Sharon Bronson for DCI Marketing/PR Campaign development.
  - Stories to date:
    - Fast Company magazine – Sandvik Virtual Site Selection (Nov.)
    - Area Development magazine – Tucson's stable environment midst climate change (Oct.)
    - Industry Week and pickups – Is Virtual Site Selection Possible? (Feb.)
    - Chief Executive – Welcome to the Great Reshuffling (Feb.)
    - **New York Times and Phoenix Business Journal pickup – Local Alliances Put Some Cities on the Fast Track to Recovery (April)**

- [Wealthmanagement.com - 10 Must Reads for the CRE Industry Today \(April\)](#)
- [Linked In.com - Midsized Cities to Rebound faster \(April\)](#)
- [Livability.com - 5 Creative Incentive Programs That Might Inspire Your Next Move \(April\)](#)
- [Smart Cities Dive - Automakers and Universities Team Up to Fix AV Industry’s Talent Gap \(May\)](#)
- [New York Times - An Investment with a Big Return \(June\)](#)

**3.4.2.10 – Report identifying collaborative activities with Visit Tucson, including collaboration on tourism events identified by the President of Visit Tucson for advertising opportunities to promote economic development and workforce attraction.**

<u>Activity</u>	<u>Date</u>
Visit Tucson Executive Committee	8/11/20
Visit Tucson Board Meeting	8/20/20
Visit Tucson Executive Committee	9/15/20
Visit Tucson Strategic Planning Committee	9/24/20
Visit Tucson Executive Committee	10/13/20
Visit Tucson Board Meeting	10/22/20
Visit Tucson Exec/Finance Meeting	10/30/20
Visit Tucson Executive Committee	01/12/21
Visit Tucson Executive Committee	02/09/21
Visit Tucson Board Meeting	02/11/21
Visit Tucson Board Event	03/16/21
<b>Visit Tucson Executive Committee</b>	<b>04/06/21</b>
<b>Visit Tucson Board Retreat</b>	<b>04/22/21</b>
<b>Visit Tucson Executive Committee</b>	<b>05/11/21</b>
<b>Visit Tucson Strategic Planning Comm.</b>	<b>05/17/21</b>
<b>Visit Tucson Executive Committee</b>	<b>06/15/21</b>
<b>Visit Tucson Board Meeting</b>	<b>06/24/21</b>

Attachments

- Attachment A – Pipeline Report
- Attachment B – Success Report
- Attachment C – Pima County Property Report
- Attachment D – ACA Pipeline Report
- Attachment E – ACA Success Report
- Attachment F – ACA Closed/Lost Report
- Attachment G – Closed/Lost Reason Report



Exhibits

Exhibit 1 – Description of Regional Meetings

Exhibit 2 – Regional Recovery & Response Committee Members

**Attachment A - Pipeline Report**  
**Reporting Period: April 1 - June 30, 2021**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1920048	Prospect	Invar	Aerospace & Defense	Manufacturing	120,000	Existing	85	\$ 68,640	\$ 5,000,000	ACA	BA	16-Dec-19	Daniela Gallagher
1920061	Prospect	Mission	Aerospace & Defense	Manufacturing	500,000	Build-to-Suit	250			Site Selector	BA	13-Feb-20	Susan Dumon
1920092	Prospect	Moonshot	Aerospace & Defense	R&D		Existing	100	\$ 95,000	\$ 2,000,000	Local Broker	BE	23-Jun-20	Susan Dumon
2021004	Prospect	Spartan	Consumer Products	Manufacturing	300,000	Either	400	TBD		ACA	BA	8-Jul-20	Daniela Gallagher
2021008	Prospect	Gabriel	Other	Distribution Center	100,000	Existing	100			Regional Partner	BA	28-Jul-20	Susan Dumon
2021012	Prospect	Wolf	Other	Manufacturing	1,600,000	Build-to-Suit	450	\$ 41,000	\$ 500,000,000	ACA	BA	13-Aug-20	Daniela Gallagher
2021018	Prospect	Circus	Automotive	Manufacturing	1,500,000	Either	747	Unknown	\$ 69,000,000	ACA	BA	28-Aug-20	Daniela Gallagher
2021023	Prospect	Epic	Consumer Products	Manufacturing		Build-to-Suit	170	\$ 61,000	\$ 305,000,000	ACA	BA	30-Sep-20	Susan Dumon
2021024	Prospect	Healy	Aerospace & Defense	Manufacturing	50,000	Either	35			Local Broker	BE	21-Oct-20	Daniela Gallagher
2021029	Prospect	Onyx	Unknown	R&D	80,000	Existing	150			SCI Board Member	BA	27-Oct-20	Susan Dumon
2021030	Prospect	Eclipse	Renewable & Mining Techn	Manufacturing		Build-to-Suit	30			Site Selector	BA	30-Oct-20	Susan Dumon
2021031	Prospect	Nieve	Other	Manufacturing	480,000	Either	200	\$ 65,000	\$ 300,000,000	ACA	BA	6-Nov-20	Susan Dumon
2021032	Prospect	Andes	Aerospace & Defense	Manufacturing	50,000	Either	120	\$ 45,000		ACA	BA	9-Nov-20	Daniela Gallagher
2021036	Prospect	Direwolf	Other	Manufacturing	120,000	Either	300			ACA	BA	10-Nov-20	Daniela Gallagher
2021045	Prospect	New Era	Unknown	Manufacturing		Build-to-Suit	1000	\$ 75,000	\$1,000,000,000	ACA	BA	29-Dec-20	Daniela Gallagher
2021047	Prospect	Quartz	Consumer Products	Manufacturing		Build-to-Suit	260	\$ 45,000	\$ 486,000,000	ACA	BA	20-Jan-21	Susan Dumon
2021052	Prospect	Tera	Unknown	Manufacturing		Build-to-Suit				ACA	BA	29-Jan-21	Susan Dumon
2021053	Prospect	Ice Age	Unknown	Advanced Business Services	40,000 - 80,000	Existing	750	000 - \$60,000	\$ 15,000,000	ACA	BA	3-Feb-21	Daniela Gallagher
2021054	Prospect	Rollout	Consumer Products	Distribution Center		Build-to-Suit	100	Unknown	\$ 50,000,000	ACA	BA	3-Feb-21	Daniela Gallagher
2021055	Prospect	Filter	Aerospace & Defense	Manufacturing	9,000	Existing	30	\$ 45,000		Company	BA	3-Feb-21	Daniela Gallagher
2021058	Prospect	Sunrise	Transportation & Logistics	Distribution Center		Existing				Company	BE	4-Feb-21	Daniela Gallagher
2021059	Prospect	Hill	Consumer Products	Manufacturing		Existing	75	\$ 59,000	TBD	Company	BA	4-Feb-21	Susan Dumon
2021060	Prospect	Jaguar	Consumer Products	Manufacturing		Build-to-Suit	2800	\$ 45,000	\$ 300,000,000	ACA	BA	8-Feb-21	Susan Dumon
2021061	Prospect	Cascade	Consumer Products	Manufacturing	400,000	Either	200	\$ 55,000	\$ 125,000,000	ACA	BA	9-Feb-21	Daniela Gallagher
2021062	Prospect	Raven	Unknown	Manufacturing	400,000	Either	220	\$ 45,000	\$ 450,000,000	ACA	BA	19-Feb-21	Daniela Gallagher
2021064	Prospect	Wilbur	Healthcare	Back Office - Call Center (Enterprise)		Existing	150	\$ 40,000	\$ 500,000	Site Selector	BA	3-Mar-21	Susan Dumon
2021065	Prospect	Darwin	Unknown	Manufacturing		Build-to-Suit	5200		\$3,200,000,000	ACA	BA	26-Mar-21	Daniela Gallagher
<b>2021066</b>	<b>Prospect</b>	<b>Moving Target</b>	<b>Transportation &amp; Logistics</b>	<b>Distribution Center</b>		<b>Existing</b>				<b>Regional Partner</b>	<b>BA</b>	<b>5-Apr-21</b>	<b>Daniela Gallagher</b>
<b>2021068</b>	<b>Prospect</b>	<b>Swiss Alps</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>500</b>		<b>\$ 75,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>28-Apr-21</b>	<b>Susan Dumon</b>
<b>2021069</b>	<b>Prospect</b>	<b>Capstone</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Existing</b>	<b>100</b>			<b>Company</b>	<b>BA</b>	<b>12-May-21</b>	<b>Susan Dumon</b>
<b>2021070</b>	<b>Prospect</b>	<b>Independence</b>	<b>Consumer Products</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>500</b>	<b>\$ 70,000</b>	<b>\$1,205,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>17-May-21</b>	<b>Daniela Gallagher</b>
<b>2021071</b>	<b>Prospect</b>	<b>Patriot</b>	<b>Consumer Products</b>	<b>Industrial - Other</b>	<b>325,000</b>	<b>Either</b>	<b>150</b>	<b>\$ 40,000</b>	<b>\$ 150,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>18-May-21</b>	<b>Daniela Gallagher</b>
<b>2021072</b>	<b>Prospect</b>	<b>Pearl</b>	<b>Consumer Products</b>	<b>Distribution Center</b>	<b>10,000</b>	<b>Existing</b>	<b>45</b>	<b>\$ 31,200</b>	<b>\$ 100,000</b>	<b>Regional Partner</b>	<b>BA</b>	<b>11-May-21</b>	<b>Daniela Gallagher</b>
<b>2021074</b>	<b>Prospect</b>	<b>Sky</b>	<b>Aerospace &amp; Defense</b>	<b>Other</b>		<b>Existing</b>	<b>100</b>			<b>Company</b>	<b>BA</b>	<b>18-Jun-21</b>	<b>Daniela Gallagher</b>
<b>2021075</b>	<b>Prospect</b>	<b>Jane</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>300,000-500,000</b>	<b>Either</b>	<b>906</b>		<b>\$ 125,525,000</b>	<b>ACA</b>	<b>BA</b>	<b>14-Jun-21</b>	<b>Daniela Gallagher</b>
<b>2021076</b>	<b>Prospect</b>	<b>Happy</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>		<b>Existing</b>			<b>\$ 5,000,000</b>	<b>Company</b>	<b>BE</b>	<b>14-Jun-21</b>	<b>Susan Dumon</b>
<b>2021077</b>	<b>Prospect</b>	<b>Phantom</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>		<b>Existing</b>				<b>Company</b>	<b>BE</b>	<b>17-Jun-21</b>	<b>Susan Dumon</b>
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	120,000	Build-to-Suit	85	\$ 58,235	\$ 87,167,000	ACA	BE	30-Oct-18	Susan Dumon
1819083	Client	Warrior	Aerospace & Defense	Other		Existing	30	\$ 120,000	\$ 2,000,000	Company	BA	17-Jun-19	Daniela Gallagher
1819084	Client	Reinhold	Aerospace & Defense	Manufacturing	200,000	Build-to-Suit	200	\$ 89,440	\$ 50,000,000	Site Selector	BA	17-Jun-19	Daniela Gallagher
2021017	Client	Aga	Bioscience	Other	20,000	Existing	40	\$ 55,000	\$ 2,000,000	Local Broker	BA	26-Aug-20	Susan Dumon
2021027	Client	Flower	Consumer Products	Manufacturing	250,000	Existing	125			Local Broker	BA	21-Oct-20	Daniela Gallagher
2021028	Client	Humanity	Bioscience	Manufacturing	60,000-68,000	Existing	205	\$ 75,000	\$ 50,000,000	ACA	BA	27-Oct-20	Daniela Gallagher
2021044	Client	Cargo Door	Aerospace & Defense	Manufacturing		Existing				Company	BE	17-Dec-20	Daniela Gallagher
<b>2021067</b>	<b>Client</b>	<b>Odin</b>	<b>Other</b>	<b>Manufacturing</b>	<b>450,000</b>	<b>Build-to-Suit</b>	<b>1700</b>			<b>Company</b>	<b>BA</b>	<b>5-Apr-21</b>	<b>Daniela Gallagher</b>

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

**Attachment A - Pipeline Report**  
**Reporting Period: April 1 - June 30, 2021**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
<b>2021073</b>	<b>Client</b>	<b>Buffalo</b>	<b>Aerospace &amp; Defense</b>	<b>Industrial - Other</b>	<b>30,000</b>	<b>Build-to-Suit</b>	<b>80</b>	<b>\$ 48,000</b>	<b>\$ 2,700,000</b>	<b>Regional Partner</b>	<b>BA</b>	<b>28-May-21</b>	<b>Susan Dumon</b>
2021007	Short-List	Velez	Financial Services/Insurance	Back Office - Call Center (Enterp	60,000	Existing	1517	\$ 52,576	\$ 15,786,000	Regional Partner	BA	28-Jul-20	Susan Dumon
2021057	Short-List	Marinara	Transportation & Logistics	Distribution Center	220,000	Build-to-Suit	400	\$ 31,200	\$ 10,000,000	Company	BE	4-Feb-21	Daniela Gallagher

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

**Attachment B - Success Report**  
**Reporting Period: April 1 - June 30, 2021**

SCI Number	Opportunity Name	Organization	Industry	Operation Type	Lead_Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Attraction /Expansion	Date Closed	Owner Name
1920064	Swipe	Verifone	Financial Services/Insurance	Advanced Business Services	Local Broker	California	13,196	168	\$ 50,887	\$ 2,400,000	BA	30-Jul-20	Daniela Gallagher
2021009	Osa	Nanomoneo	Bioscience	R&D	Regional Partner	California	500	14	\$ 93,571	\$ 669,500	BA	27-Aug-20	Susan Dumon
1920070	Maxwell	COMSovereign	Other	Manufacturing	Regional Partner	Texas	130,000	307	\$ 46,534	\$ 11,800,000	BA	15-Sep-20	Daniela Gallagher
2021006	Beach	Sandvik Materials Technology	Bioscience	Manufacturing	Local Broker	Florida	8,800	20	\$ 45,000	\$ 500,000	BA	22-Sep-20	Daniela Gallagher
2021019	Flash	DoorDash	Consumer Products	Distribution Center	Local Broker	California	8,000	20	\$ 31,200	\$ 350,000	BA	12-Oct-20	Daniela Gallagher
2021014	Fashion	WOW Studios	Consumer Products	R&D	SCI Board Member	Washington	12,474	50	\$ 112,250	\$ 209,000	BA	9-Nov-20	Susan Dumon
1920090	Omni 2**	Vector Launch Inc.	Aerospace & Defense	R&D	Company	California	-	0	\$ -	\$ -	BA	9-Dec-20	Daniela Gallagher
2021021	Speed	TuSimple - Tucson	Transportation & Logistics	R&D	SCI Board Member	Arizona	35,000	75	\$ 85,000	\$ 9,000,000	BE	30-Mar-21	Susan Dumon
<b>2021043</b>	<b>Edmund</b>	<b>Edmund Optics</b>	<b>Other</b>	<b>Manufacturing</b>	<b>Local Broker</b>	<b>New Jersey</b>	<b>21,225</b>	<b>50</b>	<b>\$ 90,000</b>	<b>\$ 500,000</b>	<b>BE</b>	<b>1-Apr-21</b>	<b>Daniela Gallagher</b>
<b>2021001</b>	<b>Oasis</b>	<b>Becton Dickinson &amp; Co.</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>Site Selector</b>	<b>New Jersey</b>	<b>140,000</b>	<b>40</b>	<b>\$ 80,000</b>	<b>\$ 65,000,000</b>	<b>BA</b>	<b>1-Apr-21</b>	<b>Susan Dumon</b>
1920020	Healing	NuVox Pharma, LLC	Bioscience	Manufacturing	Regional Partner	Arizona		10	\$ 90,000	\$ 1,000,000	BE	21-May-21	Daniela Gallagher
2021042	Thrax	CIS Global	Other	Manufacturing	ACA	Arizona	30,000	102	\$ 41,233	\$ 4,800,000	BE	26-May-21	Daniela Gallagher
2021056	Merlin	Amazon	Transportation & Logistics	Distribution Center	Company	Washington	1,000,000	700	\$ 31,200	\$ 28,000,000	BE	11-Jun-21	Daniela Gallagher
2021050	HomeGoods	HomeGoods Distribution Services	Transportation & Logistics	Distribution Center	Local Broker		232,000	0	\$ -		BE	15-Jun-21	Daniela Gallagher
2021048	Orange	Home Depot - Tucson Distribution	Transportation & Logistics	Distribution Center	SCI Board Member		78,000	0	\$ -		BA	15-Jun-21	Daniela Gallagher
							<b>TOTAL</b>	<b>1556</b>	<b>\$ 46,467</b>	<b>\$ 124,228,500</b>			

\*New Opportunities for the Quarter are in BOLD

\*\*Project Omni 2 was a retention project. No new jobs or investment were added.

**Attachment C - Pima County Property Report**  
**Reporting Period: April 1 - June 30, 2021**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Total Jobs 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Pima County Properties	Attraction/Expansion	Date Added to Pipeline	Owner Name
1920061	Prospect	Mission	Aerospace & Def	Manufacturing	500,000	250			Site Selector	Aerospace Research Campus	BA	13-Feb-20	Susan Dumon
2021045	Prospect	New Era	Unknown	Manufacturing		1000	\$ 75,000	\$ 1,000,000,000	ACA	Aerospace Research Campus	BA	29-Dec-20	Daniela Gallagher
<b>2021070</b>	<b>Prospect</b>	<b>Independence</b>	<b>Consumer Products</b>	<b>Manufacturing</b>		<b>500</b>	<b>\$ 70,000</b>	<b>\$ 1,205,000,000</b>	<b>ACA</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>17-May-21</b>	<b>Daniela Gallagher</b>
<b>2021075</b>	<b>Prospect</b>	<b>Jane</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>300,000-500</b>	<b>906</b>		<b>\$ 125,525,000</b>	<b>ACA</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>14-Jun-21</b>	<b>Daniela Gallagher</b>
<b>2021067</b>	<b>Client</b>	<b>Odin</b>	<b>Other</b>	<b>Manufacturing</b>	<b>450,000</b>	<b>1,700</b>			<b>Company</b>	<b>Aerospace Research Campus</b>	<b>BA</b>	<b>5-Apr-21</b>	<b>Daniela Gallagher</b>

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

**Attachment D - ACA Pipeline Report**  
**Reporting Period: April 1 - June 30, 2021**

SCI Number	Current Pipeline Stage	Opportunity Name	Industry	Operation Type	Square Feet	Existing or BTS	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	Lead_Source	Attraction/Expansion	Date Added to Pipeline	Owner Name
1920048	Prospect	Invar	Aerospace & Defense	Manufacturing	120,000	Existing	85	\$ 68,640	\$ 5,000,000	ACA	BA	16-Dec-19	Daniela Gallagher
2021004	Prospect	Spartan	Consumer Products	Manufacturing	300,000	Either	400	TBD		ACA	BA	8-Jul-20	Daniela Gallagher
2021012	Prospect	Wolf	Other	Manufacturing	1,600,000	Build-to-Suit	450	\$ 41,000	\$ 500,000,000	ACA	BA	13-Aug-20	Daniela Gallagher
2021018	Prospect	Circus	Automotive	Manufacturing	1,500,000	Either	747	Unknown	\$ 69,000,000	ACA	BA	28-Aug-20	Daniela Gallagher
2021023	Prospect	Epic	Consumer Products	Manufacturing		Build-to-Suit	170	\$ 61,000	\$ 305,000,000	ACA	BA	30-Sep-20	Susan Dumon
2021031	Prospect	Nieve	Other	Manufacturing	480,000	Either	200	\$ 65,000	\$ 300,000,000	ACA	BA	6-Nov-20	Susan Dumon
2021032	Prospect	Andes	Aerospace & Defense	Manufacturing	50,000	Either	120	\$ 45,000		ACA	BA	9-Nov-20	Daniela Gallagher
2021036	Prospect	Direwolf	Other	Manufacturing	120,000	Either	300			ACA	BA	10-Nov-20	Daniela Gallagher
2021045	Prospect	New Era	Unknown	Manufacturing		Build-to-Suit	1,000	\$ 75,000	\$ 1,000,000,000	ACA	BA	29-Dec-20	Daniela Gallagher
2021047	Prospect	Quartz	Consumer Products	Manufacturing		Build-to-Suit	260	\$ 45,000	\$ 486,000,000	ACA	BA	20-Jan-21	Susan Dumon
2021052	Prospect	Tera	Unknown	Manufacturing		Build-to-Suit				ACA	BA	29-Jan-21	Susan Dumon
2021053	Prospect	Ice Age	Unknown	Advanced Business Service	40,000 - 80,000	Existing	750	000 - \$60,000	\$ 15,000,000	ACA	BA	3-Feb-21	Daniela Gallagher
2021054	Prospect	Rollout	Consumer Products	Distribution Center		Build-to-Suit	100	Unknown	\$ 50,000,000	ACA	BA	3-Feb-21	Daniela Gallagher
2021060	Prospect	Jaguar	Consumer Products	Manufacturing		Build-to-Suit	2,800	\$ 45,000	\$ 300,000,000	ACA	BA	8-Feb-21	Susan Dumon
2021061	Prospect	Cascade	Consumer Products	Manufacturing	400,000	Either	200	\$ 55,000	\$ 125,000,000	ACA	BA	9-Feb-21	Daniela Gallagher
2021062	Prospect	Raven	Unknown	Manufacturing	400,000	Either	220	\$ 45,000	\$ 450,000,000	ACA	BA	19-Feb-21	Daniela Gallagher
2021065	Prospect	Darwin	Unknown	Manufacturing		Build-to-Suit	5,200		\$ 3,200,000,000	ACA	BA	26-Mar-21	Daniela Gallagher
<b>2021068</b>	<b>Prospect</b>	<b>Swiss Alps</b>	<b>Other</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>500</b>		<b>\$ 75,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>28-Apr-21</b>	<b>Susan Dumon</b>
<b>2021070</b>	<b>Prospect</b>	<b>Independence</b>	<b>Consumer Products</b>	<b>Manufacturing</b>		<b>Build-to-Suit</b>	<b>500</b>	<b>\$ 70,000</b>	<b>\$ 1,205,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>17-May-21</b>	<b>Daniela Gallagher</b>
<b>2021071</b>	<b>Prospect</b>	<b>Patriot</b>	<b>Consumer Products</b>	<b>Industrial - Other</b>	<b>325,000</b>	<b>Either</b>	<b>150</b>	<b>\$ 40,000</b>	<b>\$ 150,000,000</b>	<b>ACA</b>	<b>BA</b>	<b>18-May-21</b>	<b>Daniela Gallagher</b>
<b>2021075</b>	<b>Prospect</b>	<b>Jane</b>	<b>Aerospace &amp; Defense</b>	<b>Manufacturing</b>	<b>300,000-500,000</b>	<b>Either</b>	<b>906</b>		<b>\$ 125,525,000</b>	<b>ACA</b>	<b>BA</b>	<b>14-Jun-21</b>	<b>Daniela Gallagher</b>
1819036	Client	Leonardo	Aerospace & Defense	Manufacturing	120,000	Build-to-Suit	85	\$ 58,235	\$ 87,167,000	ACA	BE	30-Oct-18	Susan Dumon
2021028	Client	Humanity	Bioscience	Manufacturing	60,000-68,000	Existing	205	\$ 75,000	\$ 50,000,000	ACA	BA	27-Oct-20	Daniela Gallagher

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

**Attachment E - ACA Success Report**  
**Reporting Period: April 1 - June 30, 2021**

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
2021042	Thrax	Other	Manufacturing	ACA	Arizona	30,000	102	\$ 41,233	\$ 4,800,000	BE	26-May-21	Daniela Gallagher

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

**Attachment F - ACA Closed.Lost Report**  
**Reporting Period: April 1 - June 30, 2021**

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
1718086	Crawford	Aerospace & Defense	Manufacturing	ACA	Arizona	10,000	20	\$ 55,000	\$ 750,000	Other - See Other Info for D	BE	30-Jul-20	Daniela Gallagher
2021002	Sonar	Aerospace & Defense	Manufacturing	ACA	Indiana	5,000	25			Insufficient Real Estate	BA	30-Jul-20	Susan Dumon
1819010	Wasson	Financial Services/Insurance	Advanced Business Services	ACA	Texas		56	\$ 58,000		Client Unresponsive	BA	30-Jul-20	Susan Dumon
1920047	Wrigley	Transportation & Logistics	Distribution Center	ACA		450,000		\$ 45,000		Unknown	BA	30-Jul-20	Daniela Gallagher
1920027	6145	Consumer Products	Manufacturing	ACA			150	\$ 50,000	\$ 220,000,000	Unknown	BA	31-Jul-20	Daniela Gallagher
1920043	First	Unknown	Manufacturing	ACA	Unknown	50,000	100	\$ 50,000		COVID-19 Pandemic	BA	31-Jul-20	Daniela Gallagher
2021003	Green	Bioscience	Manufacturing	ACA	Unknown	50,000-300,000	400		\$ 350,000,000	Unknown	BA	7-Aug-20	Susan Dumon
1920012	Cyclone	Renewable & Mining Techn	Manufacturing	ACA	Arizona	80,000	25	\$ 40,000	\$ 16,000,000	Client Unresponsive	BE	11-Aug-20	Susan Dumon
1819086	Cold	Consumer Products	Manufacturing	ACA	Unknown	125,000	150	\$ 50,000		Client Unresponsive	BA	26-Aug-20	Daniela Gallagher
1920019	Starfish	Renewable & Mining Techn	Manufacturing	ACA		450,000	846			COVID-19 Pandemic	BA	26-Aug-20	Daniela Gallagher
1920011	Word	Software	Advanced Business Services	ACA	New York		30	\$ 65,000		Client Unresponsive	BA	3-Sep-20	Susan Dumon
1920071	200	Financial Services/Insurance	Advanced Business Services	ACA	Unknown		1000	\$ 40,000	\$ 4,000,000	Project Canceled	BA	8-Sep-20	Susan Dumon
1920093	Eagle	Automotive	Manufacturing	ACA	Unknown	able to 250,000	200	\$ 47,000	\$ 12,000,000	Project Canceled	BA	14-Sep-20	Susan Dumon
1920085	Elevation	Other	Manufacturing	ACA	Unknown	50,000 - 500,000	235	\$ 44,196	\$ 1,183,000,000	Project Canceled	BA	14-Sep-20	Susan Dumon
1920088	Reliant	Other	Manufacturing	ACA	Unknown	60,000	500	\$ 60,000	\$ 50,000,000	Insufficient Real Estate	BA	14-Sep-20	Susan Dumon
2021034	Bye	Aerospace & Defense	Manufacturing	ACA	Colorado	275,000	1040	18-23 hourly		Unknown	BA	1-Dec-20	Daniela Gallagher
1920055	Roatan	Unknown	R&D	ACA	Unknown	2000-3000		\$ 100,000	\$ 10,000,000	Project Canceled	BA	11-Dec-20	Susan Dumon
1920067	Westing	Unknown	Manufacturing	ACA	Unknown	100,000				Unknown	BA	29-Dec-20	Susan Dumon
2021013	French	Aerospace & Defense	R&D	ACA	Arizona	12,000	20	\$ 45,000		Client Unresponsive	BE	19-Feb-21	Daniela Gallagher
<b>1920075</b>	<b>Genuine</b>	<b>Unknown</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Unknown</b>	<b>able to 200,000</b>	<b>33</b>	<b>\$ 41,191</b>		<b>Insufficient Infrastructure</b>	<b>BA</b>	<b>21-Apr-21</b>	<b>Susan Dumon</b>
<b>2021040</b>	<b>Jupiter 2</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Unknown</b>	<b>200,000</b>	<b>300</b>	<b>\$ 50,000</b>	<b>\$ 25,000,000</b>	<b>Insufficient Real Estate</b>	<b>BA</b>	<b>21-Apr-21</b>	<b>Susan Dumon</b>
<b>2021051</b>	<b>Roadtrip</b>	<b>Automotive</b>	<b>Manufacturing</b>	<b>ACA</b>	<b>Unknown</b>	<b>300,000</b>	<b>1400</b>	<b>\$ 45,000</b>	<b>\$ 40,000,000</b>	<b>Lack of Financing</b>	<b>BA</b>	<b>21-Apr-21</b>	<b>Susan Dumon</b>
1920080	Explorer	Aerospace & Defense	Manufacturing	ACA	Europe	2,000	50	\$ 50,000		Unknown	BA	27-May-21	Susan Dumon
1920078	Juno	Unknown	Manufacturing	ACA	California	30,000 - 120,000	60	\$ 50,000	\$ 5,000,000	Unknown	BA	27-May-21	Susan Dumon
2021026	Jupiter	Automotive	Industrial - Other	ACA	Unknown	50,000-150,000	150	\$ 60,000	\$ 20,000,000	Unknown	BA	27-May-21	Susan Dumon
2021046	Rose	Consumer Products	Manufacturing	ACA	Unknown	1,100,000	1000	\$ 41,215	\$ 25,000,000	Insufficient Real Estate	BA	27-May-21	Susan Dumon
2021038	Washboard	Other	Manufacturing	ACA	Unknown		125	\$ 50,000	\$ 150,000,000	Unknown	BA	27-May-21	Susan Dumon
1920079	Aniram	Aerospace & Defense	Manufacturing	ACA	California	ion to 1,000,000	1600	\$ 100,000	\$ 250,000,000	Unknown	BA	30-Jun-21	Susan Dumon

\*New opportunities for the Quarter are in BOLD.

**Attachment G - Closed/ Lost Reason Report**  
**Reporting Period: April 1 - June 30, 2021**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	State Reason	Date Closed	Owner Name
1718004	48	Software	Advanced Business Services	Local Broker	Arizona	50,000	112	\$ 66,581	\$ 8,384,492	Project Canceled	24-Jul-20	Susan Dumon
1718086	Crawford	Aerospace & Defense	Manufacturing	ACA	Arizona	10,000	20	\$ 55,000	\$ 750,000	Other - See Other Info for Det	30-Jul-20	Daniela Gallagher
2021002	Sonar	Aerospace & Defense	Manufacturing	ACA	Indiana	5,000	25			Insufficient Real Estate	30-Jul-20	Susan Dumon
1819010	Wasson	Financial Services/Insurance	Advanced Business Services	ACA	Texas		56	\$ 58,000		Client Unresponsive	30-Jul-20	Susan Dumon
1920047	Wrigley	Transportation & Logistics	Distribution Center	ACA		450,000		\$ 45,000		Unknown	30-Jul-20	Daniela Gallagher
1920027	6145	Consumer Products	Manufacturing	ACA			150	\$ 50,000	\$ 220,000,000	Unknown	31-Jul-20	Daniela Gallagher
1920039	Chip	Consumer Products	Manufacturing	GSLI	Nevada	100,000	50			COVID-19 Pandemic	31-Jul-20	Daniela Gallagher
1920036	Fabtech2	Other	Manufacturing	GSLI	Illinois					Client Unresponsive	31-Jul-20	Daniela Gallagher
1920043	First	Unknown	Manufacturing	ACA	Unknown	50,000	100	\$ 50,000		COVID-19 Pandemic	31-Jul-20	Daniela Gallagher
2021003	Green	Bioscience	Manufacturing	ACA	Unknown	50,000-300,000	400		\$ 350,000,000	Unknown	7-Aug-20	Susan Dumon
1920012	Cyclone	Renewable & Mining Techn	Manufacturing	ACA	Arizona	80,000	25	\$ 40,000	\$ 16,000,000	Client Unresponsive	11-Aug-20	Susan Dumon
1920016	Cheetah	Aerospace & Defense	Manufacturing	Company	Florida	100,000	45	\$ 60,000		COVID-19 Pandemic	26-Aug-20	Daniela Gallagher
1819086	Cold	Consumer Products	Manufacturing	ACA	Unknown	125,000	150	\$ 50,000		Client Unresponsive	26-Aug-20	Daniela Gallagher
1819091	Engine	Aerospace & Defense	Other	Company	Unknown					Lack of Financing	26-Aug-20	Daniela Gallagher
1920087	Kemp	Aerospace & Defense	Industrial - Other	GSLI	Arizona					Client Unresponsive	26-Aug-20	Daniela Gallagher
1920077	Pella	Transportation & Logistics	Distribution Center	Regional Partner	Massachusetts					Project Canceled	26-Aug-20	Daniela Gallagher
1920019	Starfish	Renewable & Mining Techn	Manufacturing	ACA		450,000	846			COVID-19 Pandemic	26-Aug-20	Daniela Gallagher
1718039	Unicorn	Consumer Products	Manufacturing	Regional Partner	Unknown	3,000	67	\$ 47,687	\$ 1,481,500	Lack of Financing	26-Aug-20	Daniela Gallagher
1920021	Salt	Transportation & Logistics	Advanced Business Services	Company	Mexico		15			Client Unresponsive	3-Sep-20	Susan Dumon
1920011	Word	Software	Advanced Business Services	ACA	New York		30	\$ 65,000		Client Unresponsive	3-Sep-20	Susan Dumon
1920071	200	Financial Services/Insurance	Advanced Business Services	ACA	Unknown		1000	\$ 40,000	\$ 4,000,000	Project Canceled	8-Sep-20	Susan Dumon
1920093	Eagle	Automotive	Manufacturing	ACA	Unknown	able to 250,000	200	\$ 47,000	\$ 12,000,000	Project Canceled	14-Sep-20	Susan Dumon
1920085	Elevation	Other	Manufacturing	ACA	Unknown	50,000 - 500,000	235	\$ 44,196	\$ 1,183,000,000	Project Canceled	14-Sep-20	Susan Dumon
1920088	Reliant	Other	Manufacturing	ACA	Unknown	60,000	500	\$ 60,000	\$ 50,000,000	Insufficient Real Estate	14-Sep-20	Susan Dumon
1920031	Greenbaum	Other	Manufacturing	GSLI	California	50,000	20			Client Unresponsive	15-Sep-20	Daniela Gallagher
1819045	Holiday	Aerospace & Defense	Manufacturing	Company	Minnesota	,000 - 2,000,000	1500		\$ 125,000,000	Client Unresponsive	15-Sep-20	Daniela Gallagher
1920086	Home	Aerospace & Defense	Manufacturing	Company	Arizona						15-Sep-20	Daniela Gallagher
1920060	Keg	Transportation & Logistics	Distribution Center	Local Broker	Colorado	130,000	50			COVID-19 Pandemic	28-Sep-20	Daniela Gallagher
2021015	Battery	Aerospace & Defense	Manufacturing	Company	Montana	1,200,000	1700	\$ 65,000		Lack of Financing	4-Nov-20	Daniela Gallagher
2021034	Bye	Aerospace & Defense	Manufacturing	ACA	Colorado	275,000	1040	18-23 hourly		Unknown	1-Dec-20	Daniela Gallagher
2021016	Cargo	Aerospace & Defense	Distribution Center	Site Selector	Unknown					Client Unresponsive	9-Dec-20	Daniela Gallagher
2021010	Cell	Other	Manufacturing	Regional Partner	New York	00,000-200,000				Project Canceled	9-Dec-20	Daniela Gallagher
1920073	Complete	Financial Services/Insurance	Back Office - Call Center (En	Site Selector	Unknown		500			Project Canceled	11-Dec-20	Susan Dumon
1920055	Roatan	Unknown	R&D	ACA	Unknown	2000-3000		\$ 100,000	\$ 10,000,000	Project Canceled	11-Dec-20	Susan Dumon
1920091	Drone	Aerospace & Defense	Manufacturing	Company	Europe	50,000				Client Unresponsive	15-Dec-20	Daniela Gallagher
2021035	Tooth	Healthcare	Other	Local Broker	Arizona					Project Canceled	15-Dec-20	Daniela Gallagher
1920067	Westing	Unknown	Manufacturing	ACA	Unknown	100,000				Unknown	29-Dec-20	Susan Dumon
1920050	Zest	Unknown	Manufacturing	Site Selector	Unknown					Unknown	29-Dec-20	Susan Dumon
1920057	All Boxed Up	Consumer Products	Manufacturing	GSLI						Client Unresponsive	30-Dec-20	Daniela Gallagher
1920083	Blue HQ	Aerospace & Defense	Advanced Business Services	GSLI	Unknown	<5000	10			Client Unresponsive	30-Dec-20	Daniela Gallagher
1920058	Compressors	Other	Manufacturing	GSLI	Unknown	00,000-300,000	500			Client Unresponsive	30-Dec-20	Daniela Gallagher
1920056	Lighter Than A	Other	Manufacturing	GSLI	North Carolina	25,000-50,000	500			Client Unresponsive	30-Dec-20	Daniela Gallagher
1819044	Luxe	Aerospace & Defense	Other	SCI Board Member	Canada	100,000	119	\$ 66,665	\$ 31,860,000	COVID-19 Pandemic	30-Dec-20	Susan Dumon
1920041	Move It	Transportation & Logistics	Industrial - Other	GSLI		50,000	100			Client Unresponsive	30-Dec-20	Daniela Gallagher
1920032	Oklahoma	Other	Manufacturing	GSLI	Oklahoma	200,000	200			Client Unresponsive	30-Dec-20	Jeff Powell

\*New opportunities for the Quarter are in BOLD.

**Attachment G - Closed/ Lost Reason Report**  
**Reporting Period: April 1 - June 30, 2021**

SCI Number	Opportunity Name	Industry	Operation Type	Lead Source	Project Origin	Square Feet	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	State Reason	Date Closed	Owner Name
1920059	Transmission	Other	Manufacturing	GSLI	Tennessee	25000-50000				Client Unresponsive	30-Dec-20	Daniela Gallagher
1920052	Magenta	Aerospace & Defense	Other	Company	Europe					Client Unresponsive	26-Jan-21	Daniela Gallagher
2021037	Bright	Other	Manufacturing	Company	California					Client Unresponsive	12-Feb-21	Daniela Gallagher
2021013	French	Aerospace & Defense	R&D	ACA	Arizona	12,000	20	\$ 45,000		Client Unresponsive	19-Feb-21	Daniela Gallagher
1718010	Em	Aerospace & Defense	Manufacturing	Company	Arizona	25,000	30			Client Unresponsive	1-Mar-21	Daniela Gallagher
1920089	Q	Aerospace & Defense	Manufacturing	Company	Arizona	50,000	150			Client Unresponsive	1-Mar-21	Daniela Gallagher
1920082	Extruder	Automotive	Manufacturing	Company	Michigan	75,000	225			Other - See Other Info for Det	11-Mar-21	Daniela Gallagher
<b>2021005</b>	<b>Bogen</b>	<b>Bioscience</b>	<b>Manufacturing</b>	<b>Local Broker</b>	<b>California</b>		<b>10</b>	<b>\$ 48,000</b>		<b>Unknown</b>	<b>5-Apr-21</b>	<b>Daniela Gallagher</b>
1920075	Genuine	Unknown	Manufacturing	ACA	Unknown	able to 200,000	33	\$ 41,191		Insufficient Infrastructure	21-Apr-21	Susan Dumon
2021040	Jupiter 2	Bioscience	Manufacturing	ACA	Unknown	200,000	300	\$ 50,000	\$ 25,000,000	Insufficient Real Estate	21-Apr-21	Susan Dumon
2021051	Roadtrip	Automotive	Manufacturing	ACA	Unknown	300,000	1400	\$ 45,000	\$ 40,000,000	Lack of Financing	21-Apr-21	Susan Dumon
2021063	Tango	Aerospace & Defense	Manufacturing	GSLI	California	100,000	250	\$ 50,000		Project Canceled	29-Apr-21	Susan Dumon
2021033	Diamond	Consumer Products	Manufacturing	SCI Board Membe	Colorado					Project Canceled	17-May-21	Daniela Gallagher
2021041	Buckshot 2	Consumer Products	Manufacturing	Local Broker	Wisconsin	521,000	191	\$ 37,415	\$ 286,811,984	Insufficient Real Estate	27-May-21	Susan Dumon
1920080	Explorer	Aerospace & Defense	Manufacturing	ACA	Europe	2,000	50	\$ 50,000		Unknown	27-May-21	Susan Dumon
1920078	Juno	Unknown	Manufacturing	ACA	California	30,000 - 120,000	60	\$ 50,000	\$ 5,000,000	Unknown	27-May-21	Susan Dumon
2021026	Jupiter	Automotive	Industrial - Other	ACA	Unknown	50,000-150,000	150	\$ 60,000	\$ 20,000,000	Unknown	27-May-21	Susan Dumon
2021046	Rose	Consumer Products	Manufacturing	ACA	Unknown	1,100,000	1000	\$ 41,215	\$ 25,000,000	Insufficient Real Estate	27-May-21	Susan Dumon
2021038	Washboard	Other	Manufacturing	ACA	Unknown		125	\$ 50,000	\$ 150,000,000	Unknown	27-May-21	Susan Dumon
1920053	Robot	Aerospace & Defense	Manufacturing	Regional Partner	Colorado					Client Unresponsive	15-Jun-21	Daniela Gallagher
2021039	Pathway	Other	Manufacturing	Site Selector	Unknown	30,000 - 50,000	38	\$17.50 hour	\$ 2,500,000	Project Canceled	22-Jun-21	Daniela Gallagher
2021025	Quick Ship	Transportation & Logistics	Distribution Center	GSLI	Unknown	00,000-200,000	100	Unknown	\$ 15,000,000		29-Jun-21	Daniela Gallagher
2021049	Smile	Transportation & Logistics	Distribution Center	SCI Board Membe	Arizona		1500	\$ 31,200			29-Jun-21	Daniela Gallagher
1920079	Aniram	Aerospace & Defense	Manufacturing	ACA	California	ion to 1,000,000	1600	\$ 100,000	\$ 250,000,000	Unknown	30-Jun-21	Susan Dumon
1920007	Grayling	Financial Services/Insuran	Back Office - Call Center (E	Site Selector	Minnesota	67,500	450	\$ 41,700	\$ 5,000,000	Project Canceled	30-Jun-21	Susan Dumon

\*New opportunities for the Quarter are in BOLD.



Pima County Monthly Report FY 20 – 21  
Contract No. CT – CA – 19 – 501  
July 1, 2020 – June 30, 2021

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

### **Metropolitan Education Commission**

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.

### **Economic Development (ED) Quarterly Meeting**

Hosted by Pima County on a quarterly basis. Brings together those involved in economic development from across Southern Arizona to share updates and information on activities in the region. The meeting also includes representatives from the Arizona Commerce Authority.

### **Regional Economic Development (ED) Update Meeting**

SCI leadership brought together economic development directors from jurisdictions across Southern Arizona to provide an update on SCI's national marketing efforts and pipeline update, as well as to hear strategic updates from each ED director.



Pima County Monthly Report FY 20 – 21  
Contract No. CT – CA – 19 – 501  
July 1, 2020 – June 30, 2021

**Exhibit 2 – Recovery & Response Committee Members**

Steve Eggen, Committee Chair  
Sharon Bronson, Pima County  
Michael Crow, Arizona State University  
Brent DeRaad, Visit Tucson  
Ali Farhang, Farhang & Medcoff  
Alex Horvath, TMC HealthCare  
Chuck Huckelberry, Pima County  
Dave Hutchens, UNS Energy/Fortis  
Bill Kelley, Diamond Ventures  
Wes Kremer, Raytheon Missile Systems  
Lee Lambert, Pima Community College  
Lisa Lovallo, Cox Communications  
Ted Maxwell, SALC  
Fletcher McCusker, Rio Nuevo  
Ian McDowell, Sundt Construction  
Dennis Minano, General Motors Corp. (ret)  
Omar Mireles, HSL Properties  
Mark Mistler, BBVA  
Judy Rich, TMC HealthCare  
Robert C. Robbins, University of Arizona  
Bill Rodewald, Harsch Investment Properties  
Regina Romero, City of Tucson  
David Smallhouse, Miramar Ventures

# ATTACHMENT 2

## RECENT PROJECT SUCCESSES AND ANNOUNCEMENTS FY 20/21

### BUSINESS ATTRACTION & EXPANSION SUCCESSES JULY 1, 2020 – JUNE 30, 2021



#### AMAZON

Amazon, the global e-commerce leader, will open a new sortation center to support customer fulfillment and delivery operations. Sort centers are a critical part of the “middle mile,” or the period of transporting packages between Amazon sites prior to last-mile delivery for customers. The company plans to create 700 jobs, which will primarily be delivery drivers and warehouse employees. The economic impact of this newest Amazon facility will be \$422 million over the next 5 years.

[LEARN MORE HERE](#)



#### BD

BD (Becton, Dickinson and Company) (NYSE: BDX), a leading global medical technology company, will invest construct a \$65 million state-of-the-art facility in Tucson that will be a hub for the company’s supply chain, serving as a final-stage manufacturing and sterilization center. The new 120,000 square-foot facility will be built on approximately 32 acres at the northeast corner of Valencia and Kolb Road and is planned to be operational in mid-2022. BD plans to add approximately 40 new jobs, including engineers, scientists, quality control specialists and other skilled talent. BD’s investment will have an estimated \$61 million economic impact on the region over the next 5 years.

[LEARN MORE HERE](#)



#### CIS GLOBAL

CIS Global, a manufacturer of linear motion slides and power distribution products for the IT, Data Center, and Consumer Appliance sectors is expanding its Tucson headquarters. The new facility will house administrative offices and a new production facility. CIS will create 100 new jobs primarily in production, quality control, operations management, and engineering, which will result in an economic impact of nearly \$140 million over the next five years.



#### COMSOVEREIGN

COMSovereign Holding Corp., a provider of signal modulations, antenna, software, hardware, and firmware technology solutions for fixed and mobile aerial applications, opened a new manufacturing facility in Tucson. COMSovereign is developing revolutionary products within the telecom, satellite, and power markets to provide LTE Advanced and 5G-NR telecom technologies to network operators and enterprises world-wide. COMSovereign will create 307 new manufacturing positions, which will result in an economic impact of nearly \$438 million.

[LEARN MORE HERE](#)



#### DOORDASH

DoorDash, the nation's leading last-mile logistics platform, is establishing DashMart service in Tucson. DashMart stores, which are owned, operated, and curated by DoorDash, are a new type of convenience store, offering both household essentials and local restaurant favorites to customers' doorsteps. Tucson was one of the first mid-size cities in the U.S. chosen for this new concept. DoorDash will create 20 new jobs, resulting in an economic impact of \$17.5 million.

[LEARN MORE HERE](#)



#### EDMUND OPTICS

Edmund Optics®, the premier provider of optical and imaging components, opened a new Assembly and Advanced Design Facility in Tucson. The state-of-the-art facility will support advanced design efforts and high-volume manufacturing services, including cleanroom assembly and incoming inspection with numerous testing capabilities such as MTF, straylight, thermal cycle, shock, and vibration. Additionally, 50 new technology jobs will be created, including engineers and other technical and skilled assembly talent. The total economic impact of this project over the next five years is nearly \$90 million.



#### HOME DEPOT

The Home Depot, the world's largest home improvement retailer with approximately 500,000 associates and more than 2,200 stores in the U.S., Canada and Mexico, established a new, nearly 79,000 SF distribution center at Tucson Airport Distribution Center. This new facility represents Home Depot's first distribution facility in Southern Arizona.



#### HOMEGOODS

HomeGoods, an off-price retailer currently operating over 500 stores across the country, expanded its footprint in Tucson with the lease of additional warehouse space in the Aero Business Center. HomeGoods first entered the Tucson market in 2015 when it opened an 800,000 square-foot distribution center sits to serve the company's network of HomeGoods stores in the Southwest and Western parts of the U.S. With approximately 900 employees, HomeGoods is estimated to have an \$873 million economic impact to the region.



#### NANOMONEO

Nanomoneo, a venture capital backed biotechnology instrument company, has relocated their company from Silicon Valley to Tucson. Nanomoneo selected Tucson because of the technical infrastructure, services available to early-stage companies, reasonable regulatory environment, and social stability. Naomoneo plans to create 14 new jobs, which will primarily be research scientists and engineers, resulting in an economic impact of more than \$17 million over the next five years.

[LEARN MORE HERE](#)



#### NUVOX PHARMA

NuvOx Pharma, a clinical stage biotechnology company developing a drug that improves the flow of oxygen from lungs to blood and from blood to tissue, expanded its downtown Tucson headquarters. NuvOx added a new GMP production facility, including an ISO 5 cleanroom. NuvOx will add 10 high-wage technology jobs, resulting in a more than \$37 million economic impact over the next five years.



#### **SANDVIK MATERIALS TECHNOLOGY**

Sandvik Materials Technology, a world-leading developer and manufacturer of advanced stainless steels and special alloys, is opening a new facility in Tucson that will manufacture precision medical wire and wire-based components. Sandvik selected Tucson for their a west coast location to be near customers and to access the superior technical workforce at the University of Arizona, Pima Community College, and ASU. Sandvik will create 20 new jobs, which will create an economic impact of more than \$24 million over the next five years.

[LEARN MORE HERE](#)



#### **TUSIMPLE**

TuSimple, a global self-driving truck solutions company, continues to expand its operations in Tucson by building a new 35,000 SF R+D facility. Shortly after announcing the expansion in Tucson, TuSimple completed an IPO becoming a publicly traded company. TuSimple will be adding 75 new jobs, which are primarily engineering positions, along with other technical and administrative jobs. TuSimple's expansion will create an economic impact of nearly \$123 million over the next five years.

[LEARN MORE HERE](#)



#### **VECTOR LAUNCH**

Vector Launch Inc., a micro-satellite launch company founded in Tucson, Arizona in 2016, chose to remain in Tucson after a competitive, multi-state process. The company will remain in Tucson and enter a new lease with Pima County. Parent company, Q Networks, is evaluating all aspects of the Vector Launch business and hopes to expand the customer base as well as rehire former employees to jumpstart the operations.



#### VERIFONE

Verifone, a technology provider for electronic payment transactions and value-added services at the point-of-sale, opened a customer service and tech support center in Tucson. Verifone added 168 positions, which resulted in an economic impact of more than \$174 million over the next five years.

[LEARN MORE HERE](#)



#### WOW STUDIOS

WOW Studios, a Seattle-based luxury technical sportswear company whose award-winning team focuses on blending "old school" design philosophies with modern innovation, is locating its headquarters and design studio to downtown Tucson. WOW Studios will create 50 new jobs in the region, including positions in engineering, design, marketing, and sales. The total economic impact of this project is more than \$125 million over the next five years.

## RECENT PROJECT SUCCESSES AND ANNOUNCEMENTS FY 19/20

### BUSINESS ATTRACTION & EXPANSION SUCCESSES JULY 1, 2019 – DECEMBER 31, 2020



#### Catholic University of America

The Catholic University of America, based in Washington D.C., opened its first satellite campus last fall in a unique partnership with Pima Community College, giving Tucsonans the opportunity to get a bachelor's degree from a private, Catholic university locally.

Learn more [here](#).



#### COMSovereign Holding Corp.

COMSovereign Holding Corp. announced manufacturing operations to open in Tucson, creating 300 jobs and a total economic impact of \$438 million. The company will manufacture wireless radio components, including equipment for emerging 5G wireless phone networks. COMSovereign Holding Corp. has signed an agreement to acquire a 140,000-square-foot building on 12.7 acres at 5120 S. Julian Drive. The building purchase with full-scale production is set to start at the facility by the end of the first quarter of 2021.

Learn more [here](#).



#### Distant Focus

Distant Focus is an R&D manufacturing and engineering firm that specializes in optical and sensing technologies. The firm has relocated its headquarters to Tucson from Illinois to take advantage of the region's strengths in optical sciences. Distant Focus will hire 15 optical engineers, highly skilled technicians and machinists, as well as general production workers. Over the next five years, Distant Focus' economic impact will be over \$27 million.

Learn more [here](#).



#### **DoorDash**

DoorDash, the nation's leading last mile logistics platform, announced it will establish DashMart service in Tucson. DashMart is a new type of convenience store, offering household essentials and local restaurant favorites to customers' doorsteps. DashMart offers thousands of convenience, grocery and restaurant items, from ice cream and chips, to cough medicine and dog food, to spice rubs and packaged desserts from local restaurants. DashMart stores are owned, operated and curated by DoorDash. Tucson is one of the first mid-sized markets for the DashMart concept. DashMart has leased 8,000 square feet of space for its new operations at 3981 E. Grant Road. The company plans to add 20 jobs, with additional potential future employment based on demand.

Learn more [here](#).



#### **Modular Mining**

Modular Mining, the global leader in the delivery of real-time, computer-based mine management solutions, unveiled its new Customer Experience Center during a ribbon cutting ceremony last January. Located in the company's Tucson corporate headquarters, the CEC's opening coincided with Modular Mining's 40th anniversary and celebrated the company's continued growth and positive trajectory in both Tucson and the mining sector. The company employs more than 800 people globally, with nearly 350 located in Tucson.

Learn more [here](#).



#### **Nanomoneo**

After a competitive, multi-state process, Nanomoneo, a biotechnology instrument company, announced that it selected the University of Arizona Center for Innovation in Tucson for its new applied research operation. The newly formed venture-capital-backed company is working on solutions that allow consumers to "see" things that are not normally visible with the naked eye. The company plans to hire 14 people over the next five years, including research scientists, engineers and research support. The total economic impact is estimated at \$17 million. The company will be located at the UA Center for Innovation at the UA Tech Park at Rita Road.



#### **PVB Fabrications, Inc.**

PVB Fabrications, Inc., primarily a multi-disciplined general contractor and provider of quality welding and fabrication services for the commercial, utility, government, heavy industrial and mining sectors, announced plans to expand its headquarters in Marana. PVB has purchased 10 acres on West Tangerine Road and is planning the construction of a new corporate headquarters to consolidate operations into one location. PVB currently employs 375 people. The full expansion over five years will add an additional 169 jobs primarily in operations, project management, quality control, engineering, business development and finance.

Learn more [here](#).



#### **Raytheon Missiles & Defense**

Raytheon Missile Systems finalized its between parent Raytheon Co. and United Technologies Corp. Raytheon, Southern Arizona's largest employer, picked Tucson to become headquarters for the new Raytheon Missiles & Defense business. This business unit will combine Missile Systems and Raytheon Integrated Defense.

Raytheon continues its headquarters expansions announced in recent years, with thousands of jobs, and Tucson solidifies its growing reputation as a location of choice for headquarter operations.

Learn more [here](#).



#### **Sandvik Materials Technology**

Sandvik Materials Technology, a world-leading developer and manufacturer of advanced stainless steels and special alloys, announced plans to expand its operations of precision medical wire and wire-based components to Tucson. Sandvik has leased 8,800 square feet of space at 2424 E. Aragon Road near the Tucson International Airport. The full expansion over five years will add an additional 20 jobs primarily in operations and manufacturing. The facility is scheduled to be operational in early 2021.

## VECTOR

### Vector Launch Inc.

Vector Launch Inc., a microsatellite launch company founded in Tucson, Arizona in 2016, announced that it will restart operations and remain in Tucson after a competitive, multi-state process.

Learn more [here](#).

## Verifone®

### Verifone

Tucson welcomed Verifone to the community with the announcement of a new customer service and tech support operation, bringing 168 jobs and a total economic impact of \$174 million over the next five years. The company has opened operations at 5151 E. Broadway. Verifone provides a unified platform to perform seamless payment experiences with any payment method.

Learn more [here](#).

## WOW

S T U D I O S  
DESIGN + INNOVATION CENTER

### WOW Studios

WOW Studios, a Seattle-based luxury technical sportswear company whose award-winning team focuses on blending “old school” design philosophies with modern innovation, announced its move to Tucson, Arizona.

The new facility will include both office/design studios and retail space. The relocation will add 50 jobs primarily in engineering, marketing, design and sales with an economic impact of \$252 million over the next 10 years.

WOW Studios is led by co-founders Joey Rodolfo and Stacy Bennett, seasoned industry executives. Rodolfo, an accomplished sportswear designer, innovator, and entrepreneur, has created or designed some of America’s top menswear brands, including Bench Co. Ltd, Cutter & Buck, JR 1879, Resort II and Callaway Apparel Worldwide. Rodolfo has been credited as the designer who elevated the Tommy Bahama brand from being a “Hawaiian shirt company” to a full-line lifestyle collection brand. Bennett, a direct/digital marketing executive, has built multi-million dollar, direct-to-consumer programs at Amazon, Nordstrom, Clarisonic and Tommy Bahama.

## **RECENT PROJECT SUCCESSES AND ANNOUNCEMENTS FY 18/19**

### **BUSINESS ATTRACTION & EXPANSION SUCCESSES**

**JULY 1, 2018 – JUNE 30, 2019**

#### **AMAZON**

Amazon, the global e-commerce leader, will open a new auxiliary distribution site that will receive and sort packages from larger warehouses to be transferred onto vans and smaller delivery vehicles. The company plans to create 300 jobs, which will primarily be delivery drivers and warehouse employees. The economic impact of the new Tucson "last mile" delivery center will be \$181 million over the next five years.

[LEARN MORE HERE.](#)

#### **AXISCADES**

AXISCADES, one of India's leading technology solutions provider, catering to the futuristic needs of Aerospace, Defense, Heavy Engineering, Automotive and Industrial Production sectors, opened a new Tucson office. The new operation will expand the ability of the company to provide engineering services to clients, particularly Caterpillar, among others. AXISCADES plans to create more than 318 positions at the Tucson office, which will primarily be mechanical and electrical engineers, along with finance, HR, sales, and project management. AXISCADES also projects to invest \$2.1 million in capital expenditures bringing its economic impact to \$598 million over the next five years.

[LEARN MORE HERE.](#)

#### **CARONDELET HEALTH NETWORK – EASTSIDE**

Carondelet Health Network has been providing a full spectrum of health care in Southern Arizona for more than 135 years. Carondelet is expanding its medical network into the east side of Tucson by opening a new hospital that will offer emergency and acute care services. The company plans to hire 37 employees, which will include physicians, medical technicians and office personnel. The economic impact of the new micro hospital is expected to be over \$14 million over the next five years.

[LEARN MORE HERE.](#)

#### **CARONDELET HEALTH NETWORK – MARANA**

Carondelet Health Network has been providing a full spectrum of health care in Southern Arizona for more than 135 years. Carondelet is expanding its medical network into Marana by opening a new hospital that will offer emergency and acute care services. The company plans to hire 37 employees, which will include physicians, medical technicians and office personnel. The economic impact of the new micro hospital is expected to be over \$14 million over the next five years.

[LEARN MORE HERE.](#)

## **IMPERFECT PRODUCE**

Imperfect Produce, an on-line produce delivery company focused on fighting food waste by finding a home for 'ugly produce', will open its first customer care center in Tucson. The company plans to create 350 jobs at all levels, including customer care associates, supervisors, and managers. Also, Imperfect plans to make a capital investment of \$200,000, creating an economic impact of \$137 million over the next five years.

[LEARN MORE HERE.](#)

## **LA SONORA AT DOVE MOUNTAIN**

La Sonora at Dove Mountain, is a next-generation senior living facility that introduces a mid-range, market-rate product that offers a continuum of healthcare and housing options for seniors. This facility supports aging in place, in a vibrant social setting, at a lower cost as compared to the mainstream senior living market. This new \$35 million facility will add 67 new jobs in Marana. The project is expected to create an economic impact of more than \$27 million over the next five years.

[LEARN MORE HERE.](#)

## **MICROMEX**

MicroMex, a privately owned company based in Mexico that provides contract manufacturing to a wide range of industries, is opening a new manufacturing and distribution center at the Port of Tucson. The company plans to create 100 new jobs, which will primarily be assembly and warehouse workers. The economic impact of the new Tucson distribution center is anticipated to be \$181 million over the next five years.

## **MODULAR MINING SYSTEMS**

Modular Mining Systems, a global provider of mining equipment management systems, including their fleet management technology, is renovating their Tucson headquarters. The renovation will include a new customer experience center, new work spaces, meeting rooms, lunch rooms, laboratories, training facilities, equipment, and infrastructure. Modular Mining plans to create 32 new engineering and administrative positions at their Tucson facility. Also, Modular Mining plans to invest \$6.4 million in capital expenditures, which will generate an economic impact of more than \$71 million over the next five years.

[LEARN MORE HERE.](#)

## **NORTHWEST MEDICAL CENTER**

Northwest Healthcare announced a new 70-bed acute care hospital and expanded medical services that will be located on the southwest corner of Houghton Road and Old Spanish Trail on the east side of Tucson. Northwest Healthcare is an affiliate of Community Health Systems Inc., a Fortune 500 company and the largest provider of general hospital healthcare services in the U.S., in terms of the number of acute care facilities. This new \$94 million facility and related physician offices/services will add 595 new jobs in Tucson. The project is expected to create an economic impact of more than \$567 million over the next five years.

## **SOUTHERN NEW HAMPSHIRE UNIVERSITY**

Southern New Hampshire University, a non-profit, regionally accredited university with a more than 80-year history of providing high quality education to students online and on campus, will open a new operations center in Tucson to better support its growing student body across the country. The new center will house 350 employees, including additional student-support staff, including academic advisors, student financial services staff, admissions, and IT support. The economic impact of the new Tucson SNHU Operations Center will be \$218 million over the next five years.

[LEARN MORE HERE.](#)

## **SYMBOTICWARE**

Symboticare Inc, an industry leader that provides an industrial IoT hardware and software platform to help customers unlock, collect and analyze valuable data to help improve business outcomes in the mining industry, is establishing a US/Mexico headquarters in Tucson. Symboticware will add 20 new high-tech jobs and invest \$500,000 in their Tucson headquarters. The project is expected to create an economic impact of more than \$17 million over the next five years.

[LEARN MORE HERE.](#)

## **TEXAS INSTRUMENTS**

Texas Instruments, a global semiconductor design and manufacturing company, is building a new facility in Tucson to accommodate their future needs. They anticipate moving into the new facility in the Williams Center by mid 2020. Texas Instruments plans to create 35 new electrical engineering positions at their Tucson facility. Also, Texas Instruments plans to invest \$41.5 million in capital expenditures, which will create an economic impact of \$67.8 million over the next five years.

[LEARN MORE HERE.](#)

## **TUSIMPLE**

TuSimple, a global self-driving truck solutions company, plans to expand its operations in Tucson, by adding 200 trucks to its autonomous fleet in 2019. With 500 trucks worldwide in 2019, TuSimple will be the world's largest autonomous truck fleet. TuSimple will be adding 500 new jobs, which are primarily engineering and truck driver positions, along with other technical and administrative jobs. TuSimple's expansion will create an economic impact of \$1.1 billion over the next five years.

# ATTACHMENT 3

SCI Success Report  
FY 18/19 - FY 20/21

Opportunity Name	Organization	Industry	Total Jobs - 5 years	Average Annual Salary	CapEx - Total	5-Year Impact
Treasure	Texas Instruments - Tucson	Other	35	\$ 143,000	\$ 41,555,000	\$ 67,888,248
Heavy	AxisCades	Renewable & Mining Technology	318	\$ 56,821	\$ 2,176,900	\$ 213,051,709
Brown	TuSimple - Tucson	Transportation & Logistics	500	\$ 76,200	CONFIDENTIAL	\$1,092,646,782
Beet *	Imperfect Foods	Consumer Products	350	\$ 31,513	\$ 700,000	\$ 136,942,481
Celebrity	Northwest Medical Center	Healthcare	595	\$ 68,875	\$ 94,325,000	\$ 566,693,782
Dispatch	Modular Mining Systems	Renewable & Mining Technology	32	\$ 81,000	\$ 6,400,000	\$ 71,400,937
Cactus	Amazon	Transportation & Logistics	300	\$ 31,200	\$ 10,000,000	\$ 181,199,609
Bot *	Symboticware	Renewable & Mining Technology	20	\$ 80,000	\$ 500,000	\$ 17,531,205
Big Sky *	Mountain Plains Equity Group, Inc.	Healthcare	67	\$ 31,618	\$ 35,478,957	\$ 27,274,930
Guide *	MicroMex	Consumer Products	100	\$ 28,000	\$ 100,000	\$ 82,682,041
Honour	Southern New Hampshire University	Other	350	\$ 60,430	\$ 1,485,000	\$ 218,352,130
Micro	Carondelet Health Network	Healthcare	37	\$ 61,750	\$ 13,930,000	\$ 38,403,416
Tree	Carondelet Health Network	Healthcare	37	\$ 60,916	\$ 14,132,602	\$ 29,019,684
Candy *	M & M Powder Coatings	Aerospace & Defense	2	\$ 50,656	\$ -	\$ 2,764,035
Imax *	3D Management & Consulting	Software	5	\$ 66,343	\$ -	\$ 6,786,388
Shuttle *	Huachuca Shuttle LLC	Transportation & Logistics	4	\$ 33,503	\$ -	\$ 3,571,115
Z *	Z4 Enterprises	Aerospace & Defense	8	\$ 35,442	\$ -	\$ 5,168,288
Safeguard II	Raytheon Missiles & Defense	Aerospace & Defense	1000	\$ 80,000	\$ 400,000,000	\$1,851,209,275
Wolf *	Alicat Scientific	Other	100	\$ 69,500	\$ 5,065,000	\$ 142,322,514
Maya *	Silao Foods Tortilleria Inc	Consumer Products	29	\$ 33,500	\$ 2,000,000	\$ 82,389,766
Scenic *	Distant Focus Corporation	Aerospace & Defense	15	\$ 75,000	\$ 1,000,000	\$ 27,373,386
Curtain *	PVB Fabrications	Other	169	\$ 51,500	\$ 17,050,000	\$ 83,071,245
Green	Amazon	Transportation & Logistics	10	\$ 36,400	\$ 100,000	\$ 28,000,000
Swipe	Verifone	Financial Services/Insurance	168	\$ 50,887	\$ 2,400,000	\$ 174,327,620
Osa *	Nanomoneo	Bioscience	14	\$ 93,571	\$ 669,500	\$ 17,099,439
Maxwell *	COMSovereign	Other	307	\$ 46,534	\$ 11,800,000	\$ 437,996,185
Beach	Sandvik Materials Technology	Bioscience	20	\$ 45,000	\$ 500,000	\$ 24,384,454
Flash	DoorDash	Consumer Products	20	\$ 31,200	\$ 350,000	\$ 17,556,561
Fashion *	WOW Studios	Consumer Products	50	\$ 112,250	\$ 209,000	\$ 125,984,435
Omni 2**	Vector Launch Inc.	Aerospace & Defense	0	\$ -	\$ -	Not available
Speed	TuSimple - Tucson	Transportation & Logistics	75	\$ 85,000	\$ 9,000,000	\$ 122,724,557
Edmund	Edmund Optics	Other	50	\$ 90,000	\$ 500,000	\$ 89,784,707
Oasis	Becton Dickinson & Co.	Bioscience	40	\$ 80,000	\$ 65,000,000	\$ 61,273,774
Healing	NuVox Pharma, LLC	Bioscience	10	\$ 90,000	\$ 1,000,000	\$ 37,305,019
Thrax	CIS Global	Other	102	\$ 41,233	\$ 4,800,000	\$ 139,320,563
Merlin	Amazon	Transportation & Logistics	700	\$ 31,200	\$ 28,000,000	\$ 422,799,087
HomeGoods	HomeGoods Distribution Services	Transportation & Logistics	0	\$ -		Not available
Orange	Home Depot - Tucson Distribution Center	Transportation & Logistics	0	\$ -		Not available
<b>TOTALS</b>			<b>5639</b>	<b>\$ 58,275</b>	<b>\$ 770,226,959</b>	<b>\$ 6,646,299,367</b>

\*Less than 500 Jobs

\*\*Project Omni 2 was a retention project. No new jobs or investment were added.

# ATTACHMENT 4

## Sun Corridor, Inc. Funding Analysis FY 2013 - FY 2022

Fiscal Year

### Jurisdictions

	Private Sources		Pima County (Contract for Services)		Municipality (Board Dues)		Total FY \$
	\$	% of FY	\$	% of FY	\$	% of FY	
2021-2022	\$ 1,937,000	73%	\$ 650,000	24%	\$ 80,000	3%	\$ 2,667,000
2020-2021	\$ 1,776,500	72%	\$ 617,500	25%	\$ 80,000	3%	\$ 2,474,000
2019-2020	\$ 1,962,100	74%	\$ 650,000	25%	\$ 40,000	2%	\$ 2,652,100
2018-2019	\$ 1,935,700	74%	\$ 650,000	25%	\$ 30,000	1%	\$ 2,615,700
2017-2018	\$ 1,724,400	72%	\$ 650,000	27%	\$ 20,000	1%	\$ 2,394,400
2016-2017	\$ 1,539,000	70%	\$ 650,000	29%	\$ 20,000	1%	\$ 2,209,000
2015-2016	\$ 1,482,300	69%	\$ 651,000	30%	\$ 10,000	0%	\$ 2,143,300
2014-2015	\$ 1,165,500	78%	\$ 337,500	22%	\$ -	0%	\$ 1,503,000
2013-2014	\$ 1,260,500	69%	\$ 562,500	31%	\$ -	0%	\$ 1,823,000
2012-2013	\$ 1,264,212	72%	\$ 500,000	28%	\$ -	0%	\$ 1,764,212
Total	\$ 16,047,212		\$ 5,918,500		\$ 280,000		\$22,245,712
Percent of Total \$		72%		27%		1%	