



**SUN** CORRIDOR INC

**SOUTHERN ARIZONA'S ECONOMIC ENGINE**



# Oro Valley Community Academy

**David Welsh**  
**Executive Vice President/  
Chief Operating Officer**

# Who is Sun Corridor Inc.?

- Sun Corridor Inc. (formerly TREO) puts a critical business focus on one of the fastest-growing mega regions in the U.S. spanning from Mexico through Southern Arizona, including Cochise County, Santa Cruz County, Pima County and Pinal County. The collective assets of Southern Arizona, combined with Mexico's economic growth, leads to a strategic location and unique competitive strength for business growth and development. The Southern Arizona/Sonoran region is a binational, world-class center in integrated research, manufacturing and supply chain strength.



*Southern Arizona's Economic Engine*

**Purpose:**

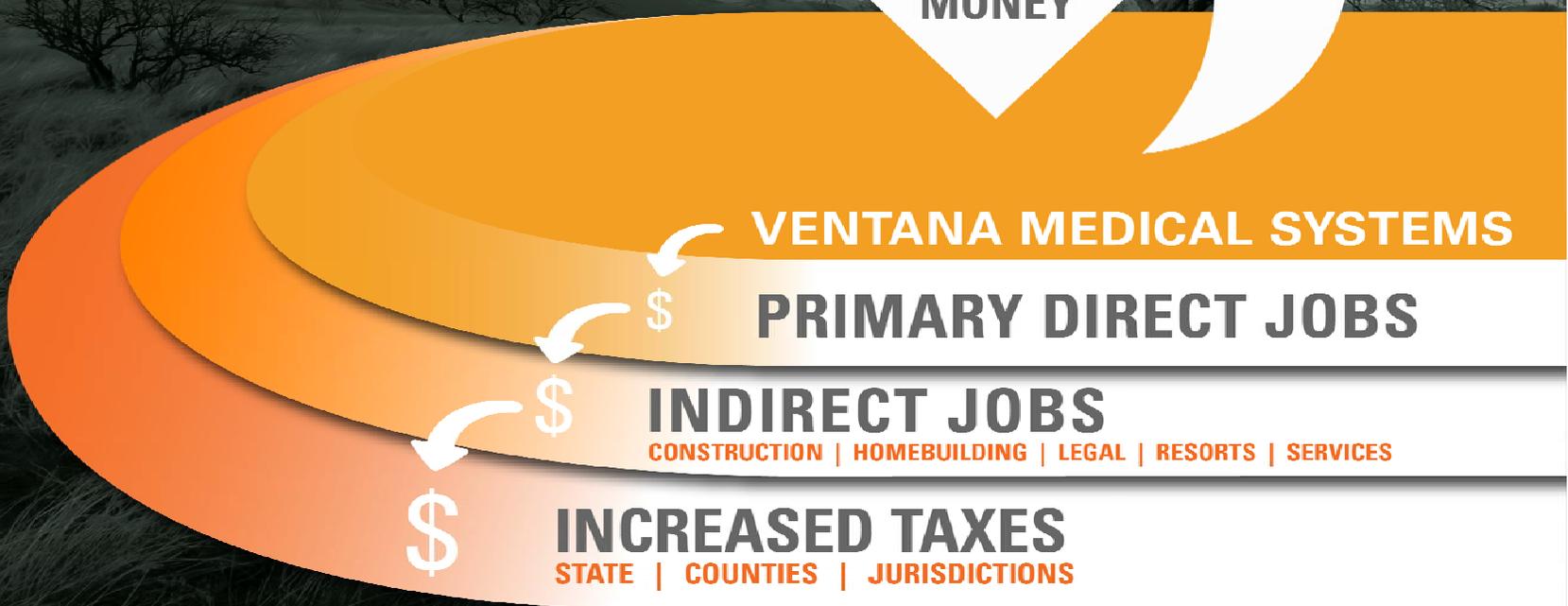
**Maximize economic opportunities for Southern Arizona.**

**What We Do:**

- ✓ **Lead the Growth of Southern Arizona's Economy**
- ✓ **Grow Binational Commerce with Mexico**
- ✓ **Provide expanded mega-regional voice**
- ✓ **Marketing the combined assets of 4 county region**

**SUN** CORRIDOR INC MISSION:

**GENERATE WEALTH  
VIA PRIMARY JOBS**

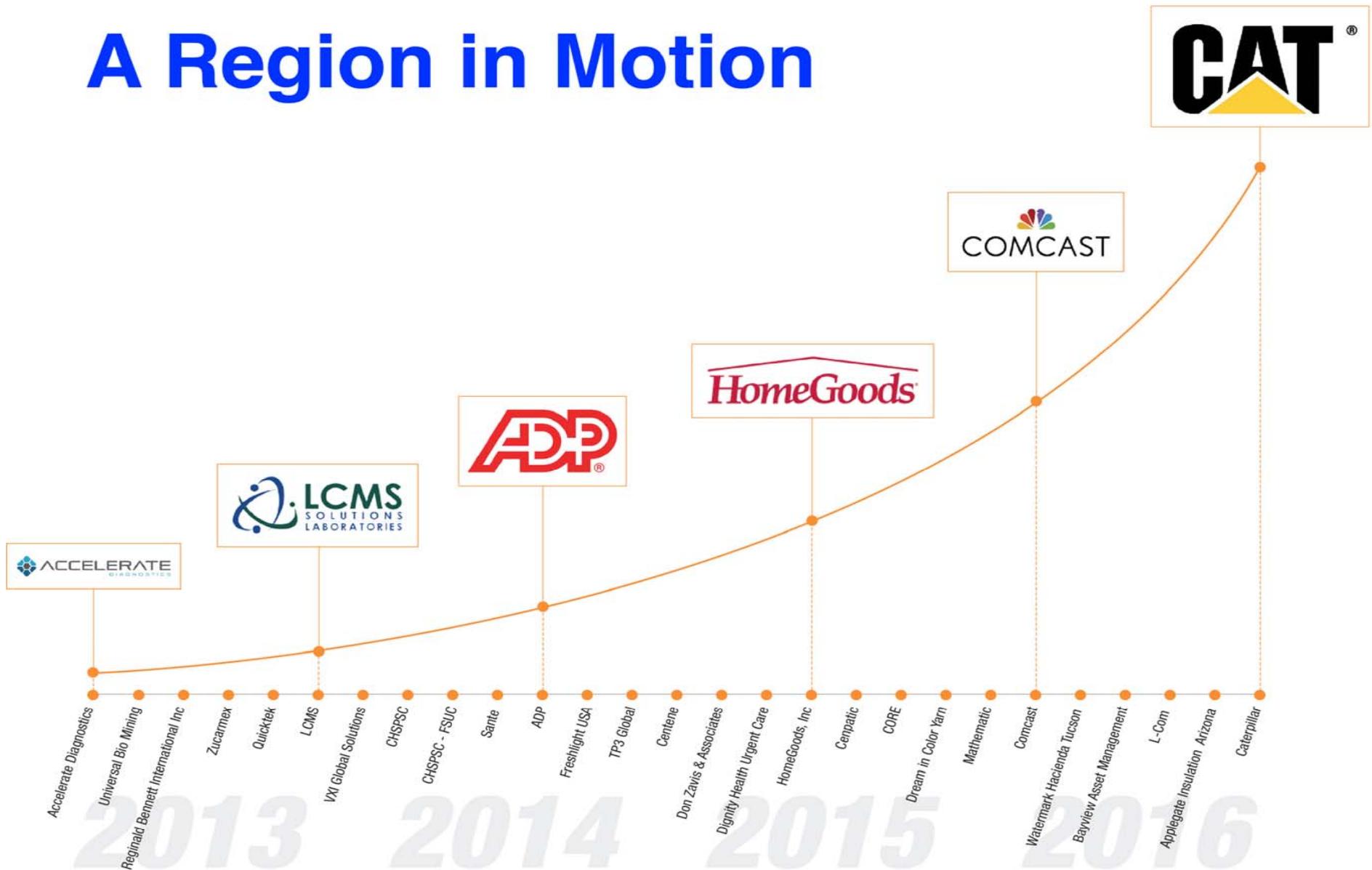


# Key Drivers

## Today & Tomorrow

- **Qualified Workers to Fill Company Demand**
- **Ability to Provide Future Workforce**
  - K-12 Education
  - Job Training/Retraining
  - Higher Education
  - Downtown/Urban Core
  - Healthcare
- **Infrastructure**
  - Highways
  - Air Service
- **Reputation**
- **Access to Markets/Customers**
- **Quality/Fit of Special Real Estate**
- **Cost**
- **Financial Incentives**

# A Region in Motion

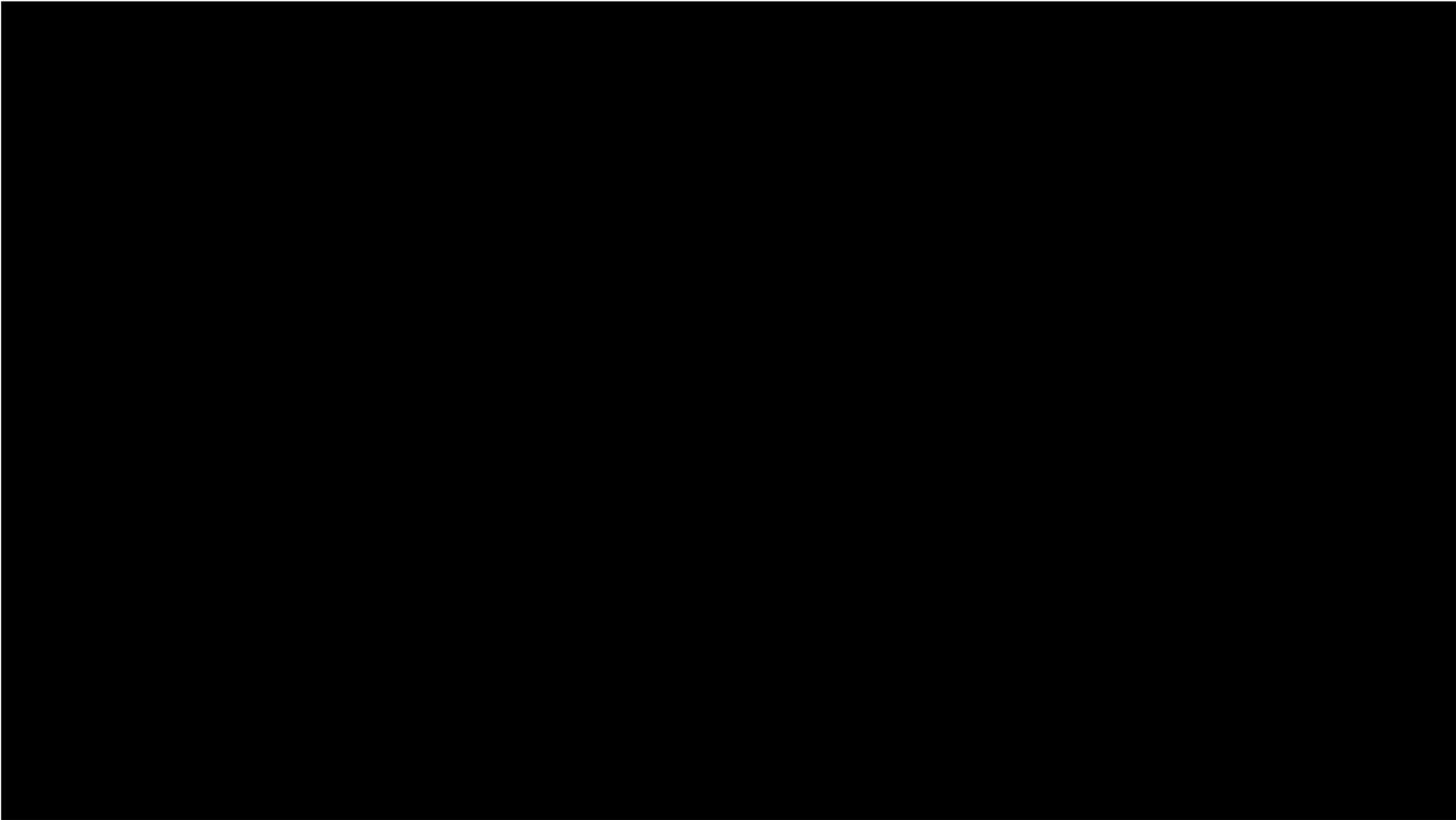


**\* 121 successful projects \* 15,922 direct new jobs \***  
**\* Over 1 billion in capital investment \* Almost 8 billion in economic impact \***



## Community Impacts Based on 1000 New Jobs - Primary Manufacturing Employer in Tucson

	Direct Jobs	Indirect Jobs	Payroll by Place of Work	Residents Indirect	Employed Residents	Consumer Spending*	Sales Tax Revenues**
Marana	0	16	\$632,083	33	47	\$3,258,641	\$48,324
Oro Valley	0	115	\$4,523,660	112	165	\$3,280,054	\$43,603
Sahuarita	0	17	\$648,449	40	56	\$1,622,282	\$22,659
So. Tucson	0	99	\$3,865,701	67	101	\$1,147,276	\$13,361
Tucson	1,000	1,580	\$104,751,300	1,484	2,296	\$42,754,838	\$561,875
Unincorporated Pima	0	58	\$2,256,522	68	99	\$5,959,492	\$87,824
Outside Pima County	0	na	\$0	81	120	\$1,152,057	na
<b>Total</b>	<b>1,000</b>	<b>1,885</b>	<b>\$116,677,714</b>	<b>1,885</b>	<b>2,885</b>	<b>\$59,174,639</b>	<b>\$777,647</b>



# Thank you!

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David Welsh

Executive Vice President/Chief Operating  
Officer

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*Southern Arizona's **Economic Engine***



# Mexico City Executive Mission October 5-7, 2015





# Sales Missions FY '17

Month	Sales Missions
September 9, 2016	Nogales Expo
September 26-28, 2016	NAIOP – National Association of Industrial & Office Properties
October 3-5, 2016	Mexico City Mission *
October 24-26, 2016	Site Selectors Guild, Little Rock
October 20-22, 2016	SIOR – Specialist, Industrial & Office Real Estate, New York City
January, 2017	Chicago *
February, 2017	Toronto or Vancouver, BC *
March 13-15, 2017	Site Selectors Guild, Tucson
April, 2017	California *
April, 2017	DC Mission Trip*
May, 2017	Guaymas, Sonora *
June, 2017	International Opportunity *



# Business Development

	FY '15	FY '16
Number of successful projects	16	20
Projected new jobs (w/o multiplier)	3,983	2138
Projected Capital Investment	\$157 Million	\$159 Million
Projected new jobs in targeted Industries	1,959	1,226
Economic and fiscal impact	\$2.6 Billion	2.43 Billion

# Core Strengths of a Competitive Economy





# Opportunities

- **FDI Mexico Strategy**
  - Mexico City Executive Mission October 2016
  - Sector based not geographic based
  - Engage Mexico Expert
- **DC Advocacy Mission – Spring 2017**
  - Defense assets
  - Infrastructure advocacy
- **Site Selector's Guild – March 2017**
  - 400 economic development professionals

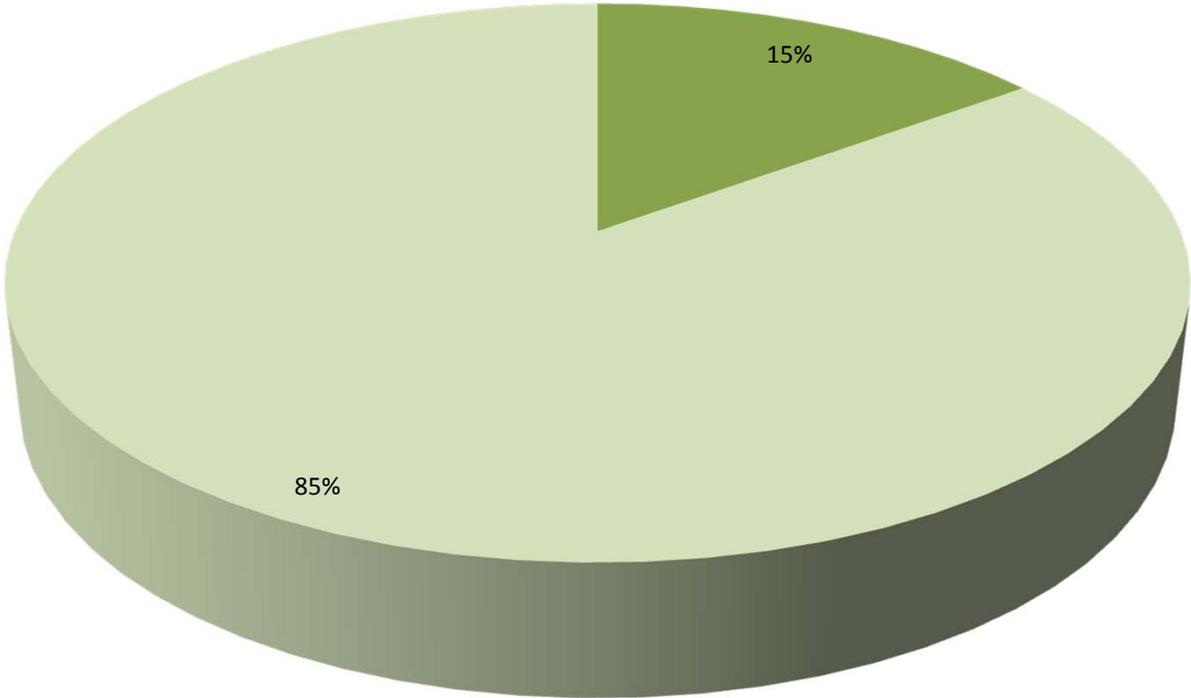
# FY 16-17 Proposed Master Calendar

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
<b>Domestic Sales Missions</b>				 								
<b>International Sales Missions</b>												

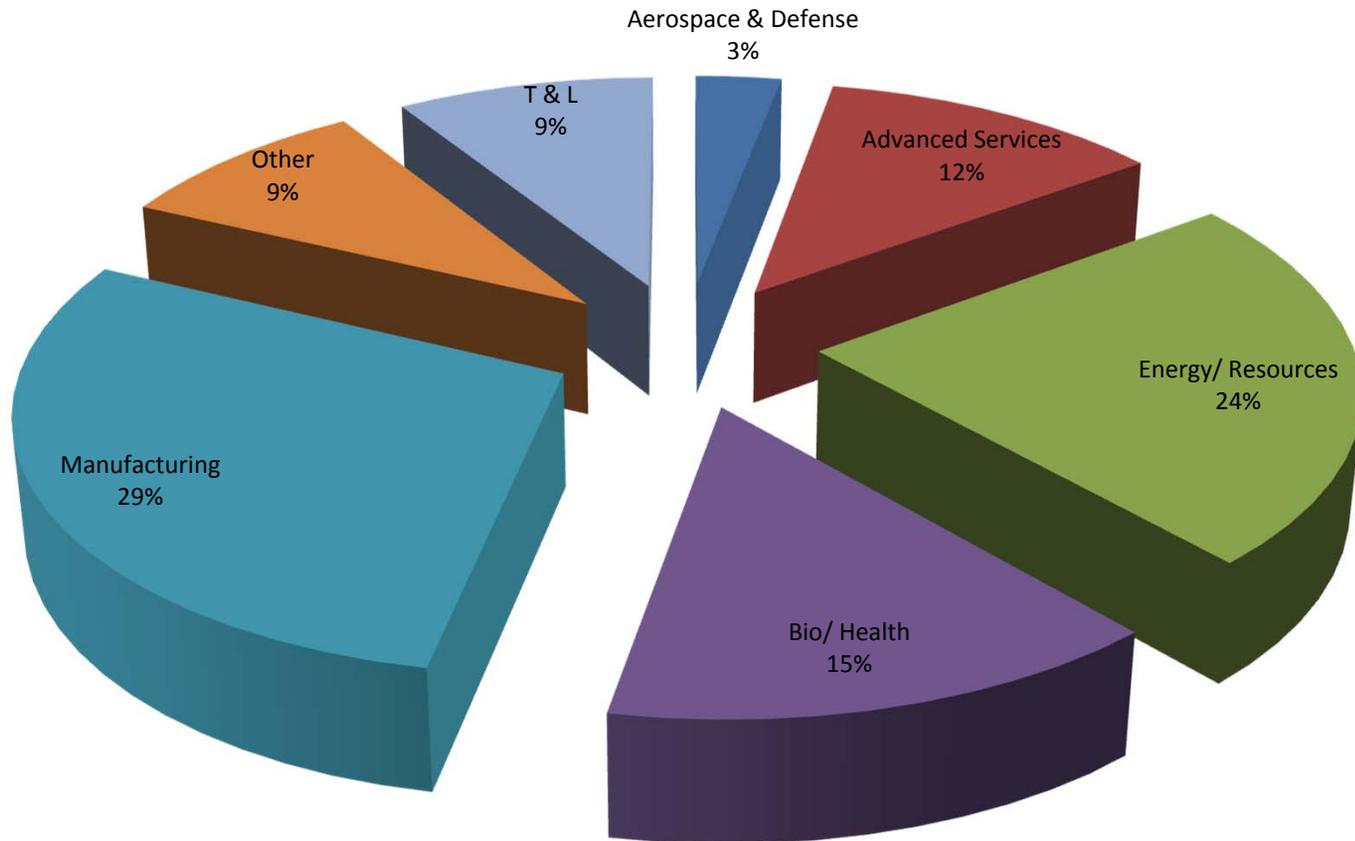
# Result: Worked with 145 companies since start of Fiscal Year

## FY 15/16 - New Project Sourcing

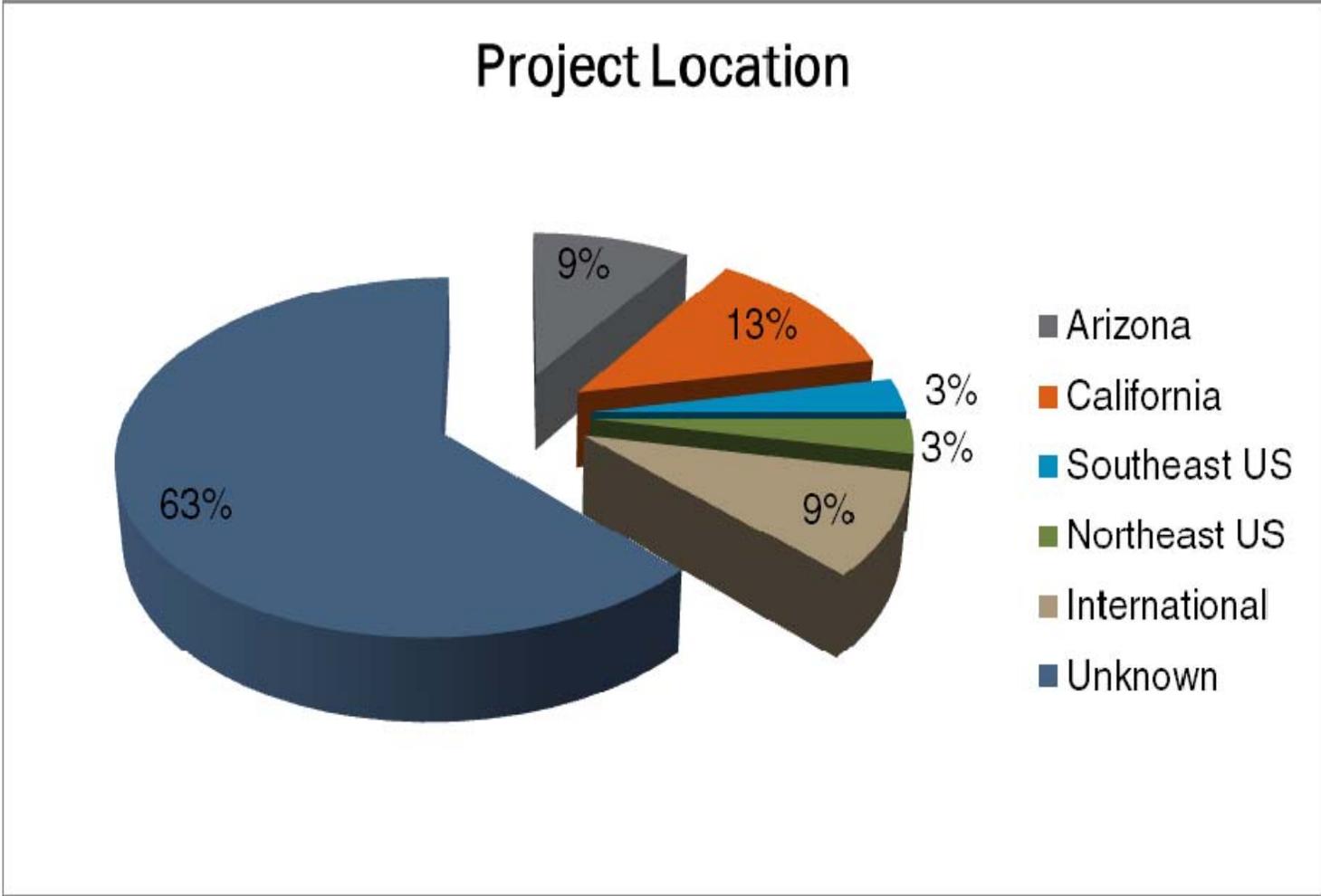
Other Directly-sourced Qualif. Project



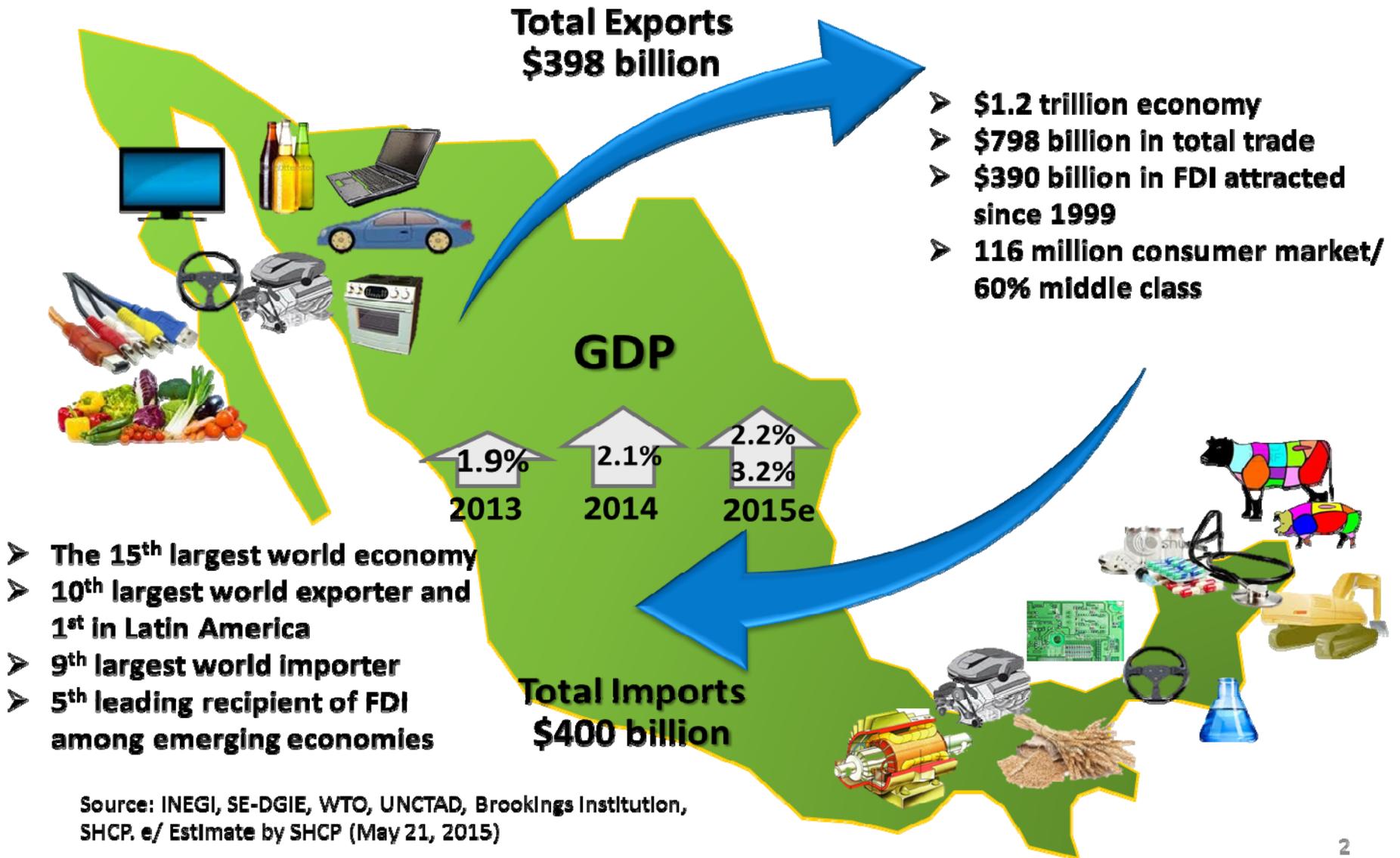
# Projects by Industry



# Qualified Projects By Region of Origin

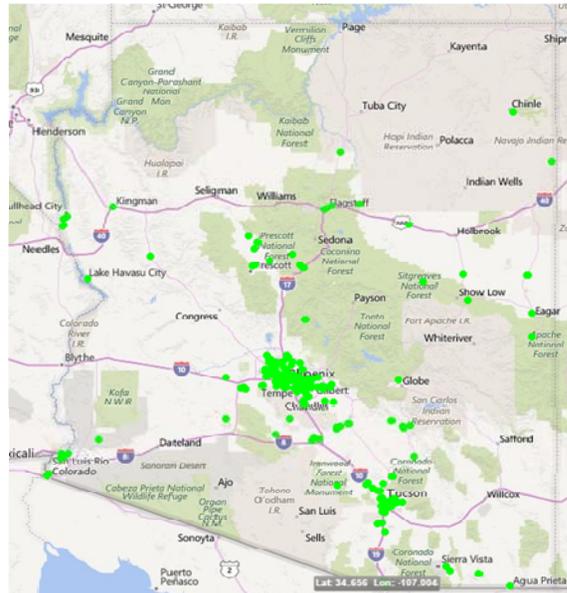


# Mexico is a growing economy...



# Mexican investment supports jobs in Arizona

- Mexican companies operate 244 business establishments in Arizona and provide 8,826 local jobs.



Sources: SE-NAFTA with data from IMapdate as of February, 2015.