

Oro Valley Report  
Activity for the Period  
July 1-September 30, 2011

1) **Facilitate High Wage Job Creation and Capital Investment**

Strategies:

- Attend 2 sales mission/ trade shows related to the bioscience and/or the aerospace defense industry.
  - Several sales meetings were conducted in the Aerospace & Defense sector, including Northrop Grumman, Raytheon Missile Systems, and Lockheed Martin, while visiting Huntsville, AL.
- Conduct 4 outreach meetings with regional primary employers to discuss current and future issues associated with operations, workforce, sales, local government, and other important matters. These meetings will focus on businesses within the four targeted industries and primary employers which produce goods and services in excess of what can be consumed by the local market.
  - Meeting conducted with representatives from Sanofi Aventis to discuss potential expansion plans.
  - Meeting with representatives from Hilton El Conquistador Hotel to discuss expansion plans and support for targeted industry prospects.
  - Meetings with representatives of Ventana Medical Systems regarding workforce training grants.

2) **National / International Marketing of Region**

Strategies:

- Host 2 site selectors regionally, including presentation of Oro Valley.
  - Project Memory: Site visit by site selector in Oro Valley with special interest in the Miller Ranch Property.
- Communicate with Oro Valley on TREO initiatives via the “Monday Memo” and monthly meetings with the Economic Development Manager.
  - Monthly meeting held on 07/06/2011 Jacobs/Welsh
  - Monthly meeting held on 09/06/2011 Jacobs/Welsh
- Continue national public relations outreach to position Tucson Region as a business center by conducting 2 press trips, one out-bound and one in-bound.

3) **Advocacy on Competitiveness Issues**

- Update the regional Economic Blueprint and appoint one Town official to participate on the Steering Committee
- TREO will pay for one Town official's participation in any Leadership Exchange Trip conducted in FY 11-12.

#### 4) Additional Information: Support for the Aerospace & Defense Industry

TREO continues to facilitate meetings with members of the Chairman's Circle and Board of Directors with local, state and federal officials to stress the competitiveness of the region and explore actions to improve that competitiveness. The dialogue has expanded to include working with both the Pima County administrator's office and Pima County Bond Advisory Council on developing economic development components for an anticipated bond election. The support of Raytheon Missile Systems and the entire Aerospace & Defense industry remains the primary focus with possible tools to include development of an industrial park, infrastructure investments, aesthetic improvements, and financial incentives.