

Oro Valley Report
Activity for the Period
October 1-December 31, 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.
 - During the IEDC conference in Sacramento, Business Development (BD) staff met with Aerospace and Defense prospects. One of the companies is a supplier for Sargent Aerospace and Controls.
 - As part of our Sun Corridor efforts, BD staff met with over 20 companies during the So Cal Bio and Opportunity Green Conferences. Many of these companies are looking to expand to new markets. Innovation Park and Bio5 Oro Valley position our region well for those expansions.
- 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.
 - Project Revival - TREO met several times with representatives from Project Revival to discuss their recent expansion as well as issues our region and state need to help solve that could lead to further expansions.
 - Project Rollup- TREO presented an incentive package, real estate options and programs to an existing solar manufacturer looking to significantly expand their operations. Other states are presenting highly competitive packages to attract this expansion to their respective regions making our efforts to engage our regional and state partners that much more important.

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

Strategies:

- Host 2 site selectors regionally, including presentation of Oro Valley.
 - Project Dallas: TREO presentation on OV
 - Project Maple: TREO presentation on OV
- Communicate with Oro Valley on TREO initiatives via the “Monday Memo” and monthly meetings with the Economic Development Manager.
 - Meeting held on 10/03 with Joe Snell, David Welsh and Greg Caton

- Monthly meeting held on 10/04 between David Welsh and Amanda Jacobs
 - Meeting held on 10/17 between Mayor Hiremath and Joe Snell
 - Monthly meeting held on 11/08 between David Welsh and Amanda Jacobs
 - Economic Development Update at the TREO office with Amanda Jacobs on 12/14
- 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.