

Report to City Council
September 5, 2023

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**Maricopa Economic
Development Alliance**

MEDA Annual Report

Redefining Economic Development

ANNUAL REPORT FOR FISCAL YEAR 2022-2023



MEDA
Maricopa Economic
Development Alliance

MEDA's Mission



Letter from MEDA's Chief Executive Officer

This year, as the Maricopa Economic Development Alliance (MEDA) has continued to evolve its role in the community, we would like to thank our esteemed partners: The City of Maricopa, our private sector investors, and the citizens of Maricopa for their steadfast support and success. Here at MEDA, our staff works tirelessly each day to maximize the

The Mission here at MEDA is simple: "To promote and attract economic growth by appealing to industry and corporate place makes, creating job opportunities for residents, and enhancing the overall economic well-being of the City of Maricopa through business expansion and/or relocation, by focusing primarily in the industrial, manufacturing, headquarters, office or large-scale commercial warehousing space."

er, we believe that targeted strategic partnerships and large-scale sustained business attraction efforts, over time, will produce the desired outcome of positioning new business entities here, and create high paying jobs within the City of Maricopa for the benefit of her residents.

We know that with each new business success comes a community-wide economic benefit that can be utilized to further leverage the positive messaging of Maricopa's competitive advantage in: our centralized geographic location, water availability, highly educated and qualified work force, less expensive land accessibility, pro-growth government policies and tactical corporate partnerships that all lend to making our city, one of great desirability to the development community.

As we continue to maintain these robust efforts of national and international business attraction through positive messaging, along with, our unique brand of partnered solutions to business relocation challenges – MEDA and the City of Maricopa will continue to expand its list of new businesses that will call Maricopa home.

We invite you to take a small glimpse into just some of the many endeavors MEDA is contributing to Maricopa's overall economic attraction with this year's 2022-2023 Annual Report. We welcome your thoughts, concerns, praise and even criticisms, as we diligently strive to become the very best economic attraction agency in the state of Arizona!

As you continue to envision Maricopa's future, please know that MEDA will be right alongside you in our business and employment attraction efforts.

A handwritten signature in black ink, appearing to read "Christian Price".

Christian Price
MEDA President and CEO

What MEDA Does



- **Business Attraction & Recruitment**
- **Community/Regional Collaboration & Business Expansion**
- **Marketing & Communications**
- **Workforce Development**

Achievements

Target Group	Contacts Made				
	Q1	Q2	Q3	Q4	Total
ADOT - State Transportation Board Meetings	60	85			145
Arizona Commerce Authority (ACA)	12	8	11		31
Arizona League of Cities and Towns	150				150
Business Facilities Site Selectors Conference				153	153
Canada Arizona Business Council - CABC	35	27	17	35	114
Commercial Real Estate Brokers - City of Maricopa	3	12	5	7	27
Commercial Real Estate Brokers - Metro Phoenix	20	19	17	49	105
CoreNet Global		68			68
EconoMix		87			87
Greater Phoenix Economic Council (GPEC)/ EDDT	35	40	92	64	231
GPEC Market Familiarization missions				186	186
Maricopa & Pinal County Business Organizations	180	135	97	347	759
NAIOP - Local		26	10		36
NAIOP - National		82			82
National Site Location Consultants- Fall Forum (East Coast)	85				85
National Site Location Consultants- Site Selectors Guild		40			40
National Site Location Consultants- Unites States (Annual) (Texas)			175		175
SemiCon (Semiconductors)					
West Conference (West Coast)	85				85
Southern Arizona Leadership Council (SALC)	15				15
Urban Land Institute - Local		50			50
Urban Land Institute - National		81			81
Total Contacts Made	680	760	424	841	2705

Achievements

Business Attraction & Recruitment

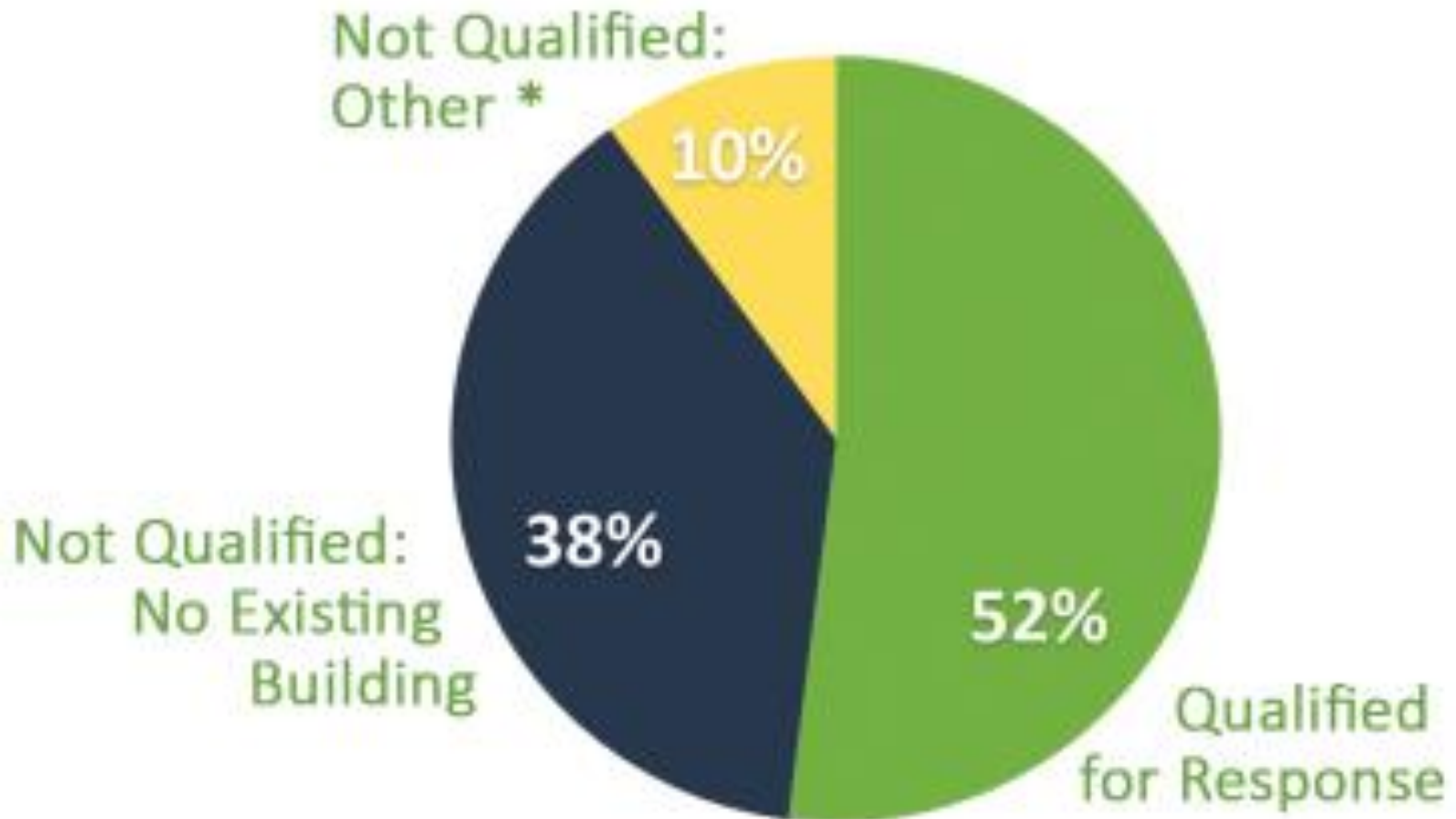
MEDA FY 2022-23 Prospects & Leads					
	GPEC	ACA	GPEC & ACA	Local Prospect Referrals	Total
Q1	23	12	7	1	43
Q2	13	1	12	0	26
Q3	19	1	14	1	35
Q4	18	5	12	11	46
Total	73	19	45	13	150

Prospects for the 2022-2023 fiscal year:

- Q1** Received 43 company and business prospects from GPEC & ACA and locally generated: MEDA responded to 22. These responses included a potential of **6,367 jobs** with an **average annual wage of over \$66,181**.
- Q2** Received 26 company and business prospects from GPEC & ACA: MEDA responded to 11. These responses included a potential of **3,883 jobs** with an **average annual wage of over \$67,988**.
- Q3** Received 35 company and business prospects from GPEC & ACA and locally generated: MEDA responded to 17. These responses represented **16,301 jobs** with an average annual wage of over **\$65,167**.
- Q4** Received 46 company & business prospects from GPEC & ACA and locally generated: MEDA responded to 28. These responses represented **10,724 jobs** with an average annual wage of over **\$61,155**.

Achievements

PROSPECT RESPONSE QUALIFICATIONS



Challenges

Challenges Identified:

All Land Sites are different when it comes to available size, readiness and challenges:

1. Infrastructure and infrastructure funding is critical to making a project happen. Clarifying who is responsible for each of those areas is just as important.
 - ❖ Water – Where are the lines? What obstacles exist in getting those lines to the property? How much does it cost and who pays for the extension of those lines? How much water is needed? Is that an appropriate usage? Wastewater – how much potable can be recaptured and thus be reused? Does this project make sense?
 - ❖ Power – Is the other most critical issue that no manufacturing can operate without. Where are the nearest lines run? Is there enough Mega Wattage that can be produced? Is there enough power line redundancy? How much do the lines, transformers, distribution stations all cost and who pays for that? When does it get paid for, before or after a company locates?
2. Existing buildings from 50,000 sqft -1,000,000 sqft, as mentioned above, are what many are looking for to establish their operation quickly. It also generally implies utilities are on site.
3. Roadway access: Whether this is proximity to freeways or the construction of a new roadway that comes as a street improvement due to the new prefect locating to a greenfield site: who pays the costs associated with that roadway?

Overcoming Challenges

Working with

- City Leaders
- Utility Companies
- Landowners, etc.

To find innovative and creative solutions on how to move these sites forward and increase competitiveness.

Collaborating with the City to compile data and compare how solutions may have been implemented successfully in other areas.

MEDA

**Here at MEDA our staff works tirelessly
each day to be worthy of this
confidence with all energies
dedicated to outcomes and results.**