

# GREATER PHOENIX: GREATER OPPORTUNITY

City of Maricopa | June 6, 2017

*Photo Credit: Jerry Ferguson, Flickr.com*



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Phoenix, AZ 85004  
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[gpec.org](http://gpec.org)

#### MEMBER COMMUNITIES

MARICOPA COUNTY	CAREFREE	FOUNTAIN HILLS	GOODYEAR	PHOENIX	TEMPE
APACHE JUNCTION	CASA GRANDE	GILA BEND	MARICOPA	QUEEN CREEK	TOLLESON
AVONDALE	CHANDLER	GILBERT	MESA	SCOTTSDALE	WICKENBURG
BUCKEYE	EL MIRAGE	GLENDALE	PEORIA	SURPRISE	YOUNGTOWN



**THE GREATER PHOENIX  
ECONOMIC COUNCIL**

# ABOUT

Our mission is to attract and grow quality businesses and advocate for Greater Phoenix's competitiveness. We are supported by Maricopa County, 23 cities and towns, and more than 170 private-sector investors.



# GPEC SERVICES



## IN-DEPTH MARKET DATA & ANALYSIS

Analysis of current wage rates, labor force, skill levels based on occupation and industry, etc.



## OPERATIONAL COST ANALYSIS

Comparisons across major markets with analysis of transportation, real estate, tax incentives, labor costs, etc.



## INTERNATIONAL ASSISTANCE

Translators and help with EB-5 immigration (in partnership with the state), etc.



## CONNECTIVITY TO KEY RESOURCES

Introductions to colleges, universities, workforce assets, state and local regulatory authorities, job training programs, startup resources, business leaders, etc.



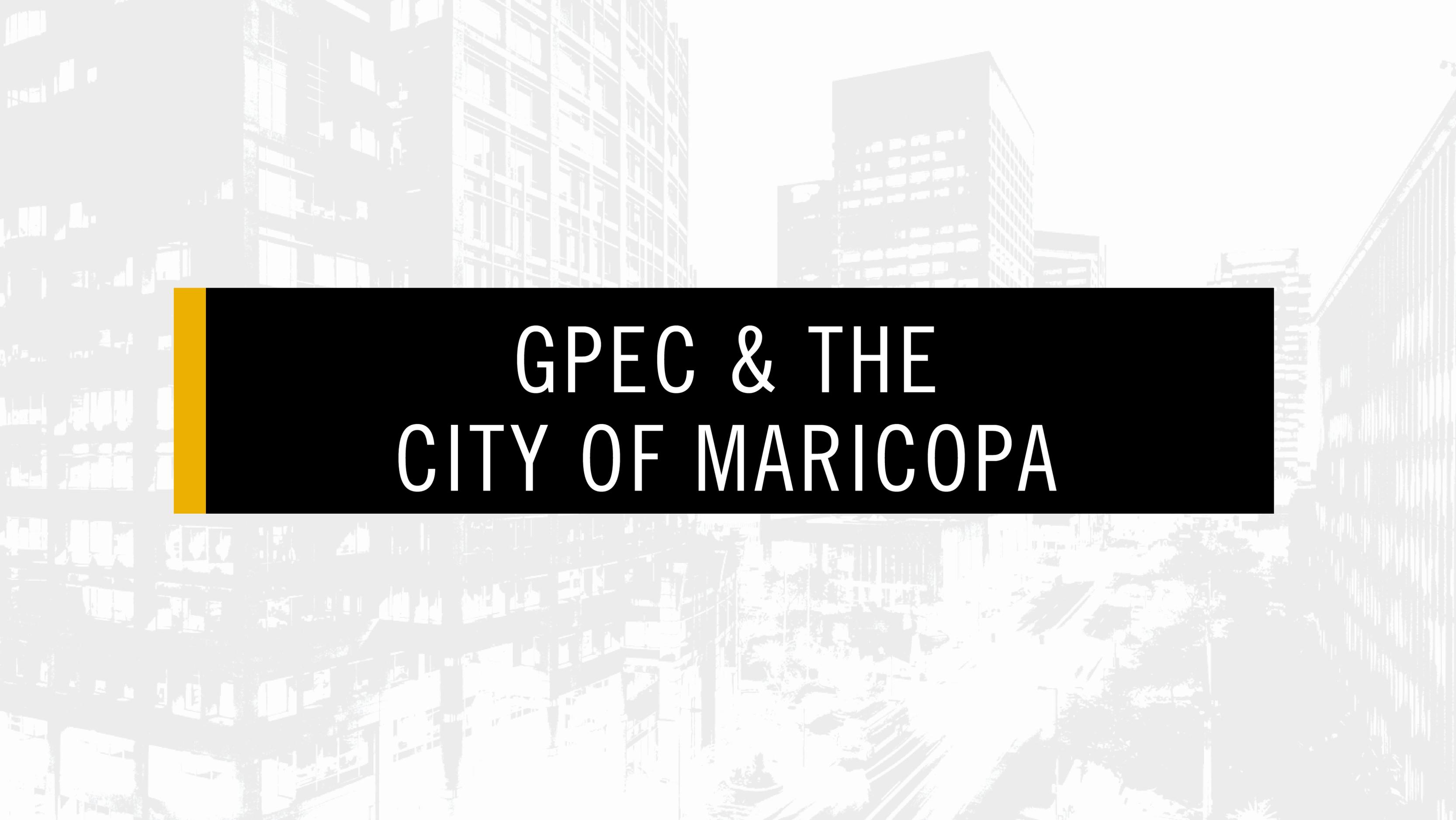
## SITE-SELECTION ASSISTANCE

Listing of value-based assets, unique buildings and shovel-ready sites



## ECONOMIC IMPACT ANALYSIS

Evaluation of your project's economic impact and community benefit.



# GPEC & THE CITY OF MARICOPA

# CITY OF MARICOPA

## REGIONAL RESULTS SUMMARY

	FY 17*	FY 16	5 YEAR TOTAL
<b>Payroll Generated</b> (in millions of dollars)	\$284.6	\$397.9	\$1,513.1
<b>Jobs</b>	6,702	7,703	32,052
<b>High-wage Jobs</b>	2,056	3,048	12,265
<b>Average Salary</b>	\$42,459	\$51,656	\$47,209
<b>Qualified Prospects</b>	217	255	1,164
<b>Assisted Locates</b>	31	43	170
<b>Capital Investment</b> (in millions of dollars)	\$1,071.5	\$389.4	\$3,077.0

\*As of April 30, 2017

## RESULTS THROUGH REGIONAL SUCCESS

<p>The City of Maricopa benefits from site location projects and GPEC activities that occur across the region. Economic development projects create value by generating public and private revenues.</p>	<p>When a company selects a Greater Phoenix location, all communities benefit with increased tax revenues.</p>
<p>Commute patterns and retail studies show that employees of 'locates' live and spend their incomes in all Greater Phoenix communities.</p>	<p>GPEC-assisted locates have created <b>738 jobs</b> region-wide<sup>3</sup> for Maricopa residents over the past 5 years.</p>

1Includes property, sales and utility taxes, as well as state-shared and other local revenues.  
 2Includes direct revenues plus those generated by related supplier and consumer jobs.  
 3Includes jobs filled by Maricopa County residents at GPEC-assisted locates and jobs created by the multiplier effects of supplier and consumer spending. Revenue estimates are from the Greater Phoenix Consensus Impact Model. In 1999, GPEC and our members developed the region's first-ever consensus-based revenue and economic impact model. Based on nationally accepted multiplier data provided by IMPLAN, the model is customized to calculate economic and revenue benefits for GPEC's members and the State of Arizona.

# 5-YEAR TREND ON REVENUE RETURN



<sup>1</sup>Includes property, sales and utility taxes, as well as state-shared and other local revenues.  
<sup>2</sup>Includes direct revenues plus those generated by related supplier and consumer jobs.  
<sup>3</sup>Revenue estimates are from the Greater Phoenix Consensus Impact Model. In 1999, GPEC and our members developed the region's first-ever consensus-based revenue and economic impact model. Based on nationally accepted multiplier data provided by IMPLAN, the model is customized to calculate economic and revenue benefits for GPEC's members and the State of Arizona.

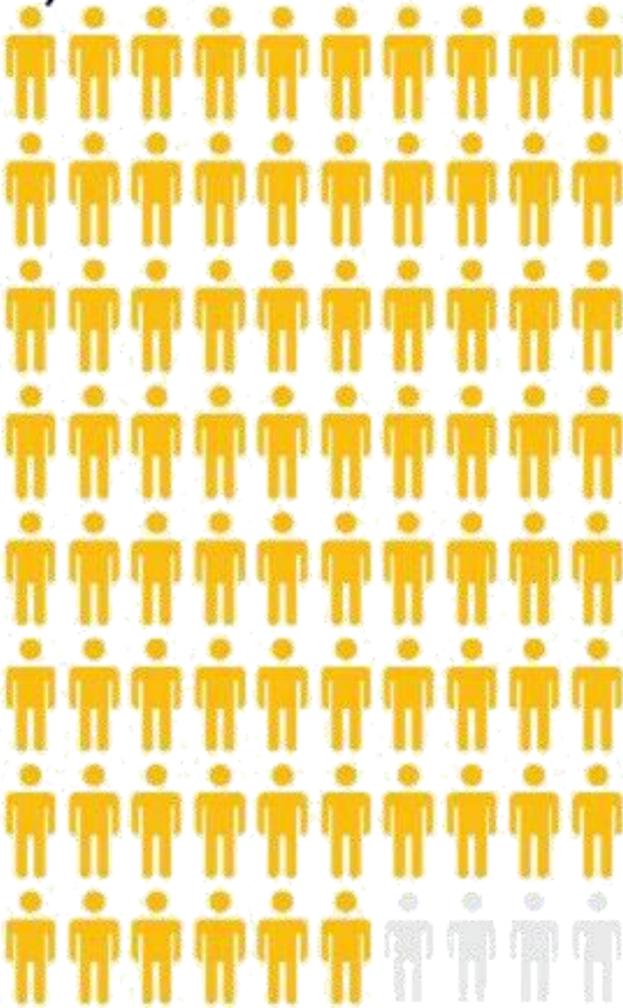


# FISCAL YEAR 2016

# FY2016 ACTIVITY

**PAYROLL GENERATED**  
**\$ 397,910,000**

**7,703\* JOBS CREATED**



*\*Year one projections*

**3,048**   
**NUMBER OF  
HIGH-WAGE  
JOBS**

**\$70,897**  
**AVERAGE  
HIGH-WAGE  
SALARY**

# FY2016 LOCATES

AIRPipe  
 Amazon  
 Aspire Loyalty Travel Solutions  
 Cardinal IG  
 Carlisle Industries  
 Cenlar  
 Charles Schwab  
 CVS  
 Davis Research  
 Davita Rx  
 Dexcom  
 Diamond Coatings  
 DoubleDutch  
 Entertainment Partners

Farmers Insurance Group  
 Gabriel Partners  
 Gainsight  
 Galvanize  
 Independent Can Company  
 Inteplast  
 Kudelski Group  
 KW Transportation  
 Lexington Law  
 Main Street Property  
 McFarlin Group  
 Menlo Logistics  
 Nestle Waters  
 Oscar

Project ATS\*  
 Project Bucket\*  
 Project Peters\*  
 Project Tetris\*  
 Republic Services  
 Revel Systems  
 Santander Bank  
 Scientific Games Corporation  
 Stitch Fix  
 The Hartford  
 The Stone Collection  
 Turo  
 Western Federal Credit Union

*\*Company name withheld due to non-disclosure agreement*



# FISCAL YEAR 2017

# ACTION ITEMS



Intensify out-bound recruitment efforts in California and other key markets

Initiate analysis, case building and strategic planning with communities around talent retention and attraction and community preparedness initiatives

Develop a regional foreign direct investment (FDI) plan, including an aftercare program

Advance competitiveness priorities through regional collaboration

In collaboration with Velocity, support workforce development efforts that align with industry needs for talent and workforce

# FY 2017 PROSPECT ACTIVITY



The business development team has been busy working with more than **285 active prospects**



Approximately **20%** of prospects are international



Since July the Business Development team has added more than **200 new prospects**, which is over the goal for the year

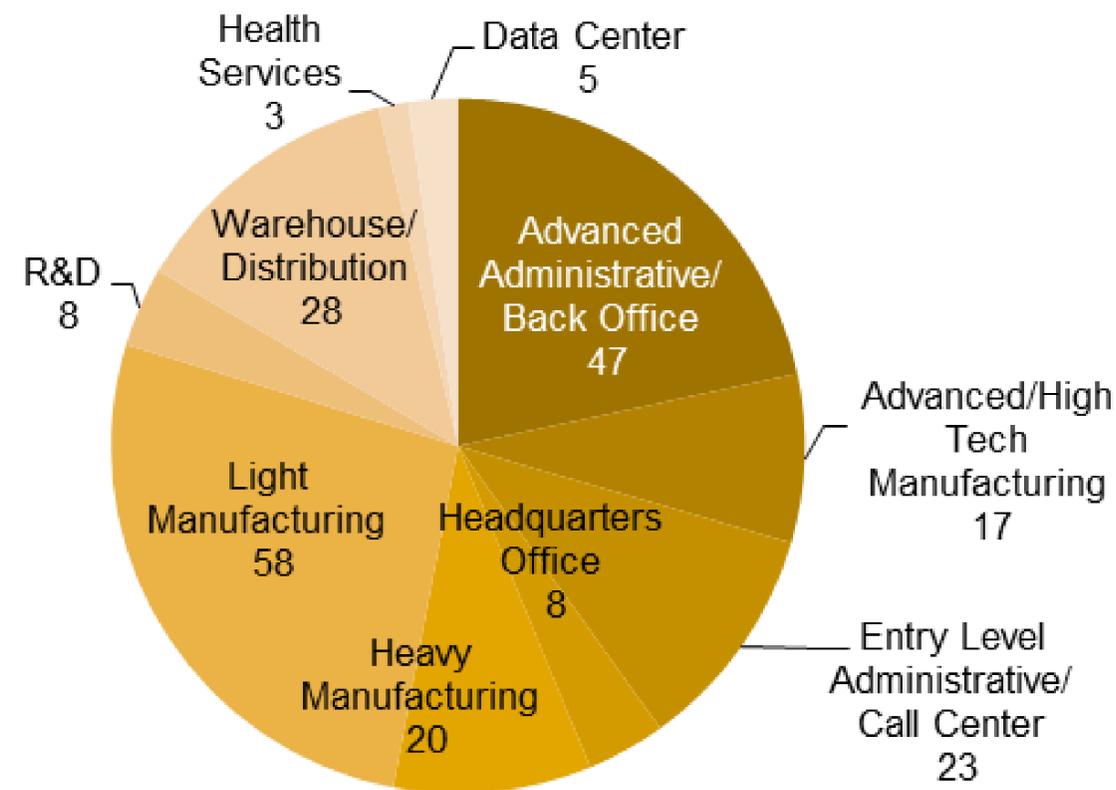
# FY2017 PROSPECT ACTIVITY

<b>CURRENT PROSPECT ACTIVITY</b>	<b>TOTAL</b>
FY17 Prospects	217
Capital Investment Potential	\$11.03B
Job Potential	41,564
Square Footage Potential	36,121,282

*As of April 30, 2017*

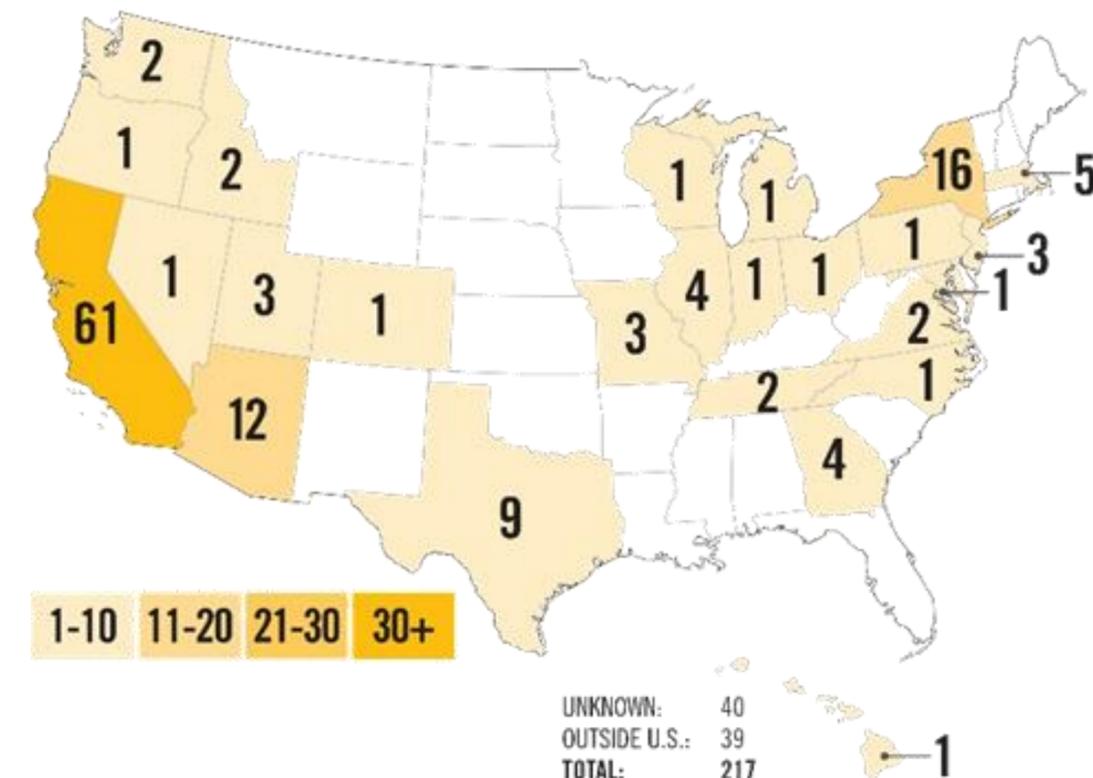
# FY 2017 YEAR TO DATE ACTIVITY

PROSPECTS BY OPERATION TYPE



- 47 adv. administrative prospects in FY17; down from 60 in FY16.
- 8 headquarters prospects in FY17; down from 17 in FY16.
- 95 manufacturing prospects in FY17; up from 83 in FY16.

PROSPECTS BY REGION

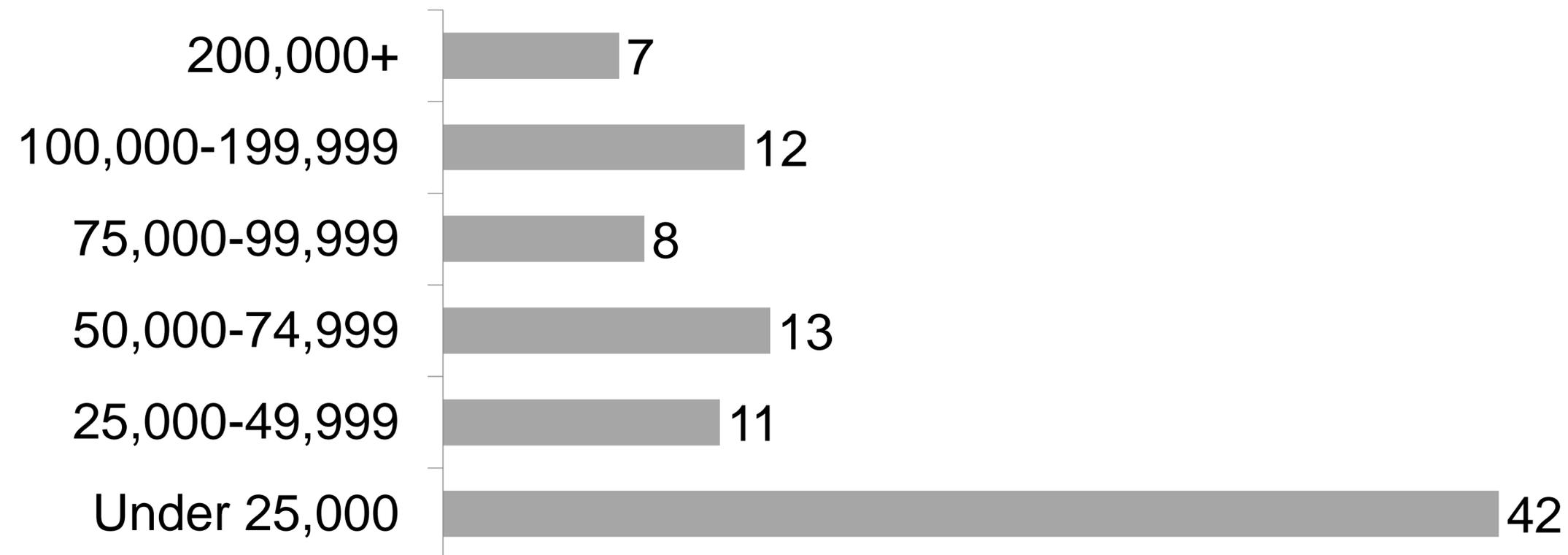


- 28% of prospects are from California.
- 39 international prospects; including 6 from Canada, 3 from China and 11 from Europe.

# FY2017 PROSPECT ACTIVITY

## OFFICE PROSPECTS

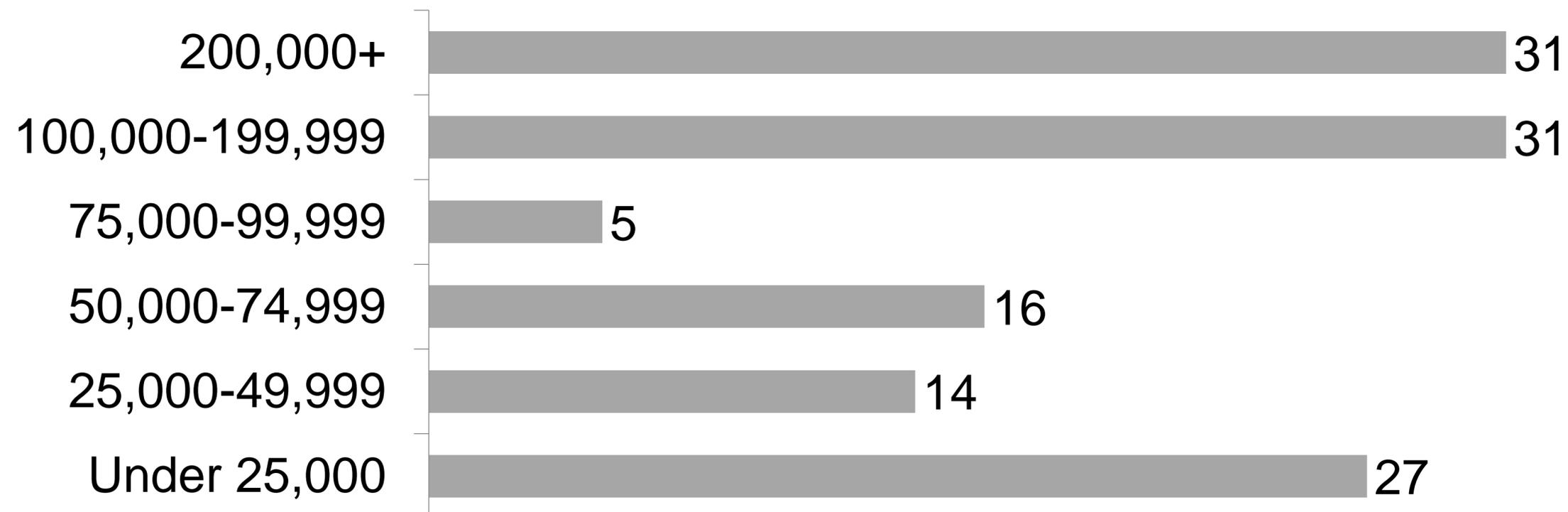
- 93 office prospects YTD in FY17; down from 105 in FY16.
- 7 prospects over 200,000 SF in FY17; down from 10 in FY16.
- 42 prospects under 25,000 SF in FY17; down from 48 in FY16.
- 77 are looking for existing space, 5 build to suit, 11 no preference.



# FY2017 PROSPECT ACTIVITY

## INDUSTRIAL PROSPECTS

- 124 industrial prospects YTD in FY17; up from 107 in FY16.
- 31 prospects over 200,000 SF in FY17; down from 38 in FY16.
- 27 prospects under 25,000 SF in FY 17; up from 19 in FY16.
- 76 are looking for existing space, 23 build to suit, 25 no preference.



# FY2017 MEDIA

## 448,991,525

Media impressions in FY17 as of 5/24/17

### The New York Times

ECONOMY

#### Bay Area Start-Ups Find Low-Cost Outposts in Arizona

By CONOR DOUGHERTY AUG. 21, 2016



Downtown Phoenix, as seen from the offices of Gainsight, a Redwood City, Calif., company that opened the 12-person office in November. Caitlin O'Hara for The New York Times

### FORTUNE

#### This Is the Country's Hottest New City for Autos

by Sue Callaway JULY 22, 2016, 11:00 AM EDT



### USA TODAY

#### Phoenix's tech scene is growing -- in an old, warehouse district

Jon Swartz, USA TODAY Published 7:18 p.m. ET May 20, 2017 | Updated 1:48 p.m. ET May 23, 2017



(Photo: Greater Phoenix Economic Council, for USA TODAY)

1662 CONNECT 965 LINKEDIN 7 COMMENT EMAIL MORE

PHOENIX — A rusted shell of what once was a produce warehouse is an unlikely setting for a tech renaissance — but it's happening on a small patch of land a few blocks south of downtown Phoenix.

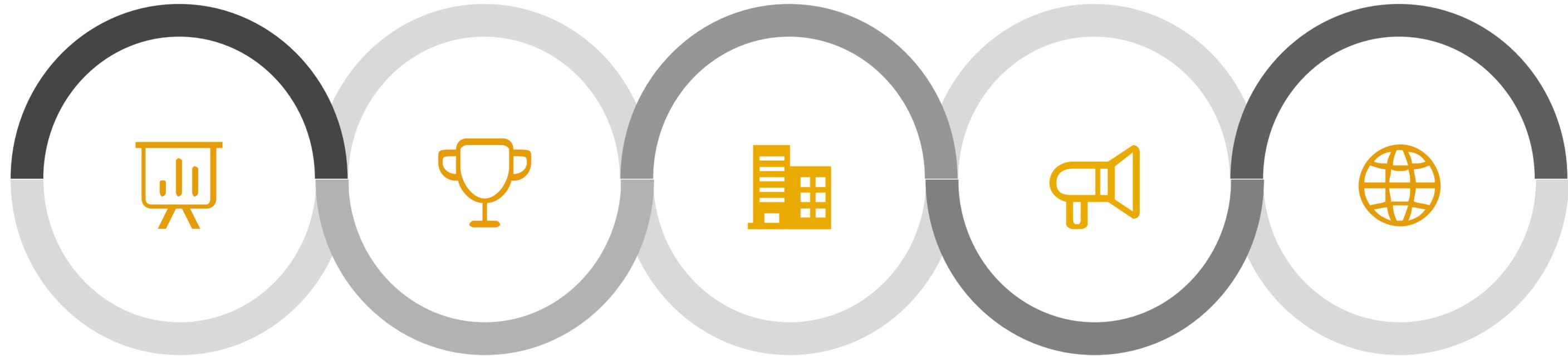
Within the two square miles that house Phoenix's Warehouse District, there's ample evidence amid dozens of once-abandoned structures: 60 tech start-ups work out of a 55,000-square-foot technology-education campus run by Galvanize; a thriving electronic medical record company, WebPT, has morphed into a multimillion-dollar business employing hundreds; a reconverted warehouse, opened in 1926, is the home of advertising agency R&R Partners.

"This area was hidden in plain sight for decades," says Mayor Greg Stanton, reflecting on the tech surge from Bentley Calverly, an art gallery in the warehouse district. "But Phoenix is a land of opportunity, a place for risk takers."



# FISCAL YEAR 2018

# ACTION ITEMS



Develop & utilize unique analytics tools & methodologies to drive both marketing approaches & identification of business development outreach targets

Advance competitiveness priorities through regional collaboration

Partner with GPEC's member communities to evaluate community planning necessary for future projects & enhance industry selling strategies through the development of cohesive messaging around the region's unique value propositions

Target key audiences through strategic media placement & digital platforms to enhance Greater Phoenix's brand & drive lead generation for business attraction

Implement strategies to heighten recognition of the Greater Phoenix region in targeted industries & markets identified by the Metro Phoenix Global Investment Plan



# THE CONNECTED PLACE

# GREATER PHOENIX

THE CONNECTED PLACE

 [theconnectedplace.org](http://theconnectedplace.org)

```
mirror_mod = modifier_ob.  
set mirror object to mirror  
mirror_mod.mirror_object  
operation == "MIRROR_X":  
mirror_mod.use_x = True  
mirror_mod.use_y = False  
mirror_mod.use_z = False  
operation == "MIRROR_Y":  
mirror_mod.use_x = False  
mirror_mod.use_y = True  
mirror_mod.use_z = False  
operation == "MIRROR_Z":  
mirror_mod.use_x = False  
mirror_mod.use_y = False  
mirror_mod.use_z = True  
selection at the end -add  
mirror_ob.select= 1  
modifier_ob.select=1  
context.scene.objects.active  
("Selected" + str(modifier  
mirror_ob.select = 0  
= bpy.context.selected_object  
data.objects[one.name].select  
print("please select exactly  
-- OPERATOR CLASSES ----
```

# THANK YOU

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GPEC4JOBS



@GPEC



Greater Phoenix Economic Council



**GREATER PHOENIX:**  
WHERE COMPANIES GO TO SCALE



**Greater Phoenix**  
ECONOMIC COUNCIL