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OFFICE OF THE CITY CLERK

COUNCIL MINUTES

November 4, 2019

The City Council of the City of Mesa met in a Study Session in the lower level meeting room of the Council Chambers, 57 East 1st Street, on November 4, 2019 at 5:01 p.m.

COUNCIL PRESENT	COUNCIL ABSENT	OFFICERS PRESENT
John Giles	None	Christopher Brady
Mark Freeman		Dee Ann Mickelsen
Jennifer Duff		Jim Smith
Francisco Heredia		
David Luna		
Kevin Thompson		
Jeremy Whittaker		

1. Review and discuss items on the agenda for the November 4, 2019 Regular Council meeting.

All of the items on the agenda were reviewed among Council and staff and the following was noted:

Conflict of interest: None

Items removed from the consent agenda: 4-l, 4-m, 4-n, 4-o, 4-p, 5-j, and 8-a

Items moved to the consent agenda: 9-b

In response to a question from Councilmember Whittaker, Budget Director Candace Cannistraro displayed the Enterprise Fund-Notice of Intent **(Attachment 1)** and discussed item 8-a **(Notice of Intent to adjust utility rates)** on the Regular Council meeting agenda.

In response to a question from Councilmember Whittaker, City Manager Christopher Brady and Downtown Transformation Manager Jeff McVay provided information related to item 4-l **(Mesa City Center – First Guaranteed Maximum Price (GMP No. 1) – City Infrastructure Improvements)** on the Regular Council meeting agenda.

2-a. Hear a presentation and discuss the work of the Greater Phoenix Economic Council in the City of Mesa.

Economic Development Department Director Bill Jabjiniak introduced Chris Camacho, President and CEO of the Greater Phoenix Economic Council (GPEC), who displayed a PowerPoint presentation. **(Attachment 2)**

Mr. Camacho provided an overview of GPEC and explained the work they do includes the public and private sector that co-invests in the regional non-profit. He advised that today the organization is two-thirds funded by the private sector and one-third by the public sector which includes 22 cities and Maricopa County.

Mr. Camacho highlighted GPEC's areas of focus: branding and business development with a focus on bringing high wage jobs to insulate the region from any future economic downturns. He explained over the last seven years with the post-recessionary growth, GPEC's efforts have moved the economic position away from residential and commercial construction with more emphasis on industries like information technology, manufacturing, and financial services. He added that competitiveness is the third element of GPEC's focus which includes the future of industry and ensuring that companies are positioned to compete for business.

Mr. Camacho provided metrics from GPEC's first quarter and highlighted the GPEC projects over the last five years. He explained these projects are spread throughout the region which is important as GPEC drives regional strategies. (See Pages 3 and 4 of Attachment 2)

Mr. Camacho advised in any given year GPEC will have approximately 280 new companies entering the pipeline, and of those, 17% are acquired for the region. He added that when a company moves into a specific area of the Valley (i.e., Southeast Valley), the impact extends to at least five to six other jurisdictions in municipal tax base and in job access.

Mr. Camacho displayed a regional results summary for Mesa over the last few years which shows the value the region received. He remarked that GPEC uses a third-party economics group to assess trade area value when a business goes into a city. He added the impact extends to multiple jurisdictions, in terms of where the offices are located, and the commute and labor shed of where residents are being drawn. (See Page 6 of Attachment 2)

Mr. Camacho highlighted the five-year trend on revenue and explained GPEC's investment model, adding that each city pays into the organization. He stated the City of Mesa investment in GPEC totals $240,000. (See Page 7 of Attachment 2)

Mr. Camacho described the importance of building new projects and infrastructure to create employment opportunities and highlighted GPEC's Fiscal Year (FY) 20 action plan goals. He explained the goal over the next three years is to elevate the greater Phoenix brand, noting that sometimes the brand is overlooked due to the region's reliance on housing and growth to drive an economic position. He stated GPEC will intensify aerospace, semiconductor, electronics, and financial services to promote the vision, and provide support to site selection consultants who lead corporate services projects. He advised a data science effort has been launched over the last two years which integrates data intensity, allowing GPEC to seek out new companies and enable them to predict which markets to target and which ones are most likely to invest in the region. He added GPEC will continue to foster relationships, work with cities to target employment corridor opportunities, and seek out the kind of infrastructure and industry trends that can benefit the community. He stressed the importance of diversity, inclusion, and advancing the region overall so residents can reach an equal access of opportunity. He explained that GPEC's goal is to ensure the entire region evolves and that there is an equitable approach to their plan. (See Page 10 of Attachment 2)

In response to a question from Councilmember Luna related to GPEC's work with the Arizona Commerce Authority (ACA), Mr. Camacho explained the ACA is charged with driving investment and job growth in the entire state, whereas GPEC is focused on metro Phoenix.

In response to a question from Vice Mayor Freeman regarding the reason companies relocate to this region, Mr. Camacho stated the primary reason is labor access and the types of labor available today, and the second reason is the critical modern infrastructure. He added companies are looking for shovel-ready sites with water and wastewater systems in place.

Councilmember Thompson requested an in-depth breakdown of what the City pays GPEC and what the Return on Investment (ROI) is.

Mr. Camacho referred to page 7 of the presentation and stated of the $240,000 Mesa contribution, there is a $55 return for every $1 invested in the organization. He added that with each new business coming to the Valley, new tax revenue is generated.

In response to a question from Councilmember Luna related to GPEC's international reach, Mr. Camacho advised of the 300 different projects in process, approximately 25% are international. He added there is a tremendous amount of activity in London, the Netherlands, and Germany, and in Asia there is a lot of movement in semiconductors. He stated the Mexican market is expanding, and over the next 10 years Mexico's growth will drive and compete as one economic region.

Mayor Giles thanked Mr. Camacho for the update.

3. Current events summary including meetings and conferences attended.

Councilmember Luna	Red Mountain Community College event Las Sendas Food Truck Friday Jefferson Ball Festival Mesa Citizen of the Year Mary Cameli Falcon Field Airport Tenant Celebration Red Mountain Park Electric Vehicles G.A.I.N. event
Councilmember Duff	Second Chance Fair Mount Calvary Baptist Church Ignite College Council Luncheon G.A.I.N. event Dancing with the Dinosaurs at Oakwood Creative Care
Vice Mayor Freeman	G.A.I.N. event
Councilmember Heredia	G.A.I.N. event
Mayor Giles	G.A.I.N. event Funeral of former City Manager C.K. Luster

Mayor Giles expressed his appreciation to the police and firefighters that joined in the celebration of Mr. Luster's life.

4. Scheduling of meetings.

City Manager Christopher Brady stated that the schedule of meetings is as follows:

Tuesday, November 5, 2019, 6:30 p.m. - Vice Mayor Freeman Neighborhood meeting at Poston Junior High

Thursday, November 7, 2019, 7:30 a.m. - Study Session

5. Adjournment.

Without objection, the Study Session adjourned at 5:41 p.m.

JOHN GILES, MAYOR

ATTEST:

DEE ANN MICKELSEN, CITY CLERK

I hereby certify that the foregoing minutes are a true and correct copy of the minutes of the Study Session of the City Council of Mesa, Arizona, held on the 4th day of November 2019. I further certify that the meeting was duly called and held and that a quorum was present.

DEE ANN MICKELSEN, CITY CLERK

Jg/dm
(Attachments – 2)

City of Mesa Enterprise Fund - Notice of Intent

Rate Adjustments Effective Date: March 1, 2020

As of 10/30/19	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
WATER	$2,271,290	($7,744,242)	($8,010,856)	($16,695,768)	($26,096,763)
WASTEWATER	$11,830,649	$681,182	($5,712,301)	($3,623,130)	($6,272,030)
SOLID WASTE	$1,791,123	($2,350,708)	($150,860)	($2,466,880)	($5,514,101)
ELECTRIC	$2,126,906	$1,690,755	$277,509	($309,693)	($615,703)
NATURAL GAS	$6,278,682	$848,693	$2,406,617	($119,251)	($430,881)
Subtotal: Utilities	$24,298,650	($6,874,321)	($11,189,891)	($23,214,723)	($38,929,477)
DISTRICT COOLING	$390,707	$319,490	$258,094	$228,723	$191,671
CONVENTION CENTER	($1,030,651)	($2,511,792)	($1,290,710)	($1,626,989)	($1,822,561)
GOLF	($619,392)	($800,000)	$0	$0	$0
CUBS SPRING TRAINING -OPERATIONS	($835,736)	($1,180,420)	($1,465,033)	($1,307,298)	($1,323,540)
HOHOKAM-FITCH	($1,133,492)	($1,167,067)	($1,215,554)	($1,263,574)	($1,266,114)
Subtotal: Other Enterprises	($3,228,564)	($5,339,789)	($3,713,203)	($3,969,139)	($4,220,545)
TOTAL NET SOURCES AND USES	$21,070,086	($12,214,110)	($14,903,094)	($27,183,861)	($43,150,022)
Beginning Reserve Balance	$111,549,205	$132,619,291	$120,405,181	$105,502,086	$78,318,225
Ending Reserve Balance	**$132,619,291**	**$120,405,181**	**$105,502,086**	**$78,318,225**	**$35,168,203**
Ending Reserve Balance Percent*	**33.8%**	**29.6%**	**25.1%**	**17.9%**	**7.8%**

*As a % of Next Fiscal Year's Expenditures

ity of Mesa Enterprise Fund - Notice of Intent

ate Adjustments Effective Date: March 1, 2020

TOTAL

As of 10/30/19	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Revenues	$356,735,583	$359,317,995	$366,809,344	$366,713,721	$366,616,855
EECAF/PNGCAF Revenues	$21,682,646	$21,302,217	$25,612,137	$26,253,821	$27,273,388
Total Sources	$378,418,229	$380,620,212	$392,421,481	$392,967,542	$393,890,243
Uses of Funding					
Operating Expenditures	$135,993,426	$155,575,211	$155,294,000	$161,029,257	$165,092,685
EECAF/PNGCAF Expenditures	$20,588,498	$22,120,206	$25,235,041	$26,123,412	$27,211,435
Expenditure Subtotal	$156,581,924	$177,695,417	$180,529,041	$187,152,669	$192,304,120
Project Costs	$933,912	$1,811,665	$0	$0	$0
General Fund Transfer	$108,389,204	$110,594,828	$113,169,239	$115,723,568	$118,487,567
Debt Service Transfer	$71,469,649	$82,887,707	$99,517,725	$106,666,436	$113,485,852
Lifecycle/ Infrastructure Transfers	$7,416,934	$7,495,428	$7,733,034	$7,743,775	$7,759,582
Capital Transfer	$6,410,520	$2,791,000	$1,448,431	$1,272,244	$3,049,528
Economic Investment Fund Transfer	$6,146,000	$9,558,279	$4,927,106	$1,592,710	$1,953,616
Total Uses	$357,348,143	$392,834,324	$407,324,575	$420,151,403	$437,040,265
Net Sources and Uses	$21,070,086	($12,214,111)	($14,903,094)	($27,183,861)	($43,150,022)
Beginning Reserve Balance	$111,549,205	$132,619,291	$120,405,179	$105,502,085	$78,318,223
Ending Reserve Balance	**$132,619,291**	**$120,405,179**	**$105,502,085**	**$78,318,223**	**$35,168,202**
Ending Reserve Balance Percent*	**33.8%**	**29.6%**	**25.1%**	**17.9%**	**7.8%**

*As a % of Next Fiscal Year's Expenditures

City of Mesa Enterprise Fund - Notice of Intent

Rate Adjustments Effective Date: March 1, 2020

WATER	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Residential Rate Revenues	$84,397,069	$92,838,791	$93,905,935	$93,837,576	$93,273,669
Non-Residential Rate Revenues	$54,323,512	$56,358,644	$59,972,783	$60,599,486	$60,214,344
Other Revenues	$6,922,064	$4,427,225	$4,602,291	$4,706,169	$4,818,574
Total Sources	$145,642,646	$153,624,660	$158,481,009	$159,143,231	$158,306,586
Uses of Funding					
Operating Expenditures	$45,855,326	$55,586,788	$56,405,059	$58,726,543	$60,257,292
Project Costs	$245,713	$537,068	$0	$0	$0
General Fund Transfer	$55,951,500	$57,090,063	$58,418,998	$59,737,566	$61,164,368
Debt Service Transfer	$33,626,243	$37,675,523	$44,420,381	$52,266,931	$57,682,483
Lifecycle/ Infrastructure Transfers	$2,912,610	$3,072,493	$3,169,620	$3,182,865	$3,166,132
Capital Transfer	$779,000	$351,231	$223,220	$332,384	$179,459
Economic Investment Fund Transfer	$4,000,964	$7,055,736	$3,854,587	$1,592,710	$1,953,616
Total Uses	$143,371,356	$161,368,903	$166,491,865	$175,838,999	$184,403,349
Net Sources and Uses	$2,271,290	($7,744,242)	($8,010,856)	($16,695,768)	($26,096,763)

WASTEWATER	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Residential Rate Revenues	$46,685,169	$46,334,963	$46,353,790	$46,254,863	$46,111,149
Non-Residential Rate Revenues	$36,486,341	$36,506,698	$37,759,580	$37,868,735	$37,674,894
Other Revenues	$3,047,067	$2,773,000	$2,718,099	$2,694,388	$2,709,652
Total Sources	$86,218,577	$85,614,661	$86,831,469	$86,817,986	$86,495,694
Uses of Funding					
Operating Expenditures	$24,567,824	$28,202,748	$28,774,799	$29,555,797	$30,465,206
Project Costs	$154,985	$384,090	$0	$0	$0
General Fund Transfer	$15,747,681	$16,068,133	$16,442,164	$16,813,278	$17,214,855
Debt Service Transfer	$30,833,850	$37,012,403	$44,833,619	$42,233,843	$43,222,599
Lifecycle/ Infrastructure Transfers	$1,724,372	$1,712,293	$1,736,629	$1,736,360	$1,729,914
Capital Transfer	$239,000	$246,895	$196,451	$101,839	$135,151
Economic Investment Fund Transfer	$1,120,215	$1,306,918	$560,108	$0	$0
Total Uses	$74,387,927	$84,933,480	$92,543,770	$90,441,116	$92,767,724
Net Sources and Uses	$11,830,649	$681,182	($5,712,301)	($3,623,130)	($6,272,030)

City of Mesa Enterprise Fund - Notice of Intent

Rate Adjustments Effective Date: March 1, 2020

ELECTRIC	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Revenues	$18,604,161	$18,578,287	$18,503,853	$18,287,432	$18,376,813
EECAF Revenues	$11,657,770	$13,681,024	$15,022,425	$15,678,779	$16,489,768
Total Sources	$30,261,931	$32,259,311	$33,526,278	$33,966,211	$34,866,581
Uses of Funding					
Operating Expenditures	$7,020,499	$7,480,074	$7,660,221	$8,071,347	$8,087,249
EECAF Expenditures	$11,631,755	$12,971,857	$14,880,246	$15,560,907	$16,451,079
Expenditure Subtotal	$18,652,255	$20,451,931	$22,540,467	$23,632,255	$24,538,328
Project Costs	$76,841	$174,426	$0	$0	$0
General Fund Transfer	$6,776,087	$6,913,974	$7,074,917	$7,234,604	$7,407,399
Debt Service Transfer	$1,548,744	$1,716,597	$2,654,233	$2,693,117	$2,839,226
Lifecycle/ Infrastructure Transfers	$605,239	$645,186	$670,526	$679,324	$697,332
Capital Transfer	$9,000	$121,772	$75,197	$36,605	$0
Economic Investment Fund Transfer	$466,860	$544,670	$233,430	$0	$0
Total Uses	$28,135,026	$30,568,557	$33,248,769	$34,275,904	$35,482,284
Net Sources and Uses	$2,126,906	$1,690,755	$277,509	($309,693)	($615,703)

NATURAL GAS	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Revenues	$36,091,764	$32,514,272	$33,274,133	$33,403,671	$33,838,872
PNGCAF Revenues	$10,024,877	$7,621,193	$10,589,712	$10,575,042	$10,783,620
Total Sources	$46,116,640	$40,135,465	$43,863,844	$43,978,712	$44,622,492
Uses of Funding					
Operating Expenditures	$13,459,947	$14,380,199	$14,572,225	$15,232,775	$15,477,469
PNGCAF Expenditures	$8,956,743	$9,148,348	$10,354,795	$10,562,505	$10,760,356
Expenditure Subtotal	$22,416,689	$23,528,547	$24,927,020	$25,795,280	$26,237,825
Project Costs	$226,681	$228,144	$0	$0	$0
General Fund Transfer	$8,098,326	$8,263,120	$8,455,467	$8,646,315	$8,852,828
Debt Service Transfer	$5,035,448	$5,813,296	$6,918,482	$8,776,794	$9,070,271
Lifecycle/ Infrastructure Transfers	$922,333	$802,709	$877,277	$879,574	$892,450
Capital Transfer	$2,580,520	$0	$0	$0	$0
Economic Investment Fund Transfer	$557,961	$650,955	$278,981	$0	$0
Total Uses	$39,837,959	$39,286,772	$41,457,227	$44,097,963	$45,053,373
Net Sources and Uses	$6,278,682	$848,693	$2,406,617	($119,251)	($430,881)

City of Mesa Enterprise Fund - Notice of Intent

Rate Adjustments Effective Date: March 1, 2020

SOLID WASTE	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Revenues	$62,619,017	$63,137,308	$63,949,104	$63,282,606	$63,687,726
Uses of Funding					
Operating Expenditures	$35,246,504	$39,248,469	$39,139,044	$40,194,664	$41,168,753
Project Costs	$219,688	$482,940	$0	$0	$0
General Fund Transfer	$21,815,610	$22,259,538	$22,777,693	$23,291,805	$23,848,118
Debt Service Transfer	$400,712	$669,886	$691,009	$695,751	$671,274
Lifecycle/ Infrastructure Transfers	$1,252,380	$1,262,746	$1,278,982	$1,265,652	$1,273,755
Capital Transfer	$1,893,000	$1,564,437	$213,237	$301,614	$2,239,927
Total Uses	$60,827,894	$65,488,016	$64,099,965	$65,749,487	$69,201,827
Net Sources and Uses	$1,791,123	($2,350,708)	($150,860)	($2,466,880)	($5,514,101)

DISTRICT COOLING	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Revenues	$1,160,270	$1,225,000	$1,185,316	$1,173,409	$1,180,624
Uses of Funding					
Operating Expenditures	$768,563	$904,377	$924,964	$942,830	$987,418
Project Costs	$0	$0	$0	$0	$0
Capital Transfer	$1,000	$1,133	$2,258	$1,856	$1,534
Total Uses	$769,563	$905,510	$927,222	$944,687	$988,953
Net Sources and Uses	$390,707	$319,490	$258,094	$228,723	$191,671

CONVENTION CENTER	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Revenues	$3,161,656	$3,010,100	$2,991,911	$3,022,237	$3,094,042
Uses of Funding					
Operating Expenditures	$4,040,308	$5,491,230	$4,243,576	$4,612,461	$4,881,516
Project Costs	$0	$0	$0	$0	$0
Capital Transfer	$152,000	$30,662	$39,046	$36,765	$35,087
Total Uses	$4,192,308	$5,521,892	$4,282,622	$4,649,226	$4,916,602
Net Sources and Uses	($1,030,651)	($2,511,792)	($1,290,710)	($1,626,989)	($1,822,561)

ity of Mesa Enterprise Fund - Notice of Intent

ate Adjustments Effective Date: March 1, 2020

OLF COURSE	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Revenues	$1,609,529	$0	$0	$0	$0
Uses of Funding					
Operating Expenditures	$1,834,269	$800,000	$0	$0	$0
Project Costs	$0	$0	$0	$0	$0
Debt Service Transfer	$24,652	$0	$0	$0	$0
Capital Transfer	$370,000	$0	$0	$0	$0
Total Uses	$2,228,921	$800,000	$0	$0	$0
Net Sources and Uses	($619,392)	($800,000)	$0	$0	$0

CUBS SPRING TRAINING FACILITIES	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Revenues	$1,564,972	$1,562,206	$1,542,590	$1,532,879	$1,584,436
Uses of Funding					
Operating Expenditures	$2,144,704	$2,388,124	$2,434,323	$2,504,590	$2,575,098
Project Costs	$10,004	$4,997	$0	$0	$0
Capital Transfer	$246,000	$349,505	$573,300	$335,587	$332,878
Total Uses	$2,400,708	$2,742,626	$3,007,623	$2,840,177	$2,907,976
Net Sources and Uses	($835,736)	($1,180,420)	($1,465,033)	($1,307,298)	($1,323,540)

HOHOKAM-FITCH (OAKLAND A'S)	FY 18/19 Actuals	FY 19/20 Projected	FY 20/21 Forecast	FY 21/22 Forecast	FY 22/23 Forecast
Sources of Funding					
Revenues	$62,991	$51,500	$49,958	$50,269	$52,062
Uses of Funding					
Operating Expenditures	$1,055,483	$1,093,202	$1,139,790	$1,188,249	$1,192,684
Project Costs	$0	$0	$0	$0	$0
Capital Transfer	$141,000	$125,365	$125,722	$125,595	$125,493
Total Uses	$1,196,483	$1,218,567	$1,265,512	$1,313,843	$1,318,177
Net Sources and Uses	($1,133,492)	($1,167,067)	($1,215,554)	($1,263,574)	($1,266,114)

Greater Phoenix Economic Council

Greater Phoenix Greater Together

November 4, 2019

602.256.7700 /// gpec.org

Our Work

Branding

Business Development

Competitiveness

YTD Metrics

YTD METRICS

YTD FY20 Quick Overview

Prospect Stats

103%
of Goal

14%
International

68%
of Last Year

13 Companies
Have Located in FY20

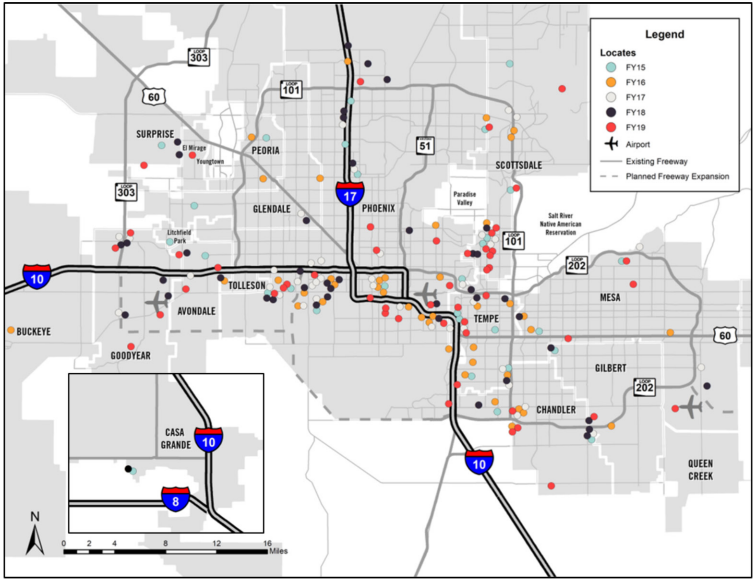
$1.04 Billion
In Capital Investment

3,222 Jobs
Created in the Region

$70,824
Avg. High Wage Salary

*Numbers as of September 30

Locates FY15 - FY19



GPEC & City of Mesa

City of Mesa

Regional Results Summary

	FY 19	FY 18	5 Year Total
Payroll Generated (in millions of dollars)	$524.58	$565.29	$2,197.2
Jobs	8,791	8,606	39,511
High-wage Jobs	5,153	5,143	19,837
Average Salary	$59,672	$65,686	$55,610
Qualified Prospects	277	279	1,337
Assisted Locates	50	42	209
Capital Investment (in millions of dollars)	$1,181.2	$1,182.7	$5,099.0

Results Through Regional Success

The City of Mesa benefits from site location projects and GPEC activities that occur across the region. Economic development projects create value by generating public and private revenues.

When a company selects a Greater Phoenix location, all communities benefit with increased tax revenues.

Commute patterns and retail studies show that employees of 'locates' live and spend their incomes in all Greater Phoenix communities.

GPEC-assisted locates have created **9,501** jobs in Mesa over the past 5 years.

5-Year Trend on Revenue Return

$55
of direct revenue for every $1 invested[1]

$96
of total revenue for every $1 invested[2]

Revenue Return 55:1

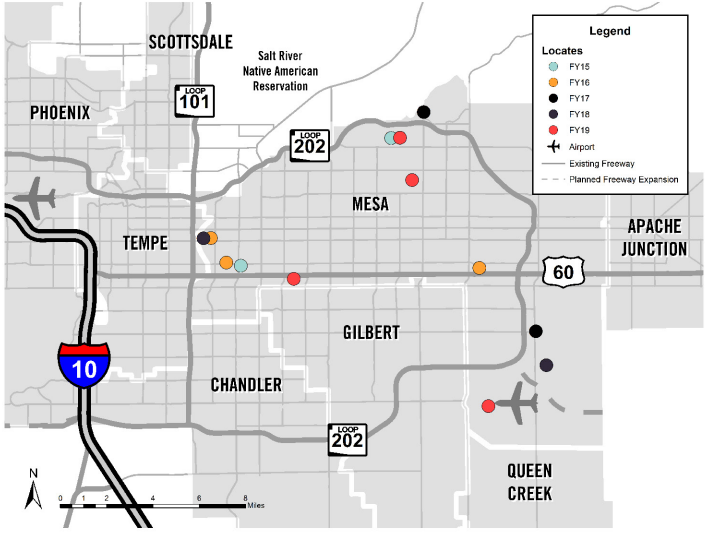
$421.0M
in new consumer spending[3] generated by new Mesa jobs and employed Mesa residents. An addition of $301.9 million created by multiplier effects, results in total consumer spending of $722.9 million

$56.4M
in new Mesa direct revenues[3] (boosted to $98.5 million when including related multiplier effects of $42.1 million)

Funding in FY20:
$239,427
(AZ Office of Economic Opportunity 2018 Population)

1 Includes property, sales and utility taxes, as well as state-shared and other local revenues.
2 Includes direct revenues plus those generated by related supplier and consumer jobs.
3 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.

Returning Value



Action Plan Goals

ACTION PLAN GOALS

FY20

Elevate the **brand** identity to **deepen our reach** into targeted markets.

Attract and grow businesses while cultivating new models that create and retain **quality jobs** in **globally competitive sectors**.

Drive organizational effectiveness in business development and regional competitiveness through **data science**, **predictive analytics** and **value-added research**.

Elevate engagement with stakeholders and **foster** strategic relationships.

Heighten awareness of and participation in topics addressing **diversity**, **inclusion**, **sustainability** and an **equitable economy**.

Embed an organizational culture of **operational discipline** and **relentless commitment** to **The GPEC Way**.

Greater Phoenix Greater Together

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