

Greater Phoenix Economic Council

Brad Smidt
Senior Vice President
Business Development



Renewable
Energy



Biomedical/
Personalized
Medicine



Advanced
Business
Services



Manufacturing
& Logistics



Mission
Critical



Aerospace
& Aviation



Emerging
Tech

MEMBER COMMUNITIES

MARICOPA COUNTY
APACHE JUNCTION
AVONDALE
BUCKEYE
CASA GRANDE

CAVE CREEK
CHANDLER
EL MIRAGE
FOUNTAIN HILLS
GILA BEND

GILBERT
GLENDALE
GOODYEAR
MARICOPA
MESA

PEORIA
PHOENIX
QUEEN CREEK
SCOTTSDALE
SURPRISE

TEMPE
TOLLESON
WICKENBURG
YOUNGTOWN



Who We Are: Greater Phoenix Economic Council

- A true regional model where public and private members collaborate to promote Greater Phoenix as a great place to grow business
- Supported by Maricopa County, 23 cities and towns, and more than 170 private-sector businesses
- The catalyst that strengthens the region's economic base, ensuring it is both diversified and competitive

GPEC Services

- Operational Cost Analysis
- MetroComp Analysis
- Regional Economic Labor Market Data
- HR Employment Assistance
- Economic Impact Analysis
- GIS Site-Selection
- Connectivity to Key Resources

GPEC Delivers Results

- GPEC broke records for third consecutive year in FY13
 - Assisted 32 companies in their expansions or relocations, representing 6,954 jobs, \$456 million in capital investment and 4.2 million SF of consumed space
 - Earned an unprecedented 1.04 billion media impressions
- Recently named a top 10 U.S. Economic Development Group for 2013 and #1 in the Mountain West region for facilities and expansions by *Site Selection* magazine
- GPEC awarded Gold award in February 2014 issue of *Business Facilities* for “Deal of the Year”, an award recognizing Apple as the best project landed in any U.S. market
- GPEC ranked No. 2 economic development organization in the country by Denver-based Atlas Advertising

Strategic Initiatives

- **Leverage opportunity in California** – California 100 campaign built off of Prop 30
- **Broaden Site-Selector Approach** – Continue engaging the top 100 site selectors and convene Broker Roundtable to deepen local broker engagement
- **Market Intelligence** – Expand from A&D analysis to ICT and the Corporate 50 program
- **Corporate REIT Program** – Identify areas for investment
- **Community Partnership Program**– assess the infrastructure and strategic needs
- **Bolster International** – develop international strategy with markets like Shanghai



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a complimentary trip to Greater Phoenix

CALIFORNIA 50

RESPOND BY NOV. 16, 2012

Visit www.gpec.org/california50 for details
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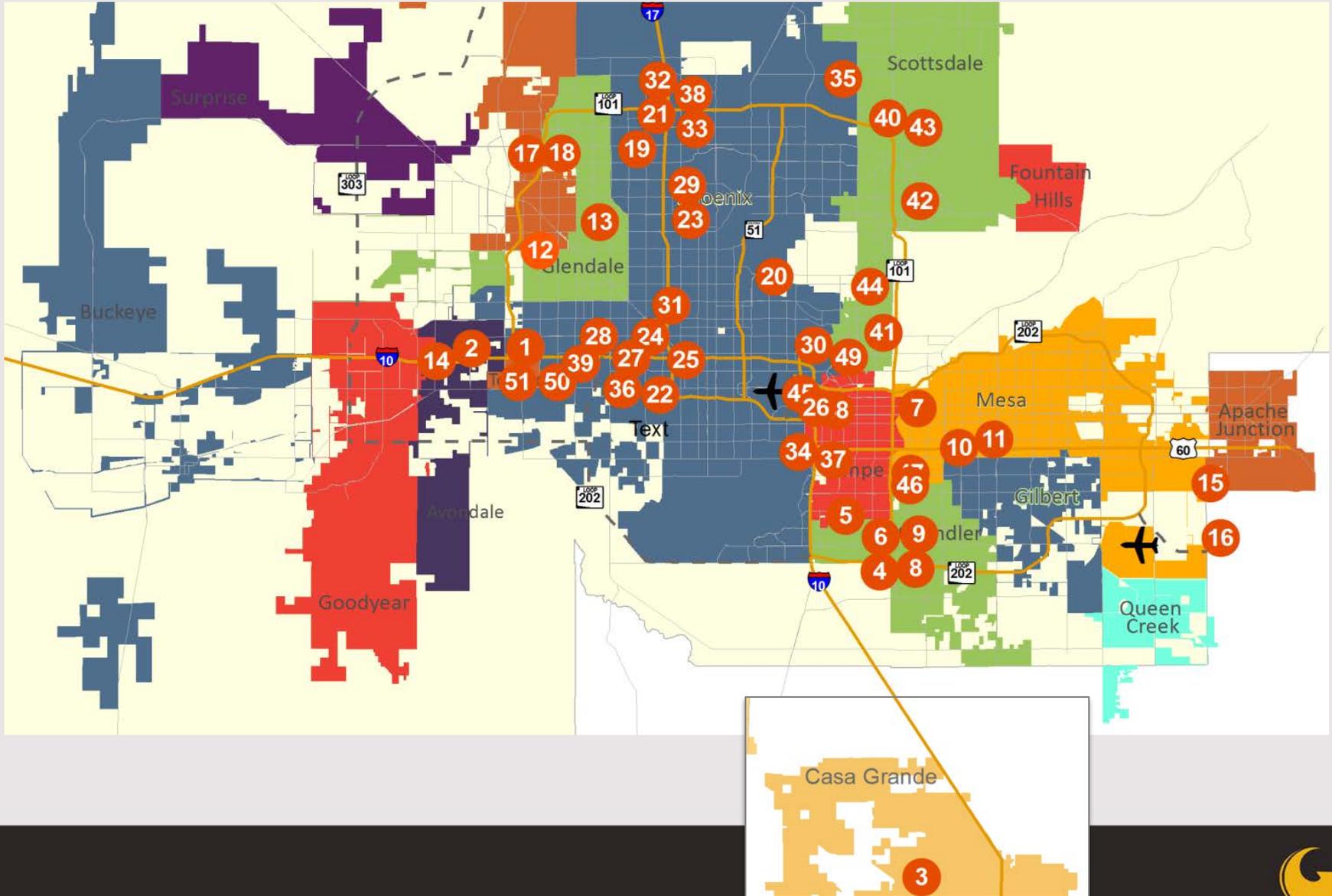
The Greater Phoenix Economic Council is a public-private partnership working with innovative companies on business expansions and relocations. Since 2008, we've worked with 65 California-based companies to expand their operations in Greater Phoenix and help elevate their success.

Business Development Update

Progress Toward Goals (as of April 2014)

Business Attraction Metrics	Annual Contract Goal	Actual YTD	Goal YTD	% of Goal YTD	YTD Status	Compared to This Time Last Year
Targeted Opportunities						
Payroll Generated (M)	\$194.3	\$132.8	\$161.9	82%	-	↓
Average High Wage Salary	\$50,792	\$52,615	\$50,792	104%	+	↓
Number of Jobs	4,597	2,955	3,831	77%	-	↓
Number of High-Wage Jobs	2,407	1,745	2,006	87%	-	↓
Emerging Technology Assists	8	7	6.7	105%	+	=
Qualified Prospects	206	185	172	108%	+	↑
International Prospects	37	27	30.8	88%	-	↑
Image and Awareness						
Total Reach of Editorial Placement	222,000,000	982,288,329	185,000,000	531%	+	↑

GPEC Locates 2012 – 2014



Business Development Update

GPEC Assisted Locates (July 1, 2013 – April 30, 2014)

Company	Industry	Jobs	Cap Invest (\$M)	Facility (SF)	Locate Date	City
Stealth Software	High Tech/Electronics	55	2.0	15,000	Jul-13	Phoenix
Alliance United Group	Advanced Business Services	65	4.0	50,000	Aug-13	Phoenix
Progrexion	Business Services	550	0.5	60,000	Aug-13	Phoenix
Delta Management	Business Services	120	0.2	10,500	Sep-13	Phoenix
Dover/Heil	Standard Manufacturing	80	2.5	200,000	Sep-13	Phoenix
Project Crane	Transportation/Distribution	15	20.0	110,000	Sep-13	Tolleson
GEPACK	Plastics/Adv Composites	15	5.5	35,000	Sep-13	Peoria
Serfas	Advanced Business Services	20	3.0	30,000	Sep-13	Phoenix
Accolade	Advanced Business Services	450	6.0	60,000	Oct-13	Scottsdale

Business Development Update

GPEC Assisted Locates (July 1, 2013 – April 30, 2014)

Company	Industry	Jobs	Cap Invest (\$M)	Facility (SF)	Locate Date	City
Apple (GT Technologies)	High Tech/Electronics	700	1,500.0	1,300,000	Nov-13	Mesa
Zivelo	Advanced Business Services	65	0.5	15,000	Nov-13	Scottsdale
San Mar Corporation	Transportation/Distribution	150	51.65	200,000	Nov-13	Avondale
Imagine One	Standard Manufacturing	25	1.5	27,533	Nov-13	Goodyear
Curtiss Wright	Aerospace	19	6.9	83,825	Nov-13	Gilbert
LeClerc Foods	Food, Fiber & Nat Products	55	30.0	165,000	Dec-13	Phoenix
Stonegate Mortgage	Advanced Business Services	101	2.3	12,000	Dec-13	Scottsdale
Shutterfly	Standard Manufacturing	75	50.0	200,000	Feb-14	Tempe
LearnVest	Business Services	30	1.0	53,000	Feb-14	Scottsdale
Arizona Nutritional Supplements	Food, Fiber, and Natural Products	200	8.4	126,740	Mar-14	Chandler
Prosper.com	Software	40	2.0	18,000	Mar-14	Phoenix
Cobalt Medical Development	Advanced Business Services	125	17.0	50,000	Apr-14	Surprise
Total		2,955	1,714.0	3,118,565		

Business Development Trends – Office

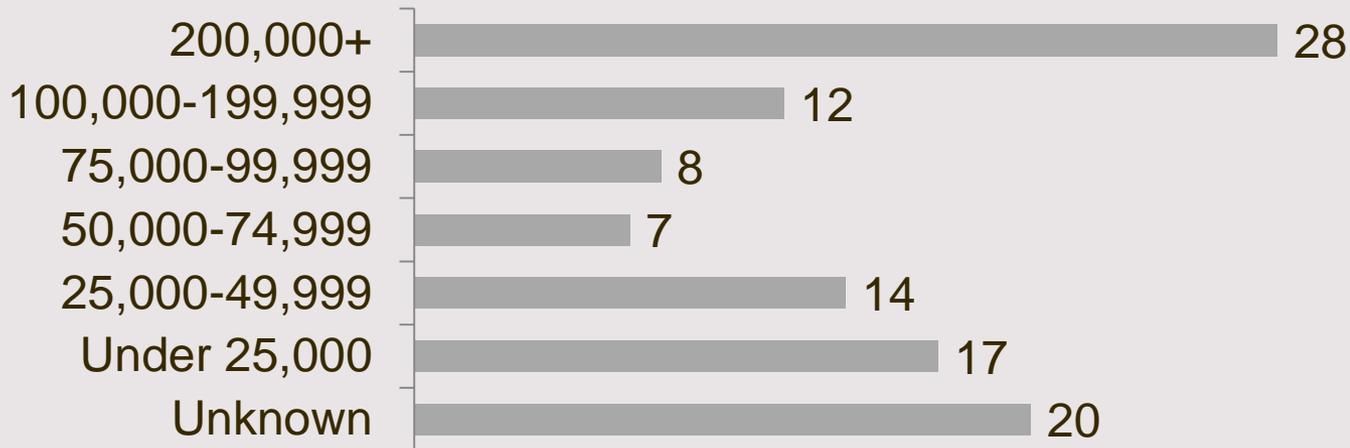
- 93% of prospects are requesting existing buildings
 - Up from 3 year average of 85%
- Office prospects are up 6% over last year



Business Development Update – Industrial

- 88% of prospects are requesting existing buildings
- 26% are requesting existing buildings over 200,000 square feet
- Industrial prospects are up 17.9% over last year

Overall industrial projects to date



Business Development – Back Office/High Tech Trends

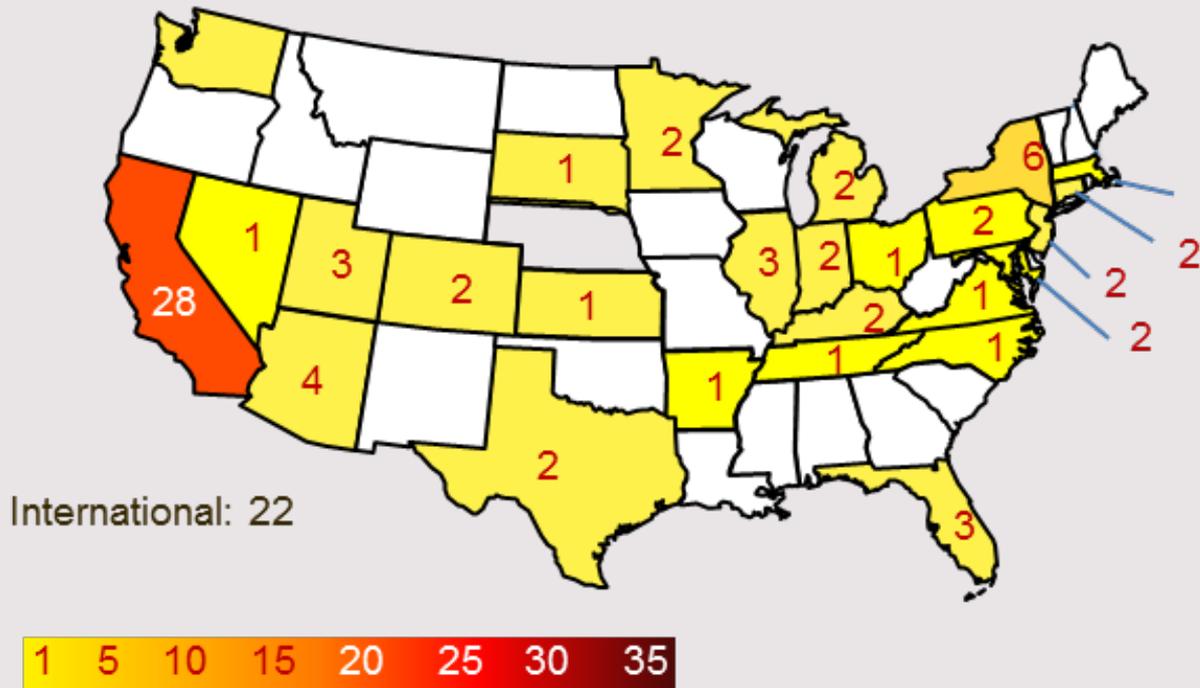
- Corporate Campuses
 - National trend of consolidations of back office operations
 - State Farm, Wells Fargo, Waste Management
- Increased back office demand
 - Advanced IT and tech centers vs. entry level call centers
- Educated labor and readily available infrastructure
 - Major employment centers drawing high levels of prospect interest
 - East Valley: Price Road Corridor, Elliot/Ellsworth Corridor, ASU Research Park

Prospects Overview

CURRENT PROSPECT ACTIVITY	TOTAL
Current Active Prospects	278
FY14 Prospects	185
Capital Investment Potential	\$24.0 B
Job Potential	36,932
Square Footage Potential	31,420,065

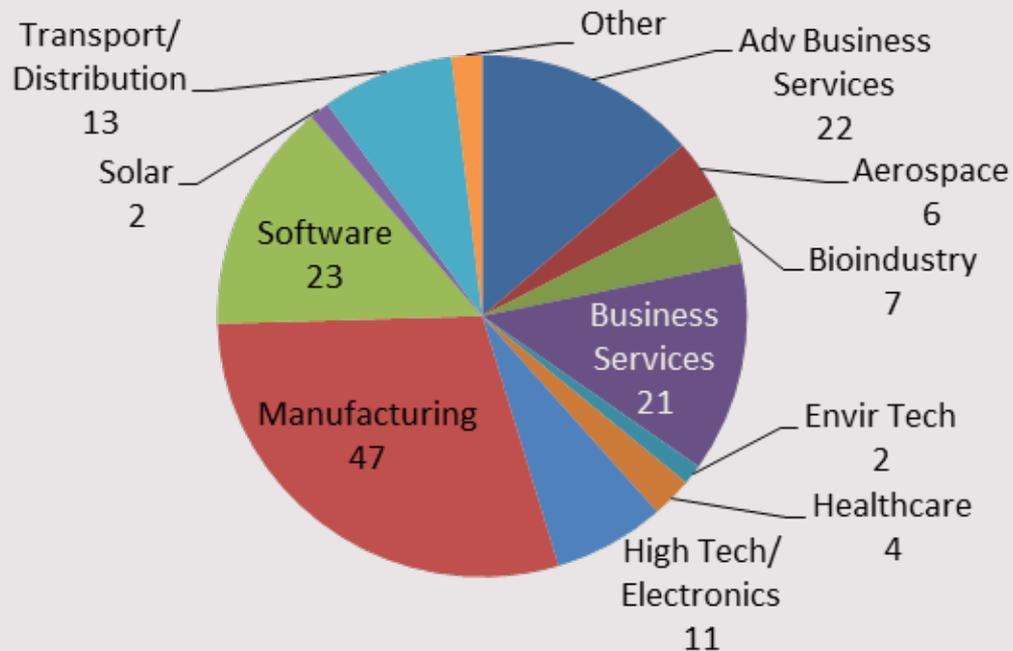
Prospects by Region

- 17% of prospects California
- 22 international prospects: 6 from Canada, 5 from Europe, 3 are India, 2 from China, 4 from Australia, and one each from Israel and Japan



Prospects by Industry

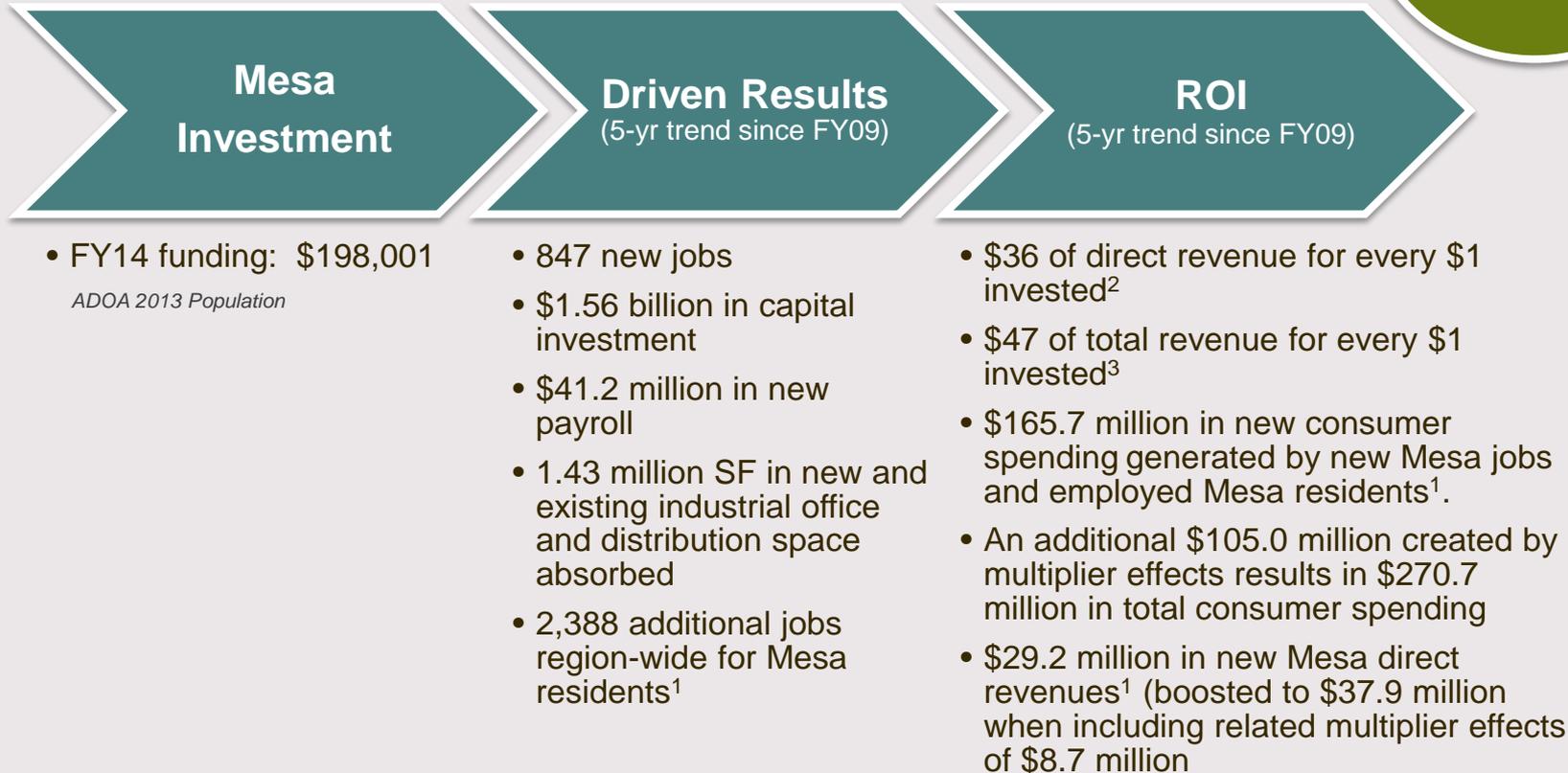
- 47 manufacturing prospects in FY14, up from 41 in FY13
- 23 software prospects in FY14; 6 in FY13
- 13 distribution prospects in FY14; up from 6 in FY13



Mesa Investment in GPEC

Five Year Trend on Revenue Return

36:1



¹Revenue 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.

²Includes property, sales and utility taxes, as well as state-shared and other local revenues.

³Includes direct revenues plus those generated by related supplier and consumer jobs.



Questions?

Thank you!

602.256.7700 | www.gpec.org



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Greater Phoenix Economic Council (Groups)