

MEETING MINUTES
Office of Economic Development
Economic Development Advisory Board
VIRTUAL PLATFORM
Council Chambers, 57 E. 1st Street
Mesa, AZ 85201
June 2, 2020 7:30 A.M.

MEMBERS PRESENT

Natascha Ovando-Karadsheh, Chair
Jim Kasselmann, Vice Chair
Rich Adams
Brian Campbell
Deb Duvall
Matt Likens
Christopher Nickerson
Dominic Perry
Brad Wilson

EX-OFFICIO

Mayor John Giles (Excused)
Chris Brady, City Manager (Excused)
Sally Harrison
Jeffrey Pitcher
Jim Kalberer, *on behalf of Dan Olson*

STAFF PRESENT

William Jabjiniak
Jaye O'Donnell
David Packard
Maribeth Smith

GUESTS PRESENT

Jack Sellers, Maricopa County Supervisor
Councilmember Jennifer Duff

1. Chair's Call to Order

Chair Ovando-Karadsheh called the June 2, 2020 meeting of the Economic Development Advisory Board to order at 7:30 a.m.

2. Items from Citizens Present – None.

3. Approval of Minutes from the May Board Meeting

Chair Ovando-Karadsheh called for a motion to approve the minutes from the May meeting.

MOTION: Brian Campbell moved to approve the May 5, 2020 minutes; seconded by Rich Adams.

Upon tabulation of votes, it showed:

AYES – Ovando-Karadsheh, Kasselmann, Adams, Campbell, Duvall, Likens, Nickerson, Perry, Wilson

NAYS – None

Chair Ovando-Karadsheh declared the motion carried by unanimous vote.

4. Election of Chair and Vice Chair for 2020-21

Chair Ovando-Karadsheh asked for a motion to appoint a new chair and vice chair of the board.

MOTION: Brian Campbell moved to elect Jim Kasselmann as Chair and Rich Adams as Vice Chair of the 2020/21 EDAB Board. Dominic Perry seconded the motion.

With no further discussion, Chair Ovando-Karadsheh called for a vote. Upon tabulation of votes, it showed:

AYES – Ovando-Karadsheh, Kasselmann, Adams, Campbell, Duvall, Likens, Nickerson, Perry, Wilson

NAYS – None

The motion carried by unanimous vote. The new officers will begin their roles at the August board meeting.

5. State Route 24 & Growth in the East Valley

Jack Sellers, Maricopa County Supervisor, actually served on the EDAB board in the past before serving on the Chandler City Council. He has just finished a 6-year term on the State Transportation Board, serving his last year as Chair. Current Gilbert Mayor Jenn Daniels will be his replacement on that board representing Maricopa County.

Today, Supervisor Sellers will provide an overview of critical infrastructure projects in our region with special emphasis on the area around Gateway Airport, as well as an update on the projected funding for the five-year plan in the state. At the most recent State Transportation Board meeting, a shortfall of around \$700 million in expected revenue was projected and it was suggested that funding for projects like I-17 from Anthem to Sunset Point and State Route 189 at the border of Nogales could be at risk. We could lose \$110 million in federal grants if we don't have the matching funds to complete those projects. So far, some of our critical projects are still in the plan, including the \$700 million I-10 Broadway Curve and State Route 24. The Broadway Curve is scheduled to start late summer or fall of 2021 and will be the most disruptive project ever in this region. Every bridge in the Broadway Curve will be replaced.

The State Route 24 project is the construction of an interim freeway between Ellsworth Road and Ironwood Drive with grade separations at Ellsworth and Mountain Roads. The other interchanges will be at grade for now. The project is scheduled to bid this month with construction to start in October. The project is expected to take 18 months. Intelligent infrastructure is included in this project and is certainly a critical part of all new infrastructure projects moving forward. Intelligent vehicles and infrastructure will significantly increase capacity on our system and make our roadways much safer.

SkyBridge is a game changer for our state and region. A major concern is whether or not we have planned for the multimodal infrastructure system needed to support the anticipated success of this project. State Route 24 is the beginning, but in its interim stage it mainly helps relieve current serious local congestion.

Another project is the PIRATE or Pecos Industrial Rail Access and Train Extension project that will bring a rail spur into the area and support significant economic growth. It is estimated that this project will help create over 16,000 jobs and have a \$16 billion economic output. Supervisor Sellers has written a letter to the DOT Secretary supporting the request for a BUILD Grant for this project. He wants to ensure that we see a rail connection into Phoenix-Mesa Gateway Airport that will support freight as well as potential passengers between Gateway and Sky Harbor. We need to continue to develop State Route 24, the San Tan Freeway, the north-south corridor in Pinal County and local connectors around this important asset.

This pandemic has made it even more obvious that we don't have enough funding to support our continuing growth in this region. In fact, we don't even have enough money to pay for maintenance of our existing system. Things like I-17, State Route 189 and a future I-11 are critical to handling moving commerce for this expanding economy. If we do get an infrastructure package in the next stage of our federal stimulus, the concern is whether we even have projects ready to move forward and the matching funds, if needed. We are working towards a plan for the extension of Prop 400 infrastructure funding for the MAG area. These funds have historically been for capital projects with maintenance handled by the state. Supervisor Sellers has been working with Representative Noel Campbell, Senate President Fann, and House Speaker Bowers in an attempt to advance a plan to have people pay for what they are using through an increase in our fuel tax. This is critical. This concept is supported by the trucking industry, Arizona General Contractors, all of the Chambers of Commerce and others, but it has generated very little support at our legislature. If we are going to continue to grow our economy without damaging the lifestyle that has attracted companies, and us, to this region, we need to have a long-term plan that addresses infrastructure needs along with identified funding.

QUESTIONS/COMMENTS:

Brian Campbell thanked Supervisor Sellers for his great service in all of the roles he serves, especially on the State Transportation Board. We are one of the few states with a fixed gas tax. He asked if we were to implement the changes contemplated, how far will that go to solve our revenue shortfall.

Supervisor Sellers noted that 10 cents a gallon equals between \$350 million and \$400 million a year and costs the average motorist \$5 a month. With gas right now around \$2 a gallon, why would we not do that when places like Nevada and Utah have already done it.

Mr. Campbell felt that is something we need to look at very closely in supporting and working through that issue. He liked that State Route 24 was extended all the way to Ironwood Road and into northern Pinal County. That has always been a touchy political issue and accomplishing that shows great leadership. What are the prospects for being able to do other projects in northern Pinal County that obviously benefit Mesa around the Gateway area and its connectivity, and how can we help with that?

Supervisor Sellers has been very involved with the transportation folks in Pinal County as a part of his Board function and has now developed a relationship with the County Supervisors in Pinal County. He will continue to pursue that because the area around Gateway is really impacted by what is going on in Pinal County as well. Pinal County was able to pass a sales tax initiative by a pretty wide margin to help with their funding for those kinds of projects. They are close to getting past all the lawsuits against them for that. They put some money in the bank and we just need to stay in touch with them and work together to resolve these issues.

Mr. Campbell noted the plans to extend light rail through Mesa and the long-term vision down Power Road and beyond. He asked about the light rail connectivity that could be done around Gateway.

Supervisor Sellers felt one of the really critical things we can do would be to have a rail connection between Sky Harbor and Phoenix-Mesa Gateway Airport. Not only could Gateway become a more serious reliever airport but handle the freight that will be a huge impact from the SkyBridge project. He was not sure people even grasped how significant that could be. He gives a lot of credit to the Mayor and others in Mesa for their work in making that happen.

Mr. Campbell agreed that was critical and offered EDAB's support.

Supervisor Sellers stated people often refer to him as the Regional Councilmember. We all need to support one another. Anything we bring into the East Valley, anything we do to make the East Valley stronger helps all of us.

Rich Adams echoed the previous comments and appreciated the regional view. He recalled over the years discussions about the rail connection, and Supervisor Sellers had mentioned both passengers and freight. He asked if that would mean using the existing right-of-way or track or is there another route being considered. He heard a few concepts using the existing Southern Pacific right-of-way. How would that come about? Have those conversations already started?

Supervisor Sellers stated that conversation has already started with the PIRATE project, although in dealing with the railroad, it takes a lot of negotiation and it is never an easy process. The fact that the existing right-of-way and rail can be used as a major part of the system reduces the cost down to 25% or so of what it would cost for a freestanding system. It really is a smart thing to do if we can make it happen. The people involved in that project so far have been pretty impressive.

Mr. Adams also offered assistance, either individually or as a Board.

Supervisor Sellers stated as he was leaving the State Transportation Board, he was frustrated that he had developed a lot of contacts and a lot of influence in areas that he was afraid he wouldn't be able to use. When he became a County Supervisor, the other supervisors stated he was the lead guy on transportation issues and he was pleased and excited about that.

Bill Jabjiniak thanked Supervisor Sellers for his support on the PIRATE project. He stated we're seeing entitlements along State Route 24 and lot of interest in PIRATE. He just talked to an investor out of Canada on Friday interested in foreign trade zones and access to rail. Think about all the things coming together south of the airport in southeast Mesa and how it is starting to tell a great story. The PIRATE grant request was \$24.7 million. We are anxious to see Union Pacific partner with a lot of the existing property owners and businesses out there as the demand for rail continues to grow. It was nice to have the entire federal delegation, both senators, all of the representatives, the Governor, and others really step up to support that effort. It goes back to what drives economic development--it is the investment in infrastructure. State Route 24, PIRATE, those are the things that get us ready. We are busy and active with site visits, even as we start to come out of the pandemic, because we have the infrastructure in place. He thanked Supervisor Sellers for everything he has done.

Supervisor Sellers asked if Mr. Jabjiniak and his team keep an eye on what Queen Creek is doing from a zoning standpoint that could impact the Airport.

Mr. Jabjiniak stated they were, however he has gone before the Queen Creek City Council to push back against a housing development that is right at the end of the runway on the corner of Germann and Power Roads, to no avail. We are seeing Allegiant is the major carrier at Gateway and were watching the overflight and increased traffic, but we really have not seen the impact from what SkyBridge will provide with cargo in and out of that airport. That will add a tremendous amount of traffic on both the north and south side of those runways.

Supervisor Sellers stated he was notified yesterday of a potential zoning issue at Germann and Crismon that would allow a neighborhood to be built there. That area is almost out of the noise contour, although it may still be a concern.

Mr. Jabjiniak stated that would be a concern because SRP has already sited a 230-power line along the Crismon alignment from just south of Germann north to the 24 and then over to the 202. That line is critical for our continued growth with the amount of interest we are seeing in southeast Mesa. Do we really want residential next to a 230 line?

Chair Ovando-Karadsheh asked Supervisor Sellers, as he has sat on so many different boards and after everything that has happened over the the past three months, how does he think Arizona and Maricopa County will fare in their recovery.

Supervisor Sellers felt we will do very well on a recovery. His concern is how we will do in the longer term. We are in great shape today compared to other metropolitan areas because we had the leadership 20 years ago that had a plan. He was very concerned about what people will say about him 20 years from now and he is determined to make that more positive before he is done. Right now, we don't have a plan for investing in infrastructure to maintain our lifestyle for the growth that we are seeing. We have been the fastest growing county in the US for three or four years in a row. Our lifestyle is not sustainable unless we are willing to invest. We have some work to do.

Chair Ovando-Karadsheh felt everyone would agree that infrastructure is the reason for our success, and it was through that thoughtful planning many years ago. For many years, our freeways did not seem to be at capacity, although the 202 Loop extension has really supported the growth in the southeast Valley. That is true of so many of our freeways and those have been a great selling point for us.

Supervisor Sellers advised that a presentation on the Broadway Curve had been scheduled for the East Valley Partnership Transportation Committee. That has been delayed due to the pandemic. He will keep this group in the loop when that presentation does take place as that project will impact all of us.

Chair Ovando-Karadsheh thanked Supervisor Sellers for joining the EDAB meeting and appreciated everything he has done.

6. Mesa CARES Small Business Re-emergence Grant Update

Jaye O'Donnell, Assistant Economic Development Director, stated that the Mesa CARES Small Business Reemergence Program was developed with three prongs: a grant program for immediate needs, a technical assistance program, and a marketing program.

The Financial Assistance Grant Program was open for applications for two weeks through May 24. The grant program was promoted heavily by the City of Mesa through various channels as well as by partnering with the Mesa Chamber of Commerce, Asian Chamber of Commerce, East Valley Hispanic Chamber of Commerce as well as RAIL Mesa and many other outlets. Blue Ink was the vendor that managed the online applications. Of the 2,600 requests for the application, 882 had started the application process and 846 completed and submitted the application. Those applications are still being processed and verified. Final numbers and recommendations for funding will be presented to City Council at their study session on Thursday morning.

The Small Business Technical Assistance Program will provide education, training and services to Mesa-based businesses covering a wide variety of topics and support. The assistance will be provided in a variety of formats including live webinars, recorded webinars, live Q&A sessions, and one-on-one business consulting. As websites are critical for businesses to be able to provide e-commerce or online ordering, website building is one of the services being offered. Some business need PPE and/or social distancing signage related to COVID-19 recovery efforts. We are exploring potentially having a stipend with a few sign companies and PPE companies where businesses in the program can receive those items through a voucher. Training and education will be provided by subject matter experts partnering with local business support organizations. An RFP is being processed to provide some of the classes and services in Spanish. There may also be a need for Chinese and Vietnamese subtext on some of the webinars. The grant program was a wonderful opportunity to bridge the short-term gap and provide resources for small businesses with immediate needs to help keep them afloat. Ms. O'Donnell felt the Technical Assistance Program would have the biggest effect on these small businesses by providing the fundamental tools and training to create additional sustainability for the long term. A survey of grant applicants showed that more than half wanted technical assistance. The most requested categories included marketing, design, advertising, video production, web hosting, website design and development, signage, business planning and coaching, disaster preparedness, E-commerce, financial planning, and accounting.

Applications for the Technical Assistance Program will be open on Monday, June 8, and will be much more inclusive while still focusing on businesses located in Mesa. Unlike the grant program, if a business received SBA funding through the CARES Act, they will still be eligible for Technical Assistance. Home-based businesses are also now eligible for Technical Assistance. Documentation will be required for verification, including a W-9 and one other document such as TPT license, Articles of Incorporation, or utility bill showing the business name and address. Businesses are asked to rank their preferences out of the 33 technical assistance categories so that we can funnel them to the appropriate vendor. The promotions began this week and the vendor proposals are currently being evaluated. The online application will remain open until all of the funds are deployed. After verification, applicants will receive a confirmation and draft training/service plan within 5 to 10 days. The investment for the Technical Assistance Program is \$1.5 million. The grant program had \$20 million set aside, and some of those excess funds will be repurposed for technical assistance. Businesses can apply online at www.MesaAZ.gov/CARESBizTechAssist. The call center is available Monday through Friday, 8-5.

The final phase of the Reemergence Program will run through the end of the calendar year. There will be a local marketing campaign by the City of Mesa Office of Economic Development, partnering with the Chamber of Commerce, Visit Mesa, and local marketing venues. The local campaign will highlight the industries hit the hardest—retail, restaurants, and hospitality—and we will partner with various traditional and non-traditional media outlets to promote Mesa businesses. There is \$250,000 set aside

for the local marketing campaign. In addition, there will be a tourism marketing path, as that was the first industry to be hit hard by the pandemic. Accelerating the visitor industry recovery is critical. Visit Mesa, the City's destination marketing organization, will execute these marketing efforts. They have already developed an Escape to Mesa campaign, targeting the drive markets of Utah, New Mexico, Colorado, Texas and California, offering packages with vouchers to Mesa-based businesses. Those packages will be previewed at a future City Council study session. As soon as people start booking, the campaign will be turned on.

Altogether, the Grant Program, Technical Assistance Program, and the Marketing Program make up the three-pronged approach to help businesses recover quickly and eventually become even stronger.

QUESTIONS/COMMENTS:

Jim Kasselmann asked if the city will be tracking the success rate of companies that receive either the grant or technical assistance. It would be good to see if the program resulted in the sustainability of those businesses through the end of the fiscal year.

Ms. O'Donnell stated there are plans to track the success or gather evaluations from the businesses. Surveys are being developed to be sent out to businesses 30 days after they receive the grant award to evaluate the impacts of that financing. The grant program was set up to fund rent or utility expenses for the 90 days after March 1. Those payments will be made out to the landlord or utility provider and mailed to the business applicant. We do need to provide Performance Measures on the CARES funding. The Technical Assistance program will offer a wide variety of services and we will evaluate each vendor through feedback from the businesses and adjust accordingly. Ms. O'Donnell suggested doing an immediate check-in as well as six months down the road to get a quantitative as well as qualitative pulse on the businesses.

Jeff Pitcher congratulated the City of Mesa on this great program. It really shows Mesa at its best in helping our businesses. In a meeting with GPEC a few days ago, it was this Technical Assistance Program that really caught their attention as well as other municipalities and businesses in our region. He offered the Board's assistance in providing this program to other businesses in Mesa.

Chair Ovando-Karadsheh suggested the Board members share this information on their own platforms as well as pick up the phone and call business that may be in need. A lot of people are just not aware of these programs, although the City did a fantastic job of getting the word out. She thanked Ms. O'Donnell and her team as well as others in the Office of Economic Development who have been incredibly busy launching and executing the Small Business Reemergence Program. This has been a great collaborative effort between the City, Visit Mesa, and the Chamber of Commerce working together to do the best for Mesa and our businesses.

7. Director's Update

Economic Development Director William Jabjiniak reported that starting next Monday, we will gradually start to move staff back into the office a third at a time. City Hall is still not open to the public. The City is working to provide protection measures including plexiglass and hands-free sanitizer dispensers, etc.

Supervisor Sellers had mentioned a federal BUILD Grant. The number for completing the six miles of rail extension is estimated to be in excess of \$50-60 million, possibly up to \$100 million depending on the number of different tracks and routes. The route has been roughed in and Union Pacific has really been out in front for us. We are not looking to spend any city dollars, although we have dedicated a staff person to coordinate the grant. There has been a lot of support on the national, state, regional and local level and all the property owners jumped in. That will take it from the Rittenhouse alignment near Power Road all the way to our border at Meridian. That stretch will open up a lot of development opportunities in that south part of the city. Our investment has really paid off.

Jaye O'Donnell and a good portion of the staff are running with Mesa CARES, but the rest of us are running with projects. Our staff have been able to pivot and adjust to keep things moving. Last week, we had an electric vehicle manufacturer looking at opportunities down towards Phoenix-Mesa Gateway Airport. Today, there was another project and Thursday there will be a third site visit. Two of those are electric vehicle manufacturers. We are seeing a tremendous amount of activity on Ray Road with multiple offers on some of the buildings that are up. Now we have the bigger floor plates available and the ease of access that is in demand today. We are also seeing activity in the Tech Corridor. Raging Wire has started construction activity and there are a couple other major brand names looking there as well. Falcon Field has had a lot of good activity through private investments. There is activity on Higley on multiple buildings there. At the Union, the steel is up, and the parking garage is taking shape. Tenants are now starting to circle. Despite the pandemic and office being a tough one to deal with, we are seeing some office prospects at least engage in conversations.

City Council is considering approximately \$100 million in transportation projects to put out to voters for bonding. The investment in infrastructure will pay off long-term. We don't want to burden the taxpayer, but you can get a lot accomplished at today's rates.

Mr. Jabjiniak asked Jaye O'Donnell to provide an update on a National League of Cities grant in partnership with Gilbert and Queen Creek.

Ms. O'Donnell advised that the National League of Cities (NLC) has a First Tier Suburbs grant where communities could apply to host an economic development summit selecting from a menu of topics. The summit would feature national speakers and best practices in order to vet what would work in that community. The first grant was awarded to Kansas City. NLC is partnering with TIP Strategies for data analytics and research. We learned about this grant opportunity at the end of March and the application was due April 10. During that time, we were in the throes of COVID-19 trying to figure out our service protocol for our small businesses. The topic we were interested in was Resiliency, Equity, and Inclusion. As the First Tier Suburbs Council favors regional applications, we felt it would be a huge benefit if we partnered with other municipalities in order to not duplicate services but leverage our resources and modernize our small business service line. There is a certified economic development certification (CEcD) process people go through at the International Economic Development Council and we wondered if there was something of similar weight that we could aspire to deliver in the small business development realm. We posed this to NLC along with the Towns of Queen Creek and Gilbert. They loved our application and were certainly looking at it through the lens of COVID-19. The timing could not have been better. We structured our application to frame the problem while also providing some excitement around possible solutions and what we could bring to bear as a community. The deliverable is a summit, likely a virtual summit, in September with national and local speakers who are subject matter experts on a number of topics in small business development. We also hope to have some of our current programs provide some ideas to the national attendees. In November at the NLC Annual Conference, there will be a report on what the City of Mesa and our partners did under this banner of Resiliency, Equity and Inclusion.

Councilmember Duff thanked the entire Economic Development team, and especially Jaye O'Donnell. Councilmember Duff had made the team aware of this grant and they put everything together in a few short weeks and did a stellar job. This grant will make a huge difference, especially in the state of our economy. Local businesses are the stability that keeps us going day in and day out. All of these efforts serve our City as well as our businesses.

Mr. Jabjiniak stated three years ago, we compared ourselves against a set of national standards as a department in terms of whether we had a proper marketing plan, strategic plan, resources, and whether we have done BRE work and not just attraction work and were recognized as an Accredited Economic Development Organization. We are now ready to submit for our reaccreditation before the end of June and are one of 70 international organizations that have this accreditation. He recognized the team for

doing such a great job. We are in even better shape now than we were three years ago and the reaccreditation process will be the test.

GPEC has been very active and very involved in helping their 22 member communities. Mr. Jabjiniak received a call from another member community asking about the State CARES money. They were looking to duplicate what we have put together in Mesa as we are viewed as a leader in the Valley. He asked Mr. Pitcher for an update on GPEC.

Jeff Pitcher reported that GPEC is seeing the same kind of pickup in prospects regionally that we are seeing. Their quarterly report showed 18 new prospects in April, which increased to 22 new prospects in May. Their average is 22 to 25 a month. They are seeing a lot of players reactivate their projects and move forward in the greater Phoenix area. On a regional basis, GPEC did about 10 research and marketing programs where they explored and highlighted certain industries like healthcare and global supply chain. Each of those programs had an average of 500 people in attendance. GPEC is able to do more on a regional basis, where Mesa is able to work on a small business community basis, and together, we are really serving the whole region. Things are looking up.

Mr. Jabjiniak keeps in touch with Chris Camacho, President and CEO of GPEC, and he coordinates with multiple communities to make sure we are all working together as a region. He asked Matt Likens for an update on the Healthcare Council at GPEC.

Matt Likens noted that the quarterly meeting will be happening today at 9:30 and he will provide an update at a future EDAB meeting. A lot of the focus over the last few months has been gearing up to manage COVID. He felt Arizona has fared fairly well from a national perspective as well as making sure we have enough PPE available for the healthcare workers first of all and then the industries who are starting to repopulate their offices and factories.

Brian Campbell noted one concept that was touched on is some of the changes in the economy we are seeing because of recent events. Mr. Jabjiniak mentioned the global supply chain. Historically, we had first focused on our industrial opportunities then we focused on commercial office. He asked as an organization and as a city, do we need to reevaluate our strategic vision? Do we need to look at infrastructure, as Supervisor Sellers mentioned? Do we need to look at our industrial commercial mix? This may be a time where we need to reevaluate our overall strategic vision.

Mr. Jabjiniak stated that we continually watch our strategic vision. We had a previous conversation about reshoring. GPEC is refocusing on that and our own office is looking at putting out a reshoring campaign. Reshoring is a big piece and a bigger opportunity. What we are starting to see is some regionalism and things like foreign trade zones become important. We have a military reuse zone on an airport. That is a big savings. We can create foreign trade subzones. We will never have enough industrial, and the office market is a whole different animal. We have a couple good projects; now you have to fill them. For now, that industrial market is going to lead the recovery effort and it will be those big buildings that serve the manufacturing side as well as some logistics. It was not even a year ago when they broke ground on that project in southeast Mesa, and to see the amount of activity they've had on 486,000 SF is astounding. Now we are hearing 500,000 and 600,000 SF. We have never been part of that category before. We need to have a diversified economy. A few years ago, we didn't have the industrial space. Now, we have the bigger floorplates and higher ceilings. We didn't have Class A office, and now we have a Class A building, or several. The market has changed, so you have to adapt to that but still continue to push that opportunity. Retail has been hit hard and this community has always relied heavily on retail because it is sales-tax focused. Our numbers are hanging in there because the people who are working here are still spending some money. We have to continually evaluate the strategic plan. Reshoring is going to be the big focus.

Mr. Campbell has spoken with some of the elected leaders on a regional basis, and noted they are not understanding that we may need to shift or retool some of our focus towards reshoring, towards the global supply chain, as that is where the source of the business is going to be. We needed the

industrial, we chased it. We needed the office, we chased it. We have to look at the new opportunities to chase, spurring in those new deals as they come in. He appreciated all of the guidance and leadership in that regard.

Mr. Jabjiniak stated technology and medical devices are big opportunities for us as we continue to march forward and make the community grow, not just in population. The Census estimate puts Mesa at 518,000. In July, we will have data from a different source that will probably be a little more accurate that will push that even further. That gives an idea of the amount of growth here in the number of households, but the job counts are not keeping up. That is why he fights so hard to protect some of these employment areas to be able to see the job growth that is necessary. He urged the continued dialogue with elected officials about the needs in the marketplace.

8. Other Business/Next Meeting Date

Chair Ovando-Karadsheh thanked the Board members and Ex-Officio members for the support over the last two years as she chaired this board. We have accomplished some really great things. We asked some hard questions and have brought up some sensitive points along the way, and hopefully our voices were heard. As we move forward, this Board is in fantastic hands with two amazing leaders in Jim Kasselmann and Rich Adams, who have great experience in crisis management. She is excited to sit quietly on the side now. She encouraged the Board to keep asking the hard questions and advocating for our business community and our growth. The most important thing right now moving forward is to think about the future beyond what is immediately in front of us and to start that planning that Supervisor Sellers mentioned. We are reaping the rewards of great planning from 5, 10, and 20 years ago. We really need to think ahead 5, 10, and 20 years forward now as to how to position ourselves for growth in the future. It has been a true honor to serve with such a great group of people and she is grateful to be able to continue serving the City of Mesa.

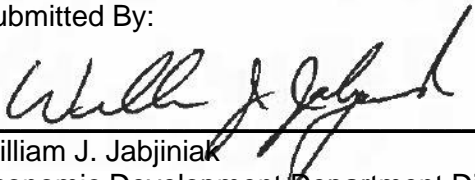
Mr. Jabjiniak thanked Chair Ovando-Karadsheh for everything she has done to lead this Board with a new direction over the last couple years. Economic development is about having a vision and laying out a course on how to get there. He is glad to still have her input on this Board.

Next Meeting: There will be no meeting in July. The next EDAB meeting will be held on August 4, 2020, 7:30 a.m. Chair Ovando-Karadsheh wished everyone a great summer.

9. Adjournment

Chair Ovando-Karadsheh adjourned the meeting at 8:45 a.m.

Submitted By:



William J. Jabjiniak
Economic Development Department Director

(Prepared by Dana Desing, TEI: 14082507)