ECONOMIC DEVELOPMENT
ADVISORY BOARD MINUTES

October 7, 2025

The Economic Development Advisory Board of the City of Mesa met in the boardroom at 120 North Center Street, on October 7, 2025, at 7:30 a.m.

BOARDMEMBERS PRESENT	BOARDMEMBERS ABSENT	STAFF PRESENT
J. Steven Beck* Michelle Genereux Charles Gregory* Amanda Kay Anthony Ruiz Frank Sanders Andrew Schreiner Susan Stephensen	Kurt D. Ferstl (excused)	Jaye O'Donnell Brent Stoddard Nick Juszczak Kim Lofgreen Maribeth Smith Rob Stirling Benjamin Snow Sarah Tolar

EX-OFFICIO MEMBERS PRESENT	EX-OFFICIO MEMBERS ABSENT	GUESTS
Richard Blake* Sonny Cave* Mark Drayna Sally Harrison Natascha Ovando-Karadsheh	Mark Freeman, Mayor (excused) Scott Butler, City Manager (excused)	Jackie Orcutt

(*Participated in the meeting via video conference equipment)

1. Call meeting to order.

Chair Michelle Genereux called the meeting to order at 7:30 a.m.

Chair Genereux excused Board members Beck and Kay from the beginning of the meeting; they arrived at 7:32 a.m. and 7:37 a.m., respectively.

2. Items from Citizens Present.

There were no items from citizens present.

3. Approval of minutes from the September 2, 2025, Economic Development Advisory Board meeting.

It was moved by Board member Frank Sanders, seconded by Board member Anthony Ruiz, that the September 2, 2025, Economic Development Advisory Board meeting minutes be approved.

Upon tabulation of votes, it showed:

AYES – Genereux-Gregory-Ruiz-Sanders-Schreiner-Stephensen
NAYS – None
ABSENT – Beck-Ferstl-Kay

Chair Genereux declared the motion carried unanimously.

4. Hear an industrial market update presentation, followed by a discussion.

Jackie Orcutt, Executive Vice President with CBRE, provided a comprehensive overview of the industrial real estate market across the Greater Phoenix area, with a focus on the Southeast Valley.

She noted that the Southeast Valley continued to experience rapid population growth, an expanding housing base, and strong educational and workforce training infrastructure. In contrast, the Southwest Valley was largely dominated by 3PL, e-commerce, and big-box distribution users. The Southeast Valley had a more educated workforce and was growing at a faster rate, attracting global industry leaders such as Boeing, Intel, and other aerospace manufacturers.

Ms. Orcutt reported that the Greater Phoenix industrial market totaled approximately 441 million square feet, with annual growth increasing from 10 million square feet to 30 million square feet in recent years. The Southwest Valley accounted for approximately 30 million vacant square feet or 15.1%, while the Southeast Valley had 14 million vacant square feet or 14.5%.

Approximately 9.6 million square feet were delivered in 2024 in the Mesa Gateway submarket, resulting in a total vacancy rate of 36.5%. At peak market in 2022 the vacancy rate was lower than 2%. The composition of available buildings was noted to be shifting, with higher vacancy rates in the 100,000–200,000 square foot range. The 0–25,000 square foot buildings are expected to lease quickly. Larger 200,000+ sq. ft. buildings had performed surprisingly well, with several leases and letters of intent in place.

Between 2022 and 2023, the submarket saw a 131.25% increase in total transaction volume due to lack of product. Since then, Mesa Gateway transaction volume has steadily increased to 8 – 12.5% annually. So far, there have been 78 transactions over 200,000 square feet or more than 8 times as many as last year. In 2025, total absorption in the Mesa Gateway area was projected at 4 million square feet.

User analysis showed 70.5% specialized manufacturing and 29.5% general warehousing tenants. Currently, there are 35 manufacturing/high-tech/aerospace tenants looking at an average size of 220,000 square feet. This significant activity is driven by major employers such as LG and Gulfstream whose facilities were expected to catalyze supplier growth in 2026.

Ms. Orcutt summarized absorption trends, projecting that buildings under 50,000 square feet would likely be absorbed by end of 2026, while 200,000+ square feet product would also lease steadily. However, mid-size buildings (50,000–199,999 square feet)—currently representing 43 vacant buildings—could take two to three years to absorb.

She emphasized that workforce quality, education, and training availability remained primary drivers of tenant demand. Building availability, power capacity and infrastructure were also major considerations for large users.

Board member Sonny Cave inquired about alternative and renewable energy integration.

Ms. Orcutt confirmed that national and international companies increasingly sought renewable energy options and considered solar and gas generation for supplemental power. She noted that typical manufacturing sites required 3,600 amps, with some projects demanding 5 MW or higher. Coordination with SRP and APS was ongoing to meet long-term industrial energy demands. Sr. Project Manager Nick Juszczak added that on-site solar was limited by roof area, noting that five acres were required to generate one megawatt.

Economic Development Director Jaye O'Donnell inquired about companies delaying or relocating projects due to power constraints. Ms. Orcutt confirmed that while a few had moved out of state, most were waiting in queue for power allocation rather than leaving the market. (See pages 1-15 in Attachment 1)

5. <u>Hear a presentation on the City of Mesa Workforce Development Strategic Plan, followed by a discussion.</u>

Sarah Tolar, City of Mesa Education and Workforce Administrator, and Benjamin Snow, City of Mesa Deputy Economic Development Director, presented an update on the City of Mesa Workforce Strategic Plan previously developed 3 years ago. The initiative focused on aligning education, business, and workforce development strategies to strengthen Mesa's economy and talent base. City of Mesa stakeholders include job seekers, employers, business and industry, educators, students, and non-profits. Each has different priorities and needs.

Strategic priorities include supporting workforce alignment and growth, building intentional connections, enhancing internal workforce development opportunities, and improving post-secondary attainment. Mesa continuously assesses workforce needs to ensure job seekers and employers are equipped with the right tools and information. Strategies include identifying barriers and gaps, disseminating information, making data-driven decisions, and informing stakeholders. The City of Mesa's role as a convener includes acting as the liaison and connector for Mesa job seekers, employers, and educators. Expanding internal workforce development programs for City employees, including tuition reimbursement, employee resource groups, apprenticeships, and internships. Programs such as Mesa College Promise and Read On Mesa early literacy initiatives are supporting Mesa's goal to reach 60% post-secondary attainment by 2030.

Board members provided positive feedback, emphasizing the importance of maintaining cross-sector collaboration and highlighting Mesa's leadership in workforce innovation. (See pages 1-16 in Attachment 2)

6. <u>Hear a presentation on the Office of Economic Development Brand Refresh, followed by a discussion.</u>

Kim Lofgreen, the Office of Economic Development's Marketing and Business Development Manager, introduced a new branding framework and PowerPoint template for the Office of Economic Development. The branding project included market research, stakeholder interviews, and analysis of Mesa's differentiators, challenges, and opportunities.

Mr. Lofgreen shared the brand message and voice, as well as new vision and mission statements. Value propositions were categorized by the type of business, partners and retailers and aimed to promote Mesa as a connected, collaborative, and forward-looking business destination.

Examples of unique positioning included:

- Mesa has an openness to growth, a helpful economic development group, and the ability to adapt and scale to meet business needs.
- Mesa benefits from strong regional labor pools and proximity to STEM education assets (ASU Polytechnic, community colleges).

- Mesa's location is seen as strategic within Greater Phoenix, offering airport proximity, access to transportation networks, and geographic advantages for logistics and aviation.

An example of objectives included:

- The Mesa Office of Economic Development's new brand messaging will reflect the city's entrepreneurial spirit, cultural diversity, and leadership in key sectors like advanced manufacturing, healthcare, and education. By highlighting what makes Mesa unique, the brand will position the city as a vibrant, future-ready destination for investment, talent, and innovation within the Greater Phoenix region.

The proposed tagline, "Mesa Works," was well-received, with participants noting its flexibility across audiences. Visual materials, including website mockups, digital ads, and brochures, were displayed.

Board members Natascha Ovando-Karadsheh and Frank Sanders recommended emphasizing metrics, incentives, and data visibility in future marketing collateral. Board member Cave suggested integrating sustainability messaging into the brand narrative, highlighting Mesa's efforts to mitigate heat and promote renewable energy adoption.

Mr. Lofgreen will take these recommendations under advisement and develop industry-specific landing pages with key data and talking points for site selectors. (See pages 1 – 29 in Attachment 3)

In response to a comment about incentives, Director O'Donnell provided an overview of Mesa's current economic development incentives, noting ongoing challenges due to state-level restrictions such as the gift clause. She highlighted the success of performance-based development agreements like Medina Station, which leveraged public infrastructure reimbursement tied to tangible outcomes.

Board members agreed on the importance of communicating Mesa's competitive tax structure and emphasizing workforce and location advantages as part of its economic narrative.

7. Economic Development Director's current events summary including conferences attended.

Director O'Donnell highlighted upcoming ribbon cuttings and groundbreakings including KTR (Kids that Rip) at Cannon Beach - the ultimate indoor action sports playground, Miniso located in the Mekong Plaza expansion, the FlightSafety International groundbreaking, and the XNRGY ribbon cutting.

Ms. O'Donnell commented on a recent international sales mission to SEMICON Taiwan with the Arizona Commerce Authority. The delegation visited the TSMC Newcomer Training Center, which opened in 2021, and trained 56,000 individuals over the past four years. The delegation also provided community pitches to Taiwanese companies and spoke about the differences in building and operating in Arizona versus Taiwan. Wednesday through Friday the delegation attended SEMICON Taiwan. There were 1,200 exhibitors. China Airlines and Starlux announced direct flights between Taiwan and Phoenix beginning in December and January. The Office of Economic Development is working with the Arizona Commerce Authority on a mission to SEMICON Japan in December with city leadership. Representatives from the Office of Economic Development are attending SEMICON West this week. California and Arizona will alternate hosting the conference annually. Day one attendance in Phoenix included more than 20,000 attendees.

Board member Sanders shared that he was speaking at SEMICON West this afternoon.

At the recent International Economic Development Council (IEDC) Conference the department was recognized in the gold category for best print brochure - Asian District. Ms. O'Donnell reported FY25/26 business attraction achievements which included 16 company locates, 1,700 jobs with an average wage of $72,000, and $8.5M in capital investment.

8. Introduction of new business to be discussed at a future meeting.

No new business.

Chair Genereux shared that Board member Amanda Kay was moving to Texas and thanked her for her service on the Board.

9. Schedule of meetings.

The next Economic Development Advisory Board meeting is scheduled for November 4, 2025.

9. Adjournment.

Without objection, the Economic Development Advisory Board meeting adjourned at 9:07 a.m.

I hereby certify that the foregoing minutes are a true and correct copy of the minutes of the Economic Development Advisory Board meeting of the City of Mesa, Arizona, held on the 7th day of October 2025. I further certify that the meeting was duly called and held and that a quorum was present.

Submitted by:

Jaye O'Donnell
____
Jaye O'Donnell
Economic Development Director

ms
(Attachments – 3)

Economic Development Advisory Board
October 7, 2025
Attachment 1
Page 1 of 15

INDUSTRIAL MARKET UPDATE

October 7, 2025

Mesa, Arizona

mesa·az

CBRE

Why Mesa?

Southeast Valley

Largest Occupiers

intel
7,164,174 SF

BOEING
1,350,000 SF

1,328,075 SF

LOWE'S
1,191,000 SF

960,000 SF

PROJECT X
500,000 SF

XNRGY
960,000 SF

Population

2,170,508
WITHIN A 30 MIN DRIVE OF DOWNTOWN MESA

36.8
MEDIAN AGE

502,765
EMPLOYMENT BASE

631,049
DAYTIME WORKERS

1,234,091
CIVILIAN LABOR FORCE

Education

25.9%
BACHELORS DEGREE

14.5%
GRADUATE DEGREE

17.9%
HIGH SCHOOL

Wages

$86,364
MEDIAN HOUSEHOLD INCOME

$118,017
AVERAGE HOUSEHOLD INCOME

Education

ASU POLYTECHNIC CAMPUS
10K
STUDENTS

evit CAREER AND COLLEGE PREP
7.3K
STUDENTS

CHANDLER-GILBERT COMMUNITY COLLEGE
20K
STUDENTS

Airport

Mesa Gateway Airport
2M
PASSENGERS
2024-2025 Fiscal Year

Why Mesa?

Southwest Valley

Largest Occupiers

amazon
7,436,010 SF

Walmart
2,700,000 SF

pepsi
1,894,000 SF

TARGET
1,623,000 SF

Marshalls
1,500,000 SF

Largest Owners

PROLOGIS

COHEN Asset Management, Inc.

starwood Hotels and Resorts

Blackstone

HARRISON PROPERTIES

Population

1,012,646
TOTAL POPULATION

32
MEDIAN AGE

206,540
EMPLOYMENT BASE

261,773
DAYTIME WORKERS

454,538
CIVILIAN LABOR FORCE

Education

14.5%
BACHELORS DEGREE

7.7%
GRADUATE DEGREE

24%
HIGH SCHOOL

Wages

$78,082
MEDIAN HOUSEHOLD INCOME

$100,205
AVERAGE HOUSEHOLD INCOME

Greater Phoenix Submarket Vacancy

	Existing Properties				Under Construction & Completed			Absorption				Asking
		Total	Vacant	Vacant	U/C	Completed	Completed	Gross	Gross	Net	Net	NNN
Area	#	NRA	SF	%	SF	Qtr 2	YTD	Qtr 2	YTD	Qtr 2	YTD	Avg
Pinnacle Peak	18	1,357,947	16,324	1.2%	0	0	0	4,556	4,556	4,556	0	$ 1.21
Sun City	51	2,175,122	226,651	10.4%	114,543	0	0	79,826	82,174	10,276	19,260	$ 1.40
North Glendale	32	750,043	34,348	4.6%	0	0	0	10,663	11,913	-5,168	-19,214	$ 1.30
Deer Valley	541	17,912,920	1,696,082	9.5%	255,158	414,864	717,990	338,860	707,780	208,591	356,848	$ 1.35
Grand Avenue	294	12,084,056	500,468	4.1%	292,751	0	0	164,323	209,085	-3,173	51,054	$ 0.73
North Black Canyon	165	4,200,869	493,361	11.7%	0	0	0	50,568	96,153	-6,594	7,837	$ 1.00
West Phoenix	620	14,342,829	545,266	3.8%	0	0	0	99,957	170,749	-71,407	-156,172	$ 0.85
Northwest Valley	**1,721**	**52,823,786**	**3,512,500**	**6.6%**	**662,452**	**414,864**	**717,990**	**748,753**	**1,282,410**	**137,081**	**259,613**	**$ 1.11**
Glendale	70	6,321,925	817,675	12.9%	772,320	311,660	311,660	5,070	80,925	-41,140	-178,455	$ 1.25
North Goodyear	157	55,700,656	16,358,088	29.4%	150,615	0	6,706,334	918,371	2,144,211	1,154,599	1,909,320	$ 0.77
South Goodyear	139	26,420,689	5,433,923	20.6%	1,222,549	0	0	1,197,083	2,046,792	938,701	1,099,003	$ 0.92
Tolleson	233	47,347,369	1,579,113	3.3%	230,232	0	0	1,112,553	2,707,436	153,534	-196,782	$ 0.79
Southwest Phoenix	717	54,188,340	4,515,932	8.3%	926,198	0	129,138	983,826	1,386,324	88,142	-20,389	$ 0.89
Buckeye	17	8,086,091	1,301,371	16.1%	162,000	0	0	0	641,906	0	641,906	$ -
Southwest Valley	**1,333**	**198,065,070**	**30,006,102**	**15.1%**	**3,463,914**	**311,660**	**7,147,132**	**4,216,903**	**9,007,594**	**2,293,836**	**3,254,603**	**$ 0.84**
South Central Phoenix	496	17,708,832	700,910	4.0%	357,721	0	0	230,277	516,495	20,489	-68,537	$ 1.05
North Airport	396	13,547,058	483,514	3.6%	659,917	0	0	216,272	266,230	86,294	54,781	$ 1.16
South Airport	640	20,216,237	784,314	3.9%	216,800	0	0	358,622	463,494	-134,213	-164,794	$ 1.14
Northwest Tempe	321	10,527,586	790,398	7.5%	162,967	0	0	103,786	150,706	-214,811	14,823	$ 1.18
Southwest Tempe	371	12,003,189	704,703	5.9%	171,025	0	0	180,979	256,882	-57,642	-117,120	$ 0.89
Airport Area	**2,224**	**74,002,902**	**3,463,839**	**4.7%**	**1,568,430**	**0**	**0**	**1,089,936**	**1,653,807**	**-299,883**	**-280,847**	**$ 1.14**
Central Phoenix	84	2,406,855	73,862	3.1%	0	0	0	56,040	65,465	25,198	13,920	$ 1.09
Scottsdale Airpark	355	6,999,582	532,771	3.3%	0	243,360	243,360	98,865	175,427	-49,298	-96,720	$ 1.65
Scottsdale	120	4,490,630	78,904	1.8%	305,375	0	0	38,018	43,571	25,233	24,890	$ 1.71
Salt River	10	158,921	3,219	2.0%	0	0	0	1,263	1,263	-1,956	-1,956	$ 1.07
Northeast Valley	**569**	**14,055,988**	**688,756**	**4.9%**	**305,375**	**243,360**	**243,360**	**194,186**	**285,726**	**-823**	**-59,866**	**$ 1.57**
East Tempe	239	4,837,023	135,365	2.8%	693,678	0	0	24,706	56,804	-51,785	-32,616	$ 1.28
Mesa	199	5,585,976	205,548	3.7%	0	0	0	126,248	203,259	61,391	-39,105	$ 0.98
Falcon Field	113	5,470,212	379,633	6.9%	301,311	96,143	149,788	96,862	110,581	37,440	35,176	$ 1.38
Apache Junction	4	128,918	0	0.0%	0	0	0	0	0	0	0	$ -
Phoenix Mesa Gateway	267	27,217,884	9,944,551	36.5%	2,473,858	878,459	1,053,459	1,603,688	2,516,943	1,617,833	2,541,043	$ 1.18
Gilbert	563	15,627,305	386,318	2.5%	36,705	304,723	304,723	260,094	380,476	291,170	177,421	$ 1.24
Chandler Airport	116	9,291,145	1,476,784	15.9%	432,098	0	68,095	323,283	434,672	297,766	384,422	$ 1.68
Chandler	537	34,710,019	2,408,823	6.9%	606,432	0	0	444,365	680,263	-16,621	-116,948	$ 1.25
Southeast Valley	**2,038**	**102,868,482**	**14,937,022**	**14.5%**	**4,544,082**	**1,279,325**	**1,576,065**	**2,879,246**	**4,382,998**	**2,237,194**	**2,949,393**	**$ 1.26**
Total	**7,885**	**441,816,228***	**52,608,219**	**11.9%**	**10,544,253**	**2,249,209**	**9,684,547**	**9,129,024**	**16,612,535**	**4,367,405**	**6,122,896**	**$ 1.08**

* CBRE recently audited and updated our Industrial Inventory to align closer with National Research standards. This resulted in a change of NRA compared to previous reports.

New Constrction & Vacancies

Vacant Availabilities

Size Range	Total # Vacancies	Total SF
0-25K SF	28	280,062
25-50K SF	11	394,237
50-100K SF	17	1,335,549
100-150K SF	15	1,809,215
150-200K SF	11	1,977,515
200-250K SF	6	1,268,970
250-300K SF	3	804,801
300K SF +	2	963,829

93
Total # Vacancies

8,834,178
Total Vacancy SF

Mesa Gateway Historical Deliveries by Size

	2023 Deliveries	
Range	# of Buildings	Total SF
0-100KSF	38	1,513,251
100KSF-200KSF	12	1,631,914
200KSF-400KSF	8	2,010,752
400KSF+	1	1,263,080
	2023 Total	**6,418,997**

	2024 Deliveries	
Range	# of Buildings	Total SF
0-100KSF	33	1,671,542
100KSF-200KSF	24	3,490,125
200KSF-400KSF	12	2,979,572
400KSF+	3	1,501,258
	2024 Total	**9,642,497**

	2025 Deliveries	
Range	# of Buildings	Total SF
0-100KSF	26	1,416,404
100KSF-200KSF	4	489,990
200KSF-400KSF	4	1,069,108
400KSF+	1	1,254,194
	2025 Total	**4,229,696**

2,473,858
Total Under Construction

Transaction Breakdown

Mesa Gateway Transactions | By Count

2025 Size	PHX	SEV	PMGA
10K SF - 50K SF	153	59	21
50K SF - 100K SF	35	14	5
100K SF - 200K SF	9	1	1
200K SF - 400K SF	26	7	7
400K SF+	9	1	1
TOTAL:	232	82	35

Between 2022 and 2023 there was a **131.25%** increase in total transaction volume due to lack of product.

Since then, Mesa Gateway transaction volume has steadily increased to **8-12.5%** annually.

So far, there have been 78 transactions over 200K SF. More than **8 times** as many as last year.

2024 Size	PHX	SEV	PMGA
SUB 100K SF	273	92	31
100K SF - 200K SF	27	10	7
200K SF - 400K SF	14	2	2
400K SF+	14	0	0
TOTAL:	328	104	40

2022 Size	PHX	SEV	PMGA
SUB 100K SF	123	62	9
100K SF - 200K SF	43	15	6
200K SF - 400K SF	15	5	0
400K SF+	19	1	1
TOTAL:	200	83	16

2023 Size	PHX	SEV	PMGA
SUB 100K SF	213	75	30
100K SF - 200K SF	30	7	5
200K SF - 400K SF	13	1	1
400K SF+	6	1	1
TOTAL:	262	84	37

2021 Size	PHX	SEV	PMGA
SUB 100K SF	232	194	34
100K SF - 200K SF	33	4	2
200K SF - 400K SF	17	2	2
400K SF+	13	0	0
TOTAL:	295	200	38

Transaction Breakdown

By Count

2025 Size	PHX	SEV	PMGA
10K SF - 50K SF	3,417,721	1,334,269	534,059
50K SF - 100K SF	2,512,219	1,000,639	331,658
100K SF - 200K SF	1,388,099	151,264	151,264
200K SF - 400K SF	7,068,182	1,581,918	1,581,918
400K SF+	6,484,221	500,000	500,000
TOTAL:	**20,870,442**	**4,568,090**	**3,098,899**

In 2025 we are on track to sign more than **4M SF** of transactions with an average size of **115,000 SF**, supported by larger deals.

2024 Size	PHX	SEV	PMGA
SUB 100K SF	8,009,135	2,828,587	1,008,898
100K SF - 200K SF	3,581,377	1,260,375	878,135
200K SF - 400K SF	3,597,514	499,876	499,876
400K SF+	10,288,312	-	-
TOTAL:	**25,476,338**	**4,588,838**	**2,386,909**

2022 Size	PHX	SEV	PMGA
SUB 100K SF	5,595,602	2,092,075	353,011
100K SF - 200K SF	5,837,944	1,942,461	871,382
200K SF - 400K SF	4,155,891	1,300,988	0
400K SF+	12,394,391	1,194,623	1,194,623
TOTAL:	**27,983,828**	**6,530,147**	**2,419,016**

2023 Size	PHX	SEV	PMGA
SUB 100K SF	7,042,630	2,254,836	963,234
100K SF - 200K SF	4,189,765	1,013,255	710,303
200K SF - 400K SF	3,740,456	353,665	353,665
400K SF+	4,858,580	1,263,080	1,263,080
TOTAL:	**19,831,431**	**4,884,836**	**3,290,282**

2021 Size	PHX	SEV	PMGA
SUB 100K SF	10,177,416	6,609,074	1,213,179
100K SF - 200K SF	4,198,262	474,786	260,348
200K SF - 400K SF	4,371,008	485,726	485,726
400K SF+	8,925,215	0	0
TOTAL:	**27,671,901**	**7,569,586**	**1,959,253**

Mesa Gateway Leases

Year-to-Date 2025

#1 **PROJECT X**
500,000 SF
Skybridge Arizona

#2 XNRGY
377,401 SF
Centris Industrial

#3 hims & hers
289,462 SF
Palm Gateway Logistics

#4 HADRIAN™
270,000 SF
The Cubes

Property Name	Project Total SF	Tenant	Area Leased	Signed Date	% Project Available	Industry
Skybridge Arizona - Phase I Building 2	500,000	**Project X**	500,000	6/17/25	0%	Hight-Tech Manufacturing
Centris Industrial at Mesa - Building B	421,682	**XNRGY Climate Systems**	377,401	6/30/25	0%	Hight-Tech Manufacturing
Palm Gateway Logistics Center - Building 4	611,496	**HIMS**	289,462	1/17/25	53%	Life Science
XNRGY BTS	275,000	**XNRGY Climate Systems**	275,000	4/15/2025	0%	Hight-Tech Manufacturing
The Cubes at Mesa Gateway - Building A	1,802,080	**Hadrian**	270,000	7/2/25	15%	Hight-Tech Manufacturing
Power 202 Logistics - Building 4	542,498	**Swire Coca-Cola, USA**	239,120	3/11/25	51%	Food and Beverage
The Landing	1,462,825	**Sonepar Mountain Holdings**	235,094	8/22/25	7%	Manufacturing
Hub at 202 - Phase I - Building 3A	1,505,053	**Strive Pharmacy**	223,442	8/12/25	59%	Life Science
Superstition Commerce Park - Building D	962,454	**Science of Skincare**	94,184	2/11/25	78%	Consumer Products
Elliot Gateway - Building A	517,264	**Bob Dale Gloves & Imports**	80,648	9/11/25	91%	Manufacturing
The Landing	1,462,825	**Fujifilm Electronic Materials**	53,716	4/7/25	7%	Hight-Tech Manufacturing
Elliot 94 - Building A	214,548	**Abbott Label**	50,509	5/7/25	0%	Manufacturing
Advanced Industrial Center - Building 3	335,066	**Carter Architectural Panels**	44,980	5/6/25	0%	Construction/Building Materials
Superstition Commerce Park - Building F	962,454	**Gift Health**	42,770	8/7/25	78%	Life Science
Eastmark Center of Industry - Building A	1,641,352	**Rexel**	42,083	4/7/25	97%	Transportation/Distribution
Superstition Commerce Center	138,618	**Mygrant Glass Company, Inc.**	40,503	5/1/25	0%	Transportation/Distribution
Advanced Industrial Center - Building 3	335,066	**Floworks International**	34,920	4/4/25	0%	Manufacturing

Mesa Gateway Leases (cont.)

Year-to-Date 2025

#1 **PROJECT X**
500,000 SF
Skybridge Arizona

#2 XNRGY
377,401 SF
Centris Industrial

#3 hims & hers
289,462 SF
Palm Gateway Logistics

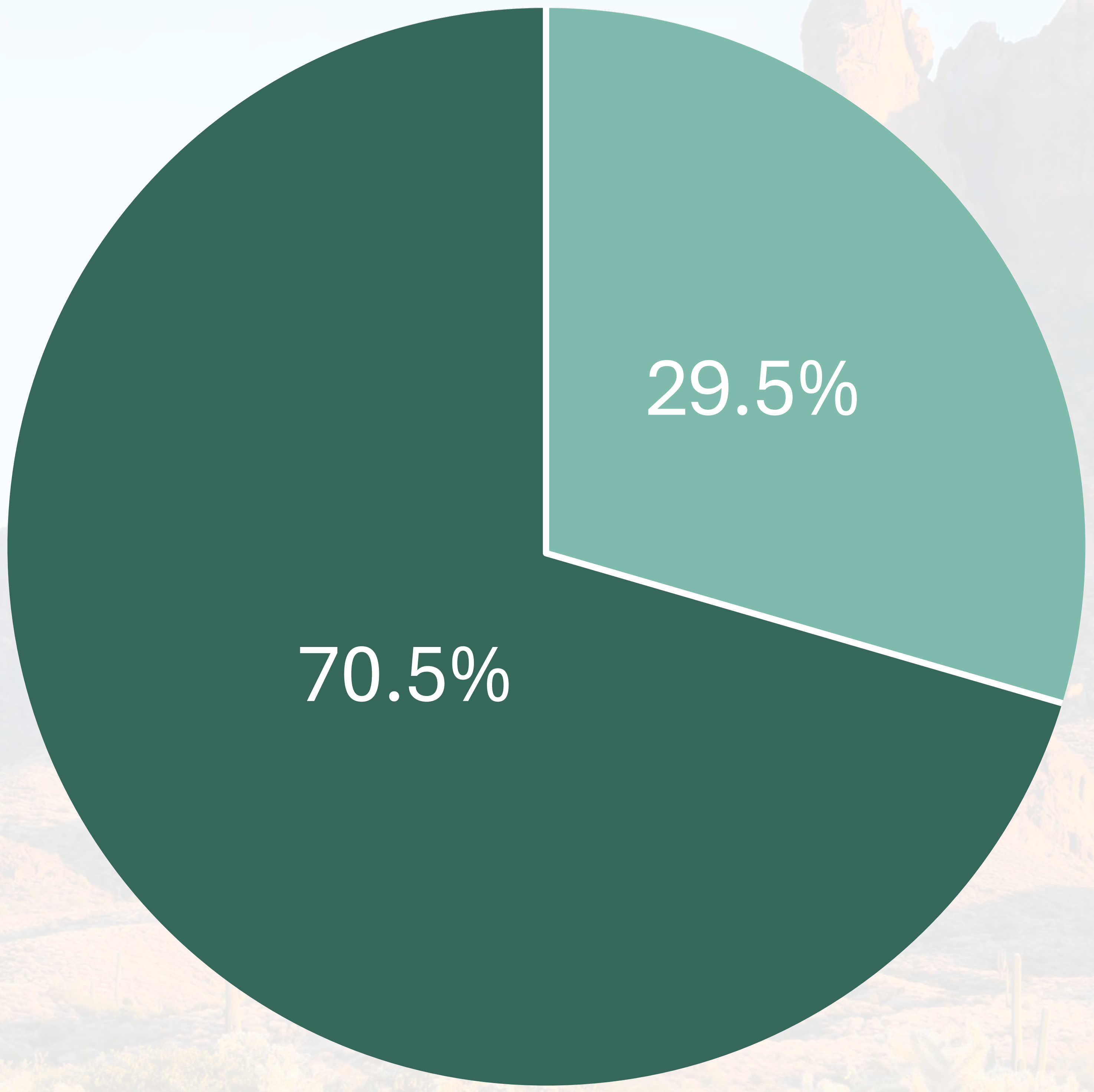
#4 HADRIAN™
270,000 SF
The Cubes

Property Name	Project Total SF	Tenant	Area Leased	Signed Date	% Project Available	Industry
Power Gateway 202 - Building B	266,118	**Owl Vans**	33,298	5/15/25	38%	Manufacturing
Pursuit Park- Building 2	896,281	**Apex Power Conversion**	31,290	4/30/25	97%	Hight-Tech Manufacturing
Germann Commerce Center - Building D	377,900	**AZ Dynamics**	29,120	1/16/25	81%	Other
Gateway Technology Commerce Center - Building A	138,914	**East Coast Contractors**	27,172	6/26/25	0%	Construction/Building Materials
Advanced Industrial Center - Building 2	335,066	**Shift Speed Shop**	26,911	5/15/25	0%	Automotive/Aerospace
Elliot Tech Center - Building B	247,398	**Arvida Labs**	25,148	5/1/25	55%	Life Science
Superstition Commerce Park - Building F	962,454	**Gio Design**	24,602	9/23/25	78%	Consumer Products
The Pointe at Power Marketplace	92,310	**Fun Factory**	18,372	5/19/25	30%	Consumer Products
Power Gateway 202 - Building B	266,118	**Matterhorn Industries**	16,341	5/21/25	38%	Manufacturing
Hawes Commerce Park - Building 1	154,282	**New Level Contracting**	16,204	8/26/25	74%	Construction/Building Materials
The Brickyards on Ellsworth - Building 2	603,459	**DBZ Enterprises**	15,509	4/22/25	84%	Manufacturing
Germann Commerce Center - Building B	377,900	**Stone Fox Properties**	14,480	5/21/25	81%	Construction/Building Materials
The Brickyards on Ellsworth - Building 1	603,459	**Turf It**	12,177	4/22/25	84%	Construction/Building Materials
Power Commerce Center - Building 3	146,052	**Heartland Emergency Essentials**	12,171	2/1/25	25%	Consumer Products
The Brickyards on Ellsworth - Building 1	603,459	**The Flooring Outfit**	11,389	4/9/25	84%	Construction/Building Materials

Total Area Leased: 2,933,016 SF **Total Deal Count: 31 Deals** **Average Deal Size: 94,613 SF**

Mesa Gateway User Types

SEV & Valleywide September 2025



■ Specialized Users ■ General Warehousing

*Not including Lowes & Amazon +1M SF deals

Specialized Users

DSV
Gulfstream
dexcom
hims & hers
Super Radiator Coils
Li-Cycle
MAGNA
HYUNDAI
Swire Coca-Cola
PROJECT X
KOMATSU

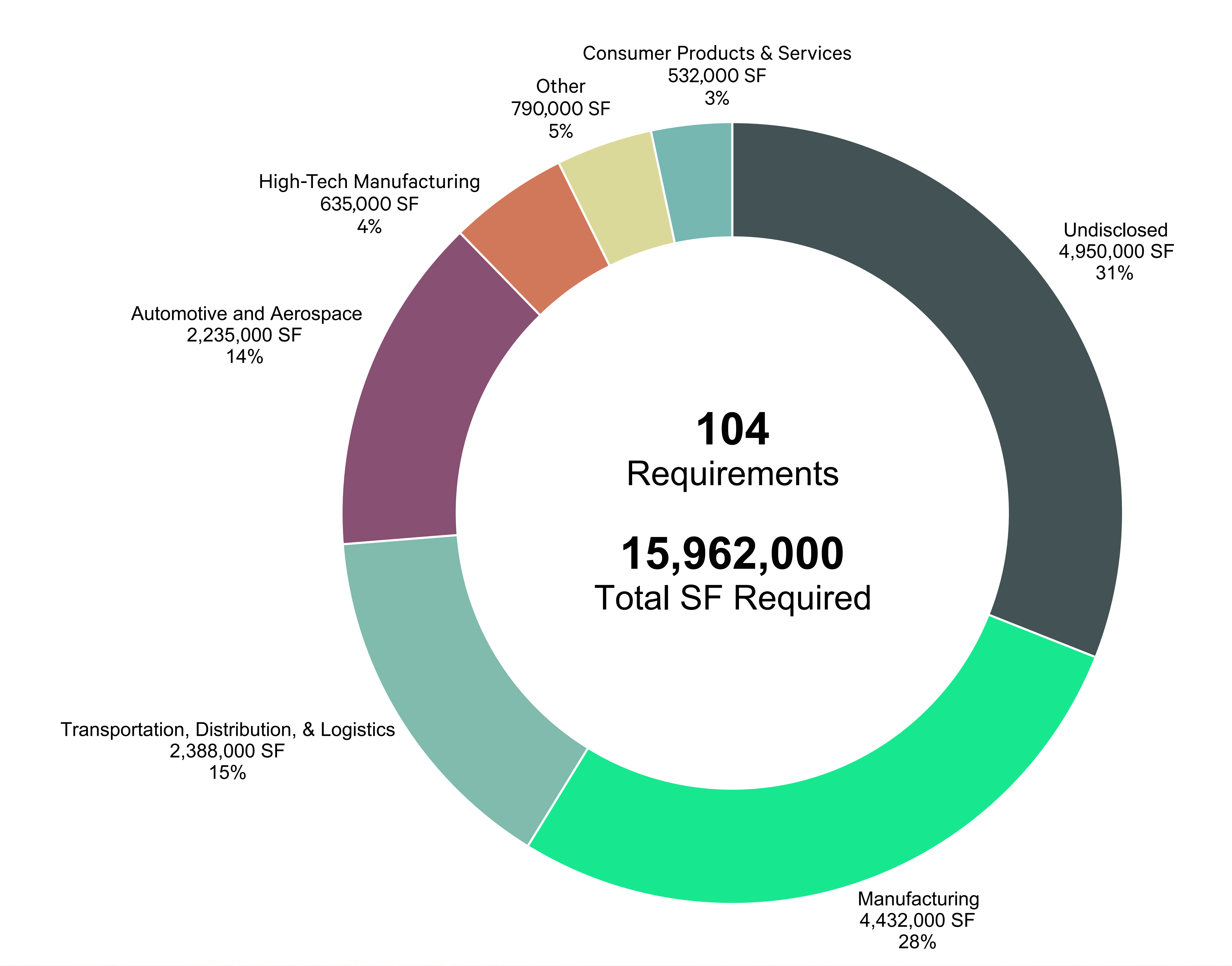
General Warehousing

amazon
URBAN OUTFITTERS
LOWE'S
DPR CONSTRUCTION
ARROW

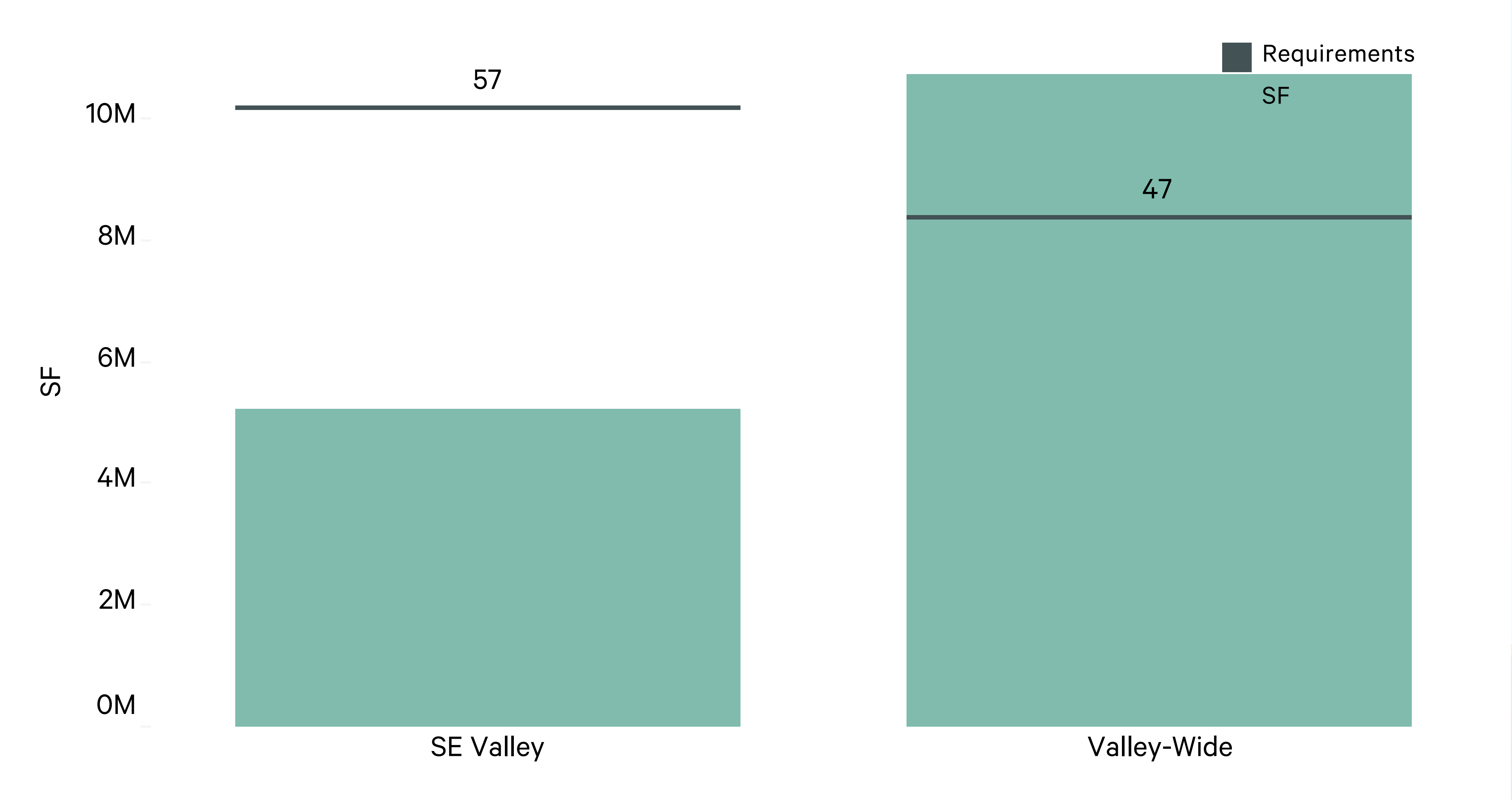
Tenants in the Market

SEV & Valleywide September 2025

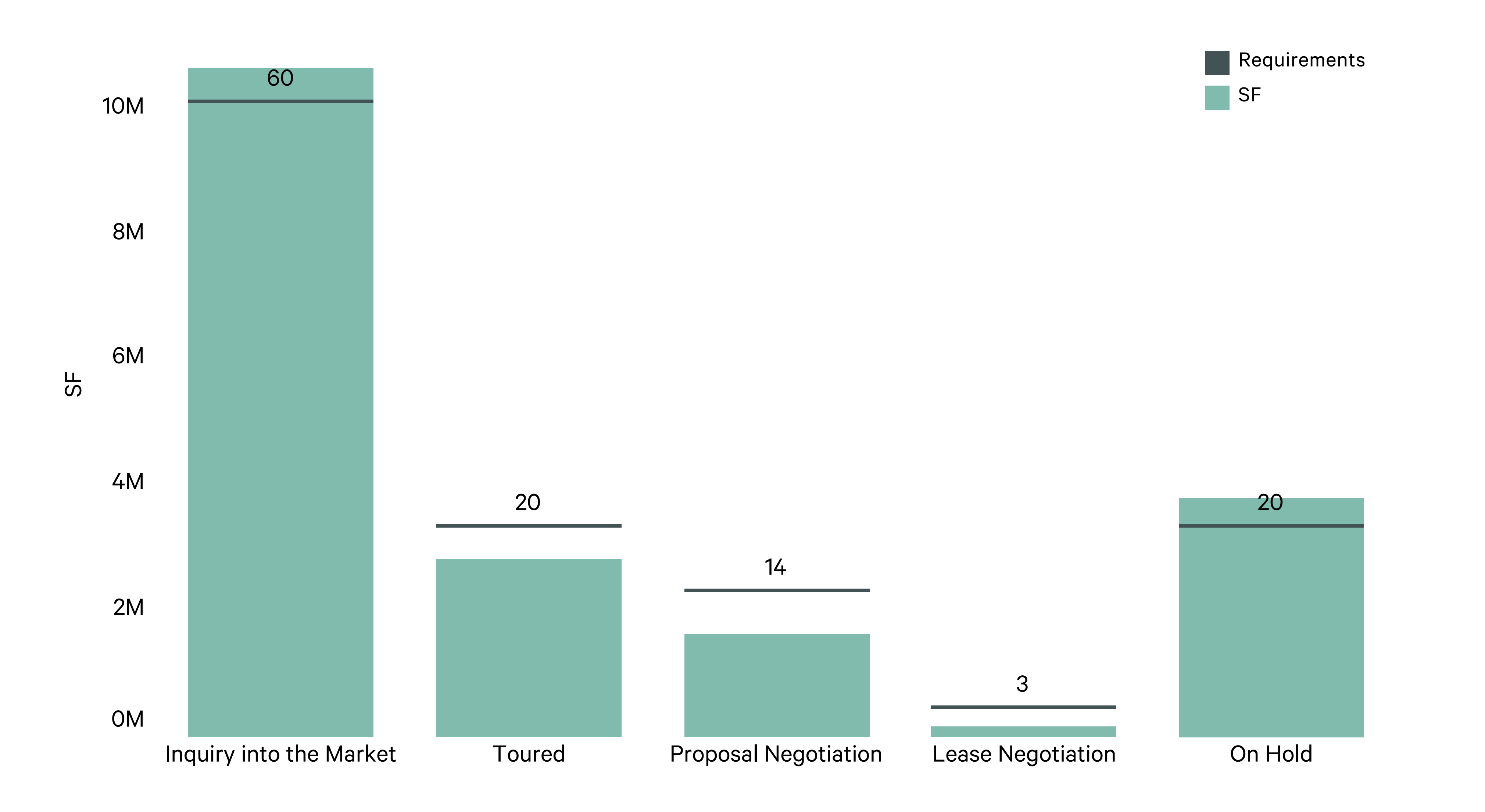
Industry Demand



Target Submarket



Current Deal Status



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October 7, 2025
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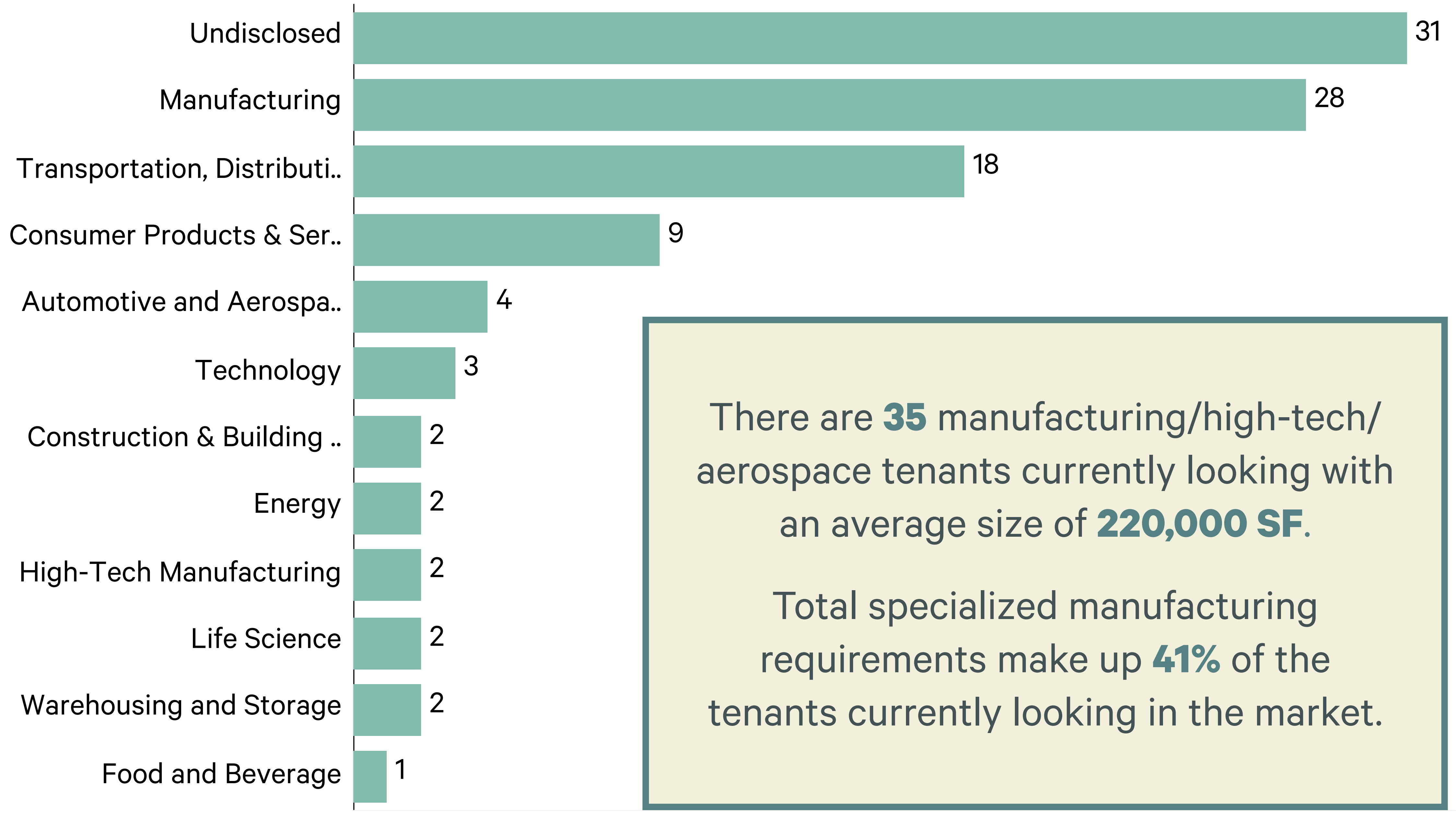
Tenants in the Market

SEV & Valleywide September 2025

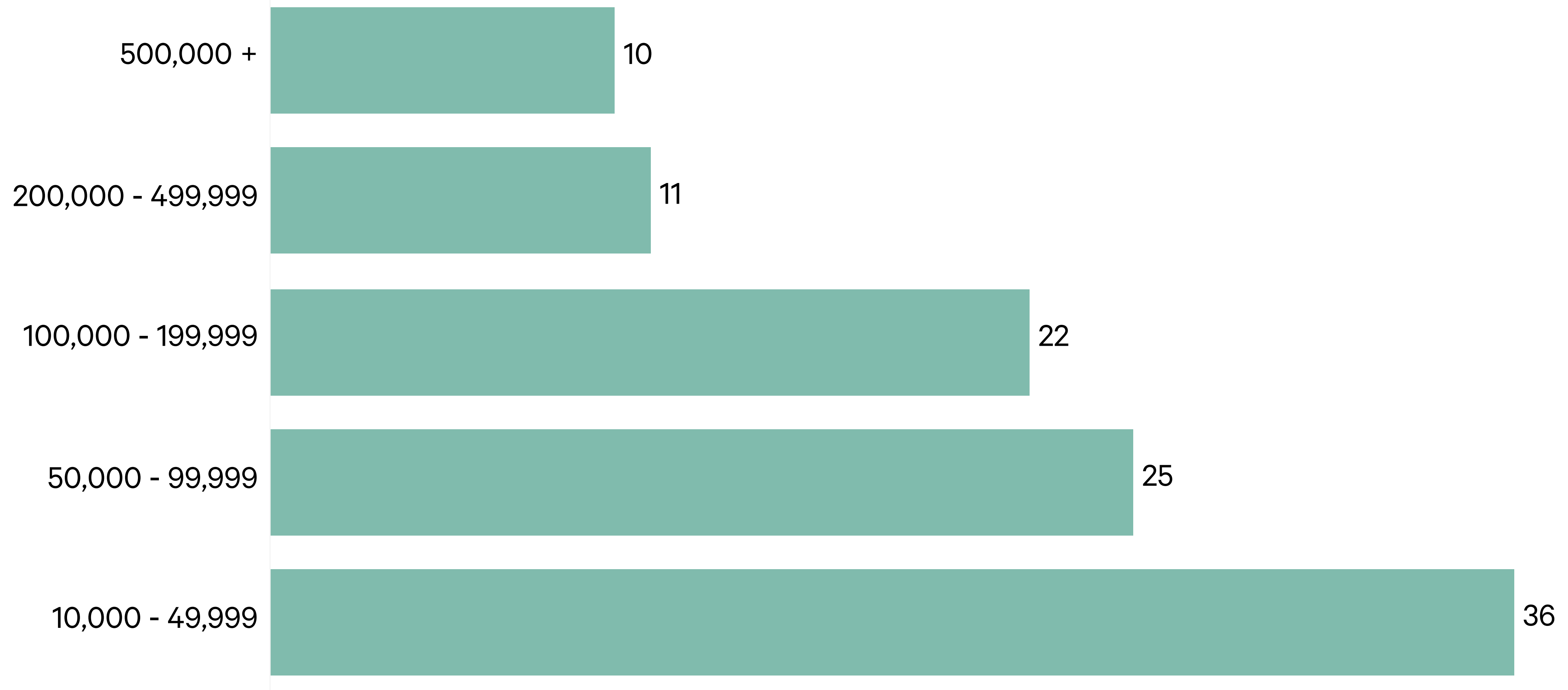
Requirements by Industry



There are **35** manufacturing/high-tech/aerospace tenants currently looking with an average size of **220,000 SF**.

Total specialized manufacturing requirements make up **41%** of the tenants currently looking in the market.

Requirements by Size Range (SF)



Mesa Gateway Trends

PMGA Deals Over 200K SF

Year	Deal Count	Total SF
2021	2	485,726
2022	1	2,458,003
2023	1	353,665
2024	1	229,881
2025	7	2,134,519

12
Total Deal Count

5.6M
Total Square Feet

Year	Average Transaction Size (Minimum 25,000 SF)
2022	269,798
2023	84,097
2024	63,967
2025	112,035

2M
SF Deals Signed

amazon
LOWE'S

Vacant Availabilities

Size Range	Total # Vacancies	Total SF
0-25K SF	28	280,062
25-50K SF	11	394,237
50-100K SF	17	1,335,549
100-150K SF	15	1,809,215
150-200K SF	11	1,977,515
200-250K SF	6	1,268,970
250-300K SF	3	804,801
300K SF +	2	963,829

43
Total # Vacancies between 50k-200k SF

Totaling

5,122,279 SF

Summary

How long will this take to absorb?

>50,000 SF
Buildings on track to absorb by end of 2026

50,000 SF- 199,999 SF
Buildings likely will take up to 2-3 years to absorb

<200,000 SF
Buildings on track to absorb by the end of 2026

Where is Mesa Gateway vacancy today?

36%

Today there is 8.834M SF of vacant product, of which over 5M SF is attributed to vacancies between 50K - 199K SF.

What do tenants in the market need?

High employment, quality job-driven tenants want:
> Large buildings
> Heavy power
> Additional land
> Industrial zoning that allows them to function with both product storage and manufacturing space.

Thank You

CBRE

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Economic Development Advisory Board
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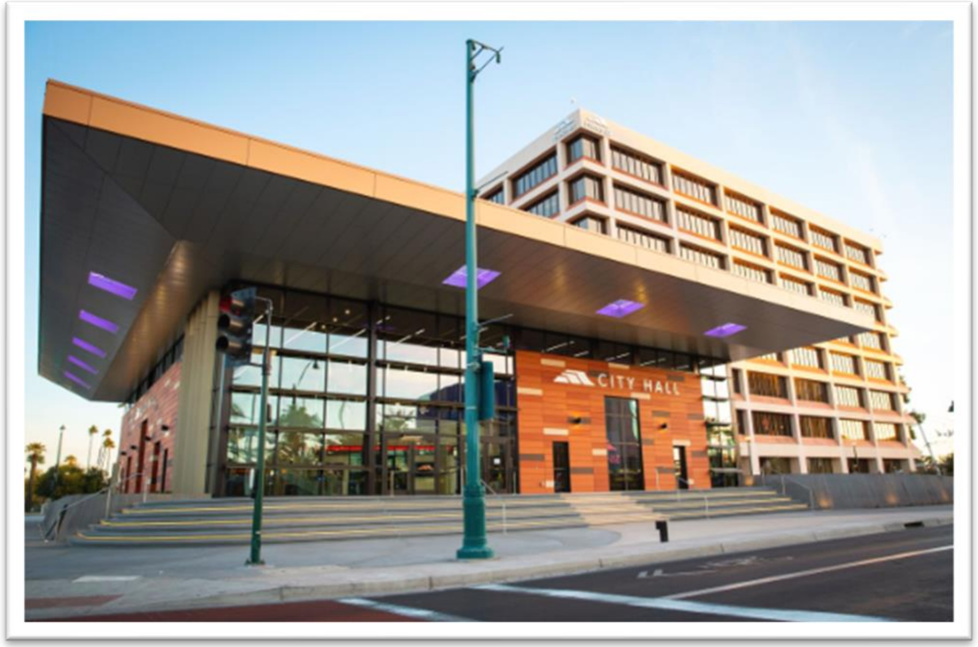


City of Mesa
Workforce Development Strategic Plan

Economic Development Advisory Board
Ben Snow, Economic Development Deputy Director
Sarah Tolar, Education and Workforce Administrator
October 7, 2025

Building Mesa’s Workforce of Tomorrow

The City of Mesa is committed to aligning education, business, and workforce development strategies to create a strong, inclusive, and future-ready talent pipeline. This strategy outlines our coordinated approach to:

- Understand both Mesa and regional workforce trends
- Align city and regional resources
- Eliminate barriers to education and employment
- Build meaningful, intentional partnerships across sectors

Skilled & Talented Workforce

ty of Mesa Stakeholders

have different needs and priorities.

- Job Seekers
- Employers
- Business and Industry
- Educators
- Students
- Non-profits

City of Mesa Collaborative Response

SERVICES TO COMMUNITY

Community & Human Services

Education & Workforce

Job Seeker Resources

COLLABORATION
Department and Community Partnerships

SERVICES TO BUSINESSES

Economic Development

Business Resources

Strategic Priorities

1. Support Workforce Alignment & Growth
2. Build Intentional Connections
3. Enhance Internal Workforce Development Opportunities
4. Improve Post-Secondary Attainment

Support Workforce Alignment & Growth

Mesa continuously assesses workforce needs to ensure job seekers and employers are equipped with the right tools and information.

Key Strategies

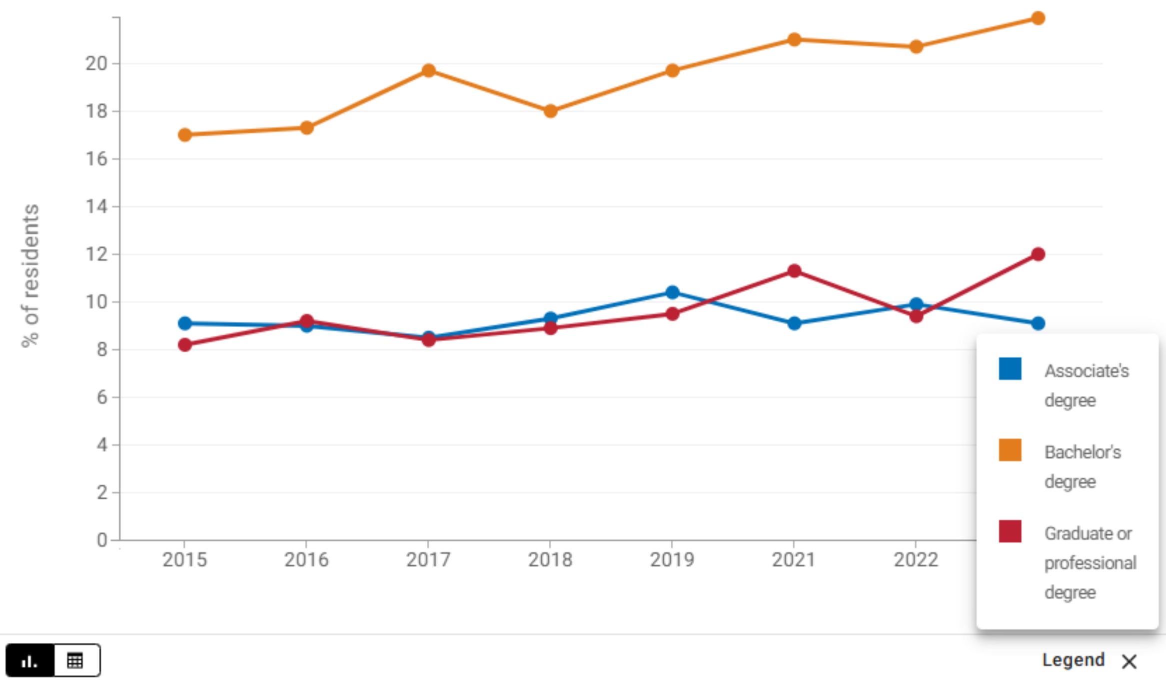
- **Identify Barriers and Gaps:** Understand workforce demands and align resources to fill gaps.
- **Share and Distribute Information:** Disseminate labor market trends and forecasts.
- **Data-Driven Decisions:** Use real-time analytics from data.mesaaz.gov to guide action.
- **Inform Stakeholders:** Leverage dashboards like the Education & Workforce Roundtable to support measurable, data-informed outcomes.

Education and Workforce Development Roundtable Dashboard

Table of Contents

Mesa Adults with Post-secondary Credential

% of residents age 25+ with post-secondary credential. Source ACS 1-Year Estimates



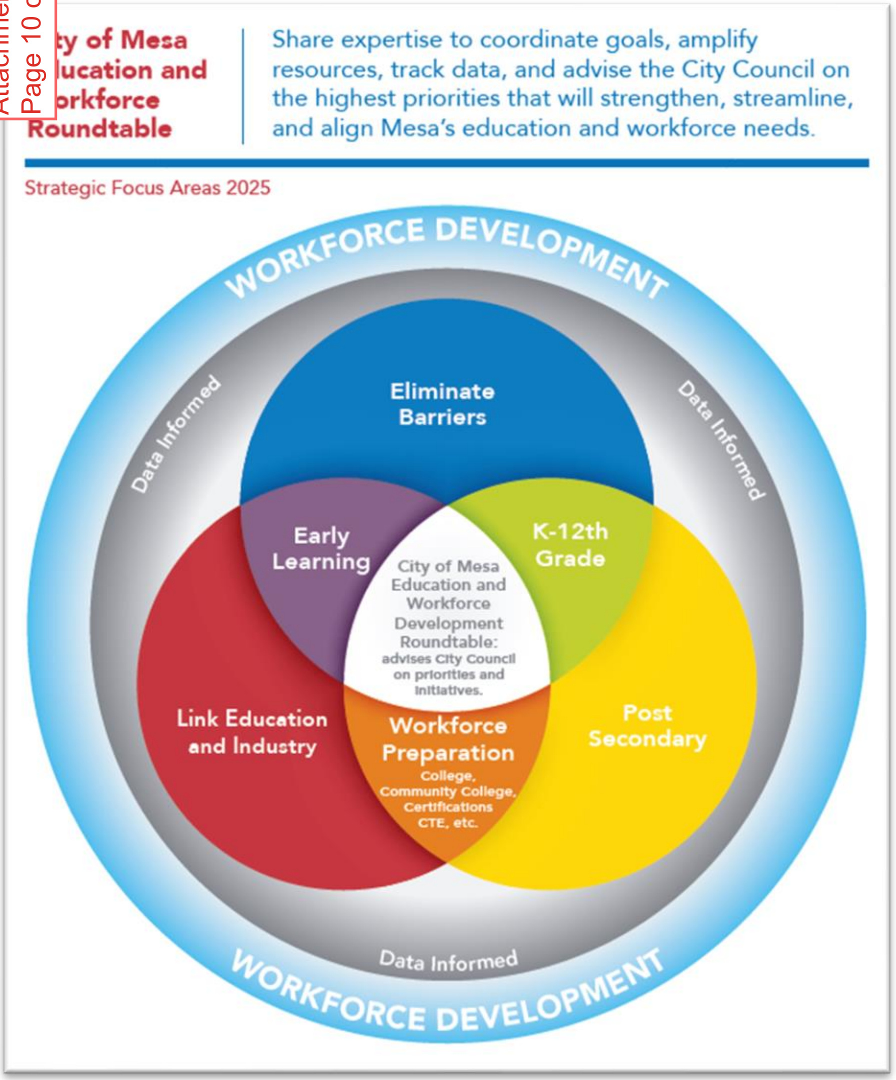
Build Intentional Connections

In its role as a convener, the City serves as the liaison and connector for Mesa job seekers, employers and educators for available resources and support.

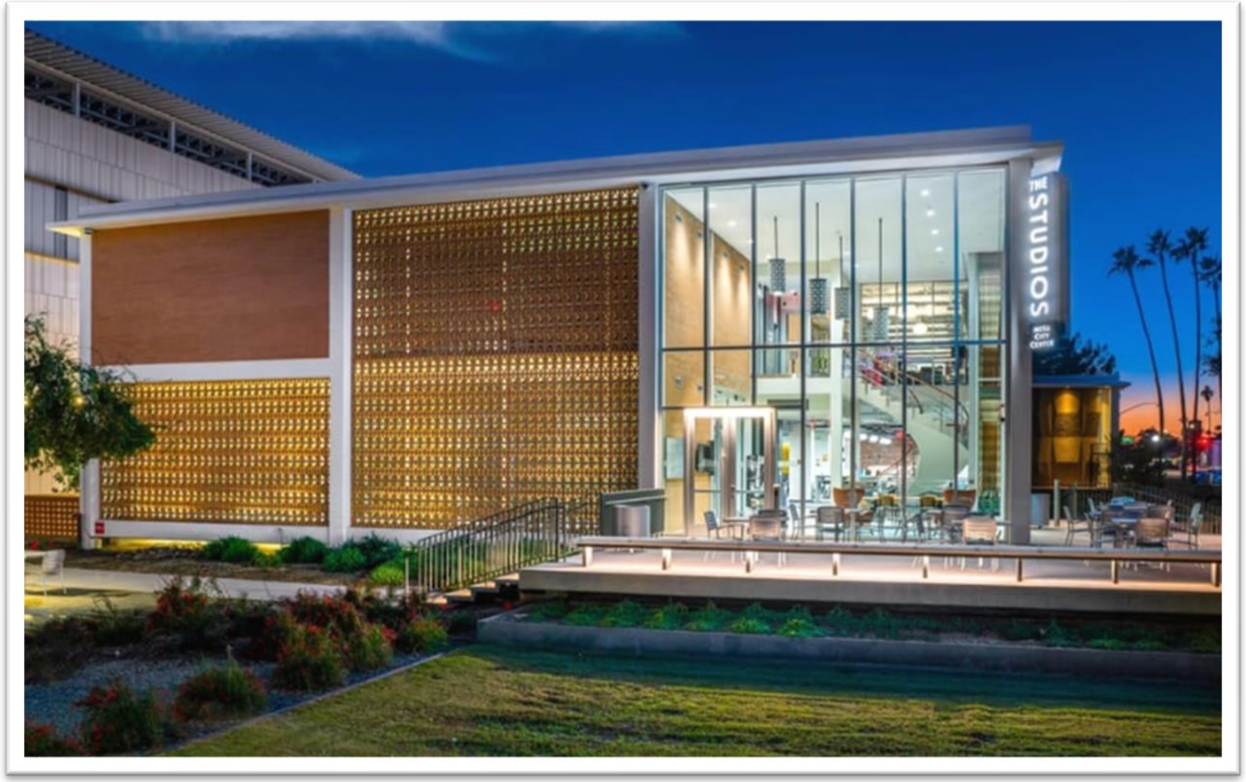
Key Strategies

- **Business Connection**: Facilitate strong ties between industry leaders and educators
- **Education Connection**: Support alignment between Career & Technical Education pathways with high-demand sectors
- **Job Seeker Connection**: Promote awareness of workforce and career-readiness programs

Mesa's Education and Workforce Development Roundtable



Mesa Builder Business @ The Studios



. Enhance Internal Workforce Development Opportunities

The City, in a unique position as one of Mesa's top employers, develops and models best practices by leveraging local resources to enhance workforce retention and establish talent pipelines for City jobs.

Key Strategies

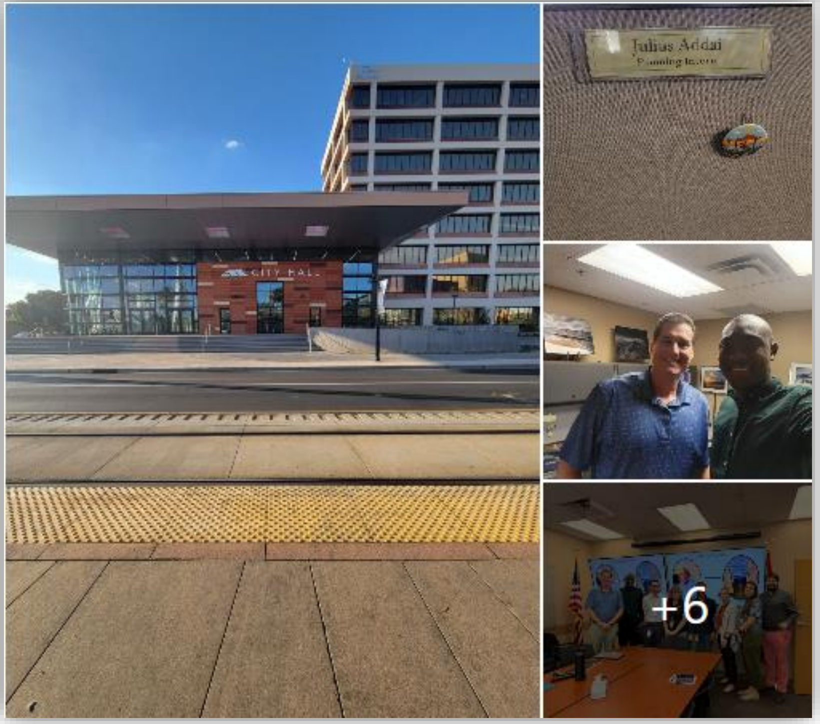
- **Employee Development:** Tuition reimbursement, training, certifications
- **Internal Advancement:** Clear promotion pathways within departments
- **Educational Partnerships:** Internships and apprenticeships aligned with city jobs
- **Community Outreach:** Inform residents of career opportunities with the City

ork-based Learning Experiences

Julius Pamfo Addai • 2nd
ASUrite|Prospective Urban Planner|GIS|Space Explorati...
1w •

+ Follow

my internship with City of Mesa Development Services Department to a close, I would like to take a moment to reflect on this incredible journey and the precious lessons I've learned over the summer.
This experience, like my first internship in 2019 at Obuasi Municipal Assembly - Ghana, has reaffirmed my belief that hands on opportunities like these can be very transformative in our approach to learning and professional growth. Here are my takeaways:



Employee Resource Groups

- Mesa Hispanic Network
- Women Leading Mesa
- Mesa Black Employee Network
- Next Gen Mesa

mesa hispanic network mesa·az

mesa·az

mesa·az Mesa Black Employee NETWORK

NEXT GEN mesa·az

Improve Post-Secondary Attainment

The City will remove barriers and leverage partnerships, align with local, state and national efforts and amplify career path opportunities to create a more equitable and accessible education-to-career pipeline for all community members.

Key Strategies

- **Address Systematic Barriers**
- **Enhance Promotion of Community Early Literacy Programs and Resources**
- **Support for Regional and Statewide Initiatives**
- **Enhance Community Career Path Opportunities**

Growth Occupational Trends and Educational Requirements

Occupation Title	2023 Estimates	2033 Projections	Percentage Change
Nurse Practitioners	4,971	8,881	**78.7%**
Physician Assistants	2,987	4,668	**56.3%**
Medical and Health Services Managers	7,031	10,820	**53.9%**
Solar Photovoltaic Installers	672	1,019	**51.6%**
Physical Therapist Assistants	1,008	1,508	**49.6%**
Occupational Therapy Assistants	939	1,396	**48.7%**
Data Scientists	2,389	3,540	**48.2%**
Substance Abuse, Behavioral Disorder, and Mental Health Counselors	7,043	10,190	**44.7%**
Home Health and Personal Care Aides	55,725	79,537	**42.7%**

Educational Requirements
High School Diploma/GED
Associate's Degree and/or Industry Certification
Bachelor's Degree
Bachelor's Degree + Master's/Doctorate

Employment Projections | Office of Economic Opportunity

Read On© MESA

When Arizona Reads, Arizona Thrives

MESA College Promise

Questions?

mesa·az
EDUCATION & WORKFORCE

Office of Economic Development

Brand Refresh

Economic Development Advisory Board
October 7, 2025

Kim Lofgreen
Marketing/Business Development Manager

mesa·az
ECONOMIC DEVELOPMENT

GENDA

- Discovery / Research
- Brand Message and Voice
- Value Proposition
- Unique Positioning
- Objectives
- Brand Application

Discovery/Research

SCOVERY / RESEARCH

Digital Surveys

Mesa Businesses & Entrepreneurs

Site Selectors

Brokers & Developers

One-on-One Interviews

Recent Locates

Site Selectors

Brokers & Developers

Partners

Summary

Key Differentiators

Pro-Business, Collaborative Culture

Affordability with Availability

Skilled Workforce and Talent Pipeline

Quality of Life and Infrastructure

Positioned for Possibility

Challenges and Opportunities

Location

Program Awareness

Competition

Marketing Visibility

Brand Perception

Brand Message and Voice

SION

The Mesa Office of Economic Development envisions a vibrant, innovative, and inclusive economy that attracts investment, supports business growth, and enhances quality of life for all who live, work, and thrive in Mesa.

Describes a desired future state that is aspirational, concise, and inspiring. It should clearly articulate what the organization wants to become and be remembered for.

ISSION

esa's Office of Economic Development (OED) works to enhance Mesa's economy by fostering a culture of quality, supporting the creation of higher wage jobs, promoting direct investment, and increasing prosperity of our residents. OED staff accomplishes this mission by championing Mesa as a premier location for business, targeting key industries that provide high wage jobs, and building future sustainability for the community. OED is the primary point of contact for existing and prospective businesses, site selectors, developers, and community stakeholders to obtain technical expertise and support services necessary to properly evaluate business opportunities in Mesa.

Describes the organization's purpose, its target audience, the reason for its existence, and how it achieves its goals.

“ELEVATOR” SPEECH

Mesa is a city grounded in partnership and built for progress. Strategically connected to the Greater Phoenix Metro Area, equipped with ready infrastructure, and committed to thoughtful, long-term growth, Mesa offers more than opportunity – it offers alignment. The Mesa Office of Economic Development builds on those strengths, supporting businesses with a skilled workforce, responsive leadership, and a focus on doing things the right way. We’re here to help businesses grow – with purpose and partnership.

Introducing Mesa OED, summarizing what we do, explaining our unique value proposition, and ending with a clear call to action.

OSITIONING STATEMENT

Mesa, Arizona offers a rare combination: strategic access, workforce strength, and room to grow – all in a city that puts people first and powers business forward. The Mesa Office of Economic Development is the team that helps businesses connect to those opportunities – with the guidance, partnerships, and support to turn potential into progress.

RAND VOICE

Confident, Practical, Forward-Looking, and Human

Mesa OED's voice should reflect a city and organization that gets things done – with clarity and conviction. It's confident in its strengths, practical in its promises, and always looking ahead. While grounded in business realities, it also speaks with warmth and optimism – because Mesa is built for people as much as for progress.

- → Optimistic but not fluffy
- → Clear and direct
- → Strategic with a sense of possibility
- → Supportive and collaborative, not boastful

RAND ATTRIBUTES

Our Personality –

The Four Characteristics of Our Brand Voice

Connected

Strategically located, easy to navigate, and built for business.

Forward-Looking

Mesa embraces a long-term view, actively investing in future-ready industries, infrastructure, and workforce development.

Collaborative

Built on partnerships with industry, education, and community stakeholders.

Actionable

Ready with infrastructure, talent, space, and support to promote success today and tomorrow.

RAND ATTRIBUTES

Connected

Forward-Looking

Collaborative

Actionable

Exciting	Supportive
Optimistic	Eclectic
Safe	Diverse
Friendly	Dynamic
Responsive	Prosperous
Engaging	Successful
Innovative	Welcoming

Value Propositions

ALUE PROPOSITIONS

usinesses

SMALL BUSINESSES & ENTREPRENEURS

- Support You Can Reach
- A Community That Grows with You
- Built to Launch and Grow

LARGE BUSINESSES & CORPORATE RELOCATIONS

- Workforce, Reliability, Room to Grow
- Built for Continuity, Designed for Scale
- A Livable Choice for Your Team

ALUE PROPOSITIONS

artners

SITE SELECTORS

- Positioned to Deliver
- Speed and Certainty in the Process
- A City That Stands Out in the Metro

BROKERS & DEVELOPERS

- Demand-Ready Inventory
- Aligned to Help You Build
- Ahead of the Curve on Talent and Tech

ALUE PROPOSITIONS

etailers

- A Ready Market
- Placemaking Momentum
- A Partner in Retail Growth

Unique Positioning

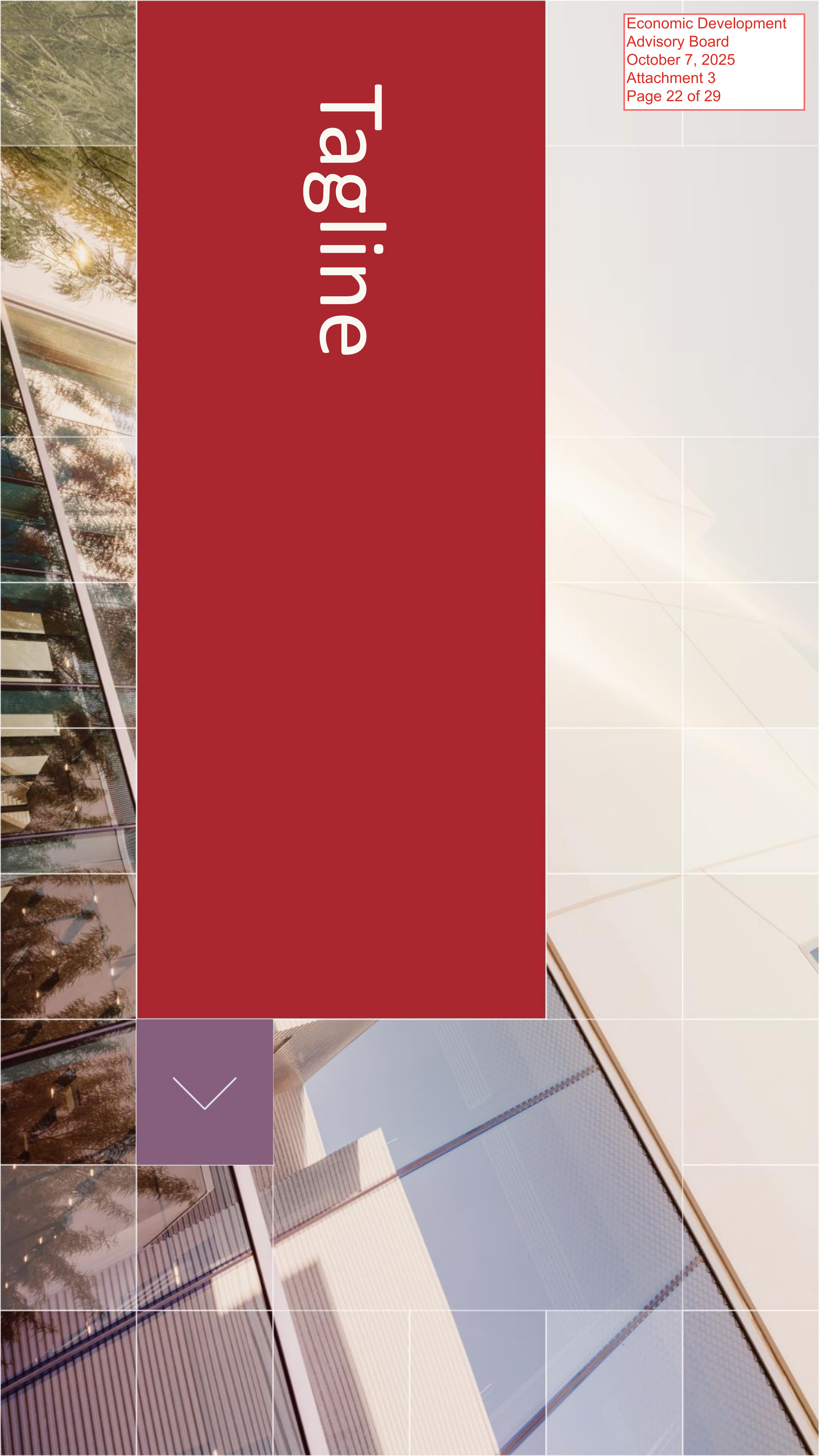
NIQUE POSITIONING

- Pro-Business, Collaborative Culture
- Affordability with Availability
- Skilled Workforce and Talent Pipeline
- Quality of Life and Infrastructure
- Positioned for Possibility

Objectives

BJECTIVES

- Promote Connected Infrastructure and Access
- Deliver Clear Messaging and Support Materials
- Position Mesa as an Innovation Hub with Room to Grow
- Build a Modern, Recognizable OED Brand
- Create a Bold Identity That Sets Mesa Apart


Tagline

AGLINES

Talent. Space. Speed.

Built for business.

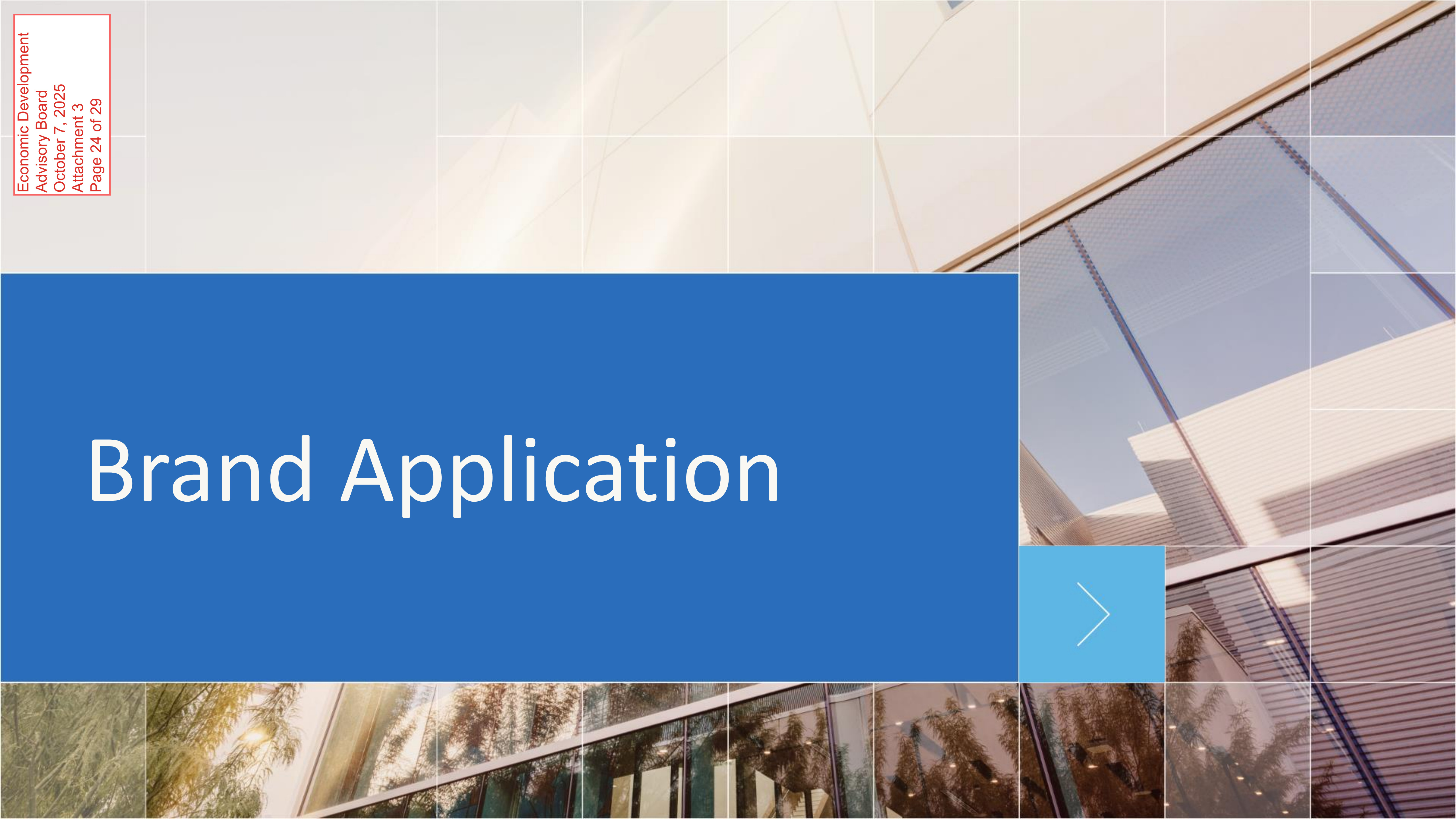
Ready to scale.

People focused. Business friendly.

Moving business forward.

Skilled and ready.

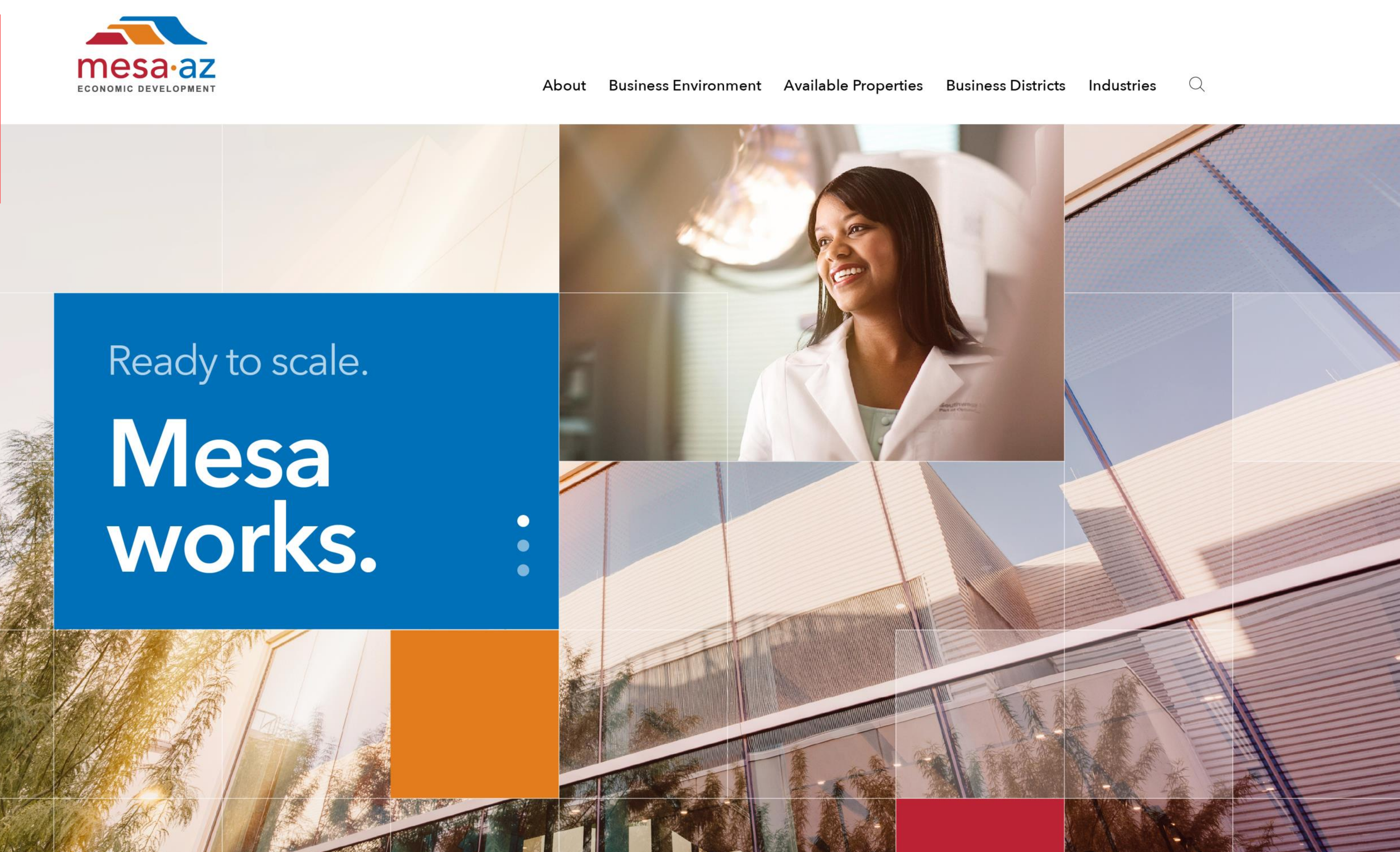
Mesa works.



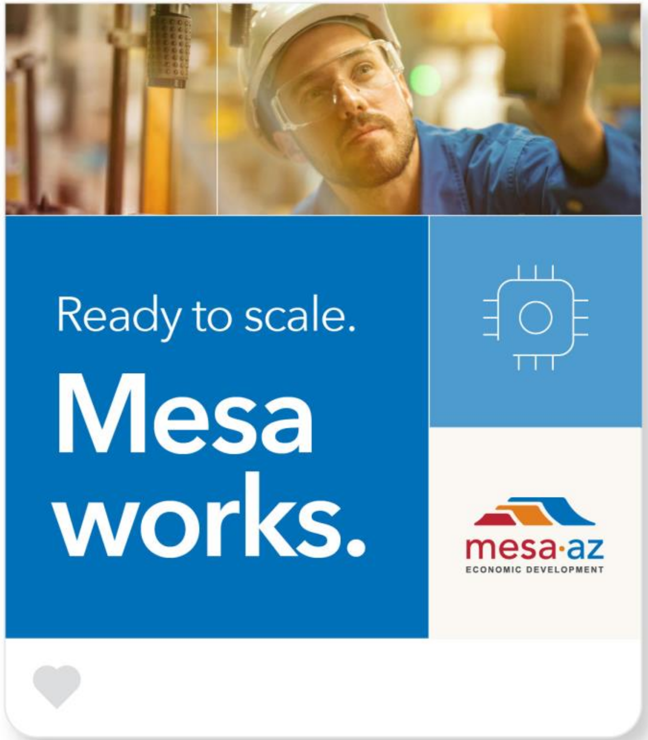
Brand Application

mesa·az
ECONOMIC DEVELOPMENT

About | Business Environment | Available Properties | Business Districts | Industries


mesa·az
ECONOMIC DEVELOPMENT
About
Business Environment
Available Properties
Business Districts
Industries
Ready to scale.
Mesa works.

GITAL ADS


Ready to scale.
Mesa works.
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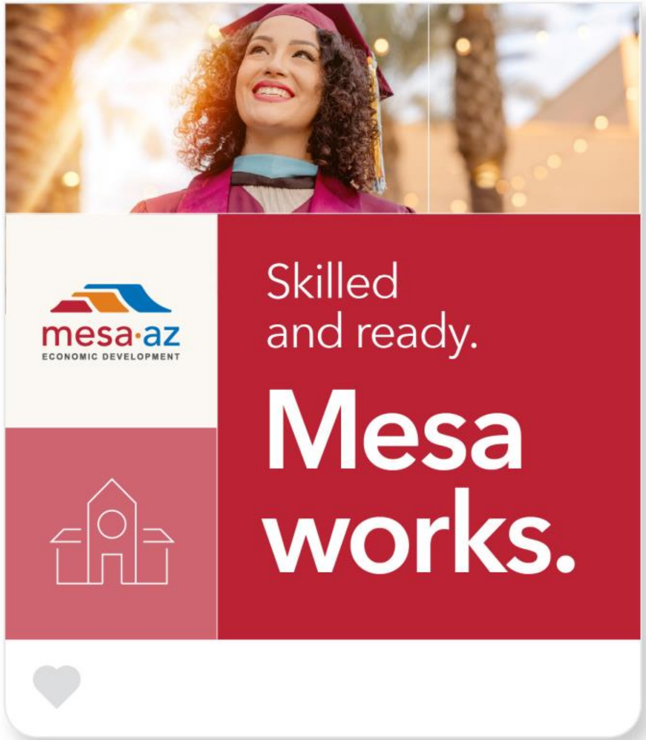
ECONOMIC DEVELOPMENT


Future of care.
Mesa works.
mesa·az
ECONOMIC DEVELOPMENT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ECONOMIC DEVELOPMENT
Skilled and ready.
Mesa works.

Economic Development
Advisory Board
October 7, 2025
Attachment 3
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ROCHURES

ay Connected.

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Marketing / Business Development Manager
Office of Economic Development

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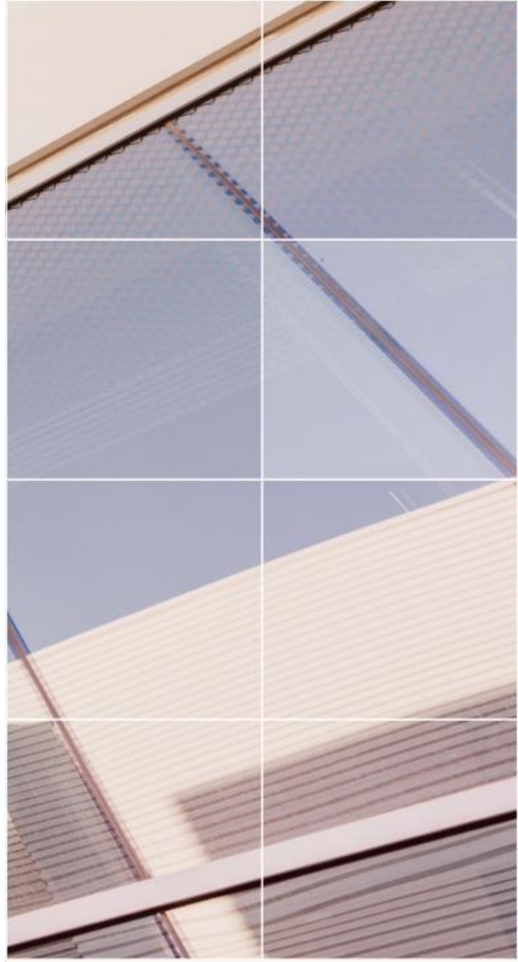
Kim.Lofgreen@mesaaz.gov

- SelectMesa.com
- MesaBusinessBuilder.com

Mesa-Economic-Development
MesaBusinessBuilder
BetterLifeMesa



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