



Greater Phoenix Economic Council

Annual Report

Fiscal Year 2019

An aerial, high-angle photograph of the Greater Phoenix metropolitan area, showing a dense urban landscape with numerous skyscrapers, commercial buildings, and residential areas. The image is in a dark, monochromatic style, likely black and white or a very dark color grade, which serves as a background for the text.

Greater Phoenix Greater Together

#GreaterPHXtogether

A few words from the...

President & CEO and the Chairman of the Board



A stylized, handwritten signature of Chris Camacho in black ink.

Chris Camacho
President & CEO
GPEC

Over the last three years, the Greater Phoenix Economic Council (GPEC) has executed upon a strategic plan that was designed to increase equity, drive innovation, enhance collaboration and increase quality jobs. As we close FY19, we celebrate this year as GPEC and our community partners worked together to surpass our respective goals that are aimed at strategically putting Greater Phoenix on the map. The results are a direct reflection of our commitment to Greater Phoenix, but we humbly know our work is never done. We will continue to collaborate with our partners, business leaders and the community leading to a more prosperous region.



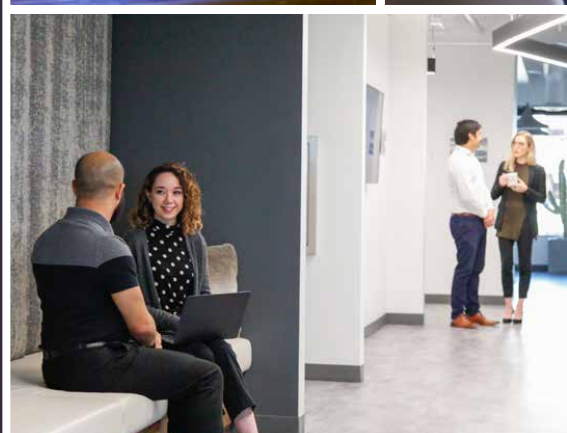
A stylized, handwritten signature of Andy Warren in black ink.

Andy Warren
Chairman,
GPEC Board of Directors
—
President,
Maracay Homes

GPEC continues to be a leader in the transformation of the region. It's incredible to see the significant work that's been accomplished through the public and private partnership that makes Greater Phoenix not only the fastest growing area in the country, but also one of the best places to work and live. This has been a remarkable year for Greater Phoenix, reaching milestones and breaking through barriers. We look forward to continuing the momentum in 2020 and beyond.

Our Mission

To attract and
grow quality
businesses, and
advocate for
Greater Phoenix's
competitiveness.





Our Values

The GPEC Way

- ➡ We are an inclusive, diverse family
- ➡ We are change agents
- ➡ We lead from the front
- ➡ We promote intellectual curiosity
- ➡ We remain on the edge
- ➡ We are tenacious
- ➡ We are agile and adapt to change
- ➡ We are committed to selfless service

Action Plan Recap

As we close the final year of our three-year strategic plan, we reflect on the FY19 strategies that directed our tactics and milestones. Together with GPEC's 22 member communities and regional partners, these strategies guided our team to achieve the vision our action plan set forth while improving the regional economy and advancing the competitiveness of Greater Phoenix.

Business Attraction

Strategies:

- Attract more scalable enterprises in advanced industries
- Brand the region as a location of choice for FDI
- Refine the consultative model with a focus on specialized expertise and knowledge
- Engage targeted audiences through digital platforms to generate leads and establish GPEC as a thought leader
- Partner with cities to enhance local and regional infrastructure and community preparedness

Competitiveness

Strategies:

- Develop and deploy a regional market intelligence system
- Engage state and federal policymakers on new economic development competitiveness concepts
- Advocate for workforce development initiatives to support the growth of advanced industries
- Promote innovation and commercialization to support an advanced industry ecosystem
- Lead collaboration across peer organizations to leverage complementary assets and strengthen coordinated action

Fiscal Year 2019

Performance Metrics

In FY19, GPEC met each of its respective goals, resulting in a record-breaking year for jobs and locates.

Evaluation Criteria	Contract	Target	Stretch	Actual	Result
Locates ¹				50	
Payroll Generated (millions)	\$380.15	\$418.17	\$480.89	\$524.58	Stretch
Average High-Wage-Salary	\$55,915	\$62,128	\$71,447	\$71,466	Stretch
Number of Jobs	7,434	8,177	9,404	8,791	Target
Number of High-Wage Jobs	3,261	3,587	4,125	5,153	Stretch
Qualified Prospects	229	252	277	277	Stretch
International Prospects	38	42	46	53	Stretch
GPEC Assists	10	12	14	14	Stretch
Stakeholder Satisfaction with Business Attraction ²	7	7.3	7.6	8.7	Stretch
Competitive Position Progress ³					Stretch
Cash Reserve	98%	100%	102%	200%	Stretch

Footnotes:

¹ Locates number is not part of GPEC's performance metrics. Included for information purposes only.

² Based on a scale of 1 to 10.

³ See Competitive Position Progress Report. Results are determined by GPEC's Performance Committee.

July 2018 - June 2019

GPEC Locates

	Company	Municipality	Jobs
1	GuardTop	Phoenix	16
2	Apex*	Tempe	10
3	Site Solar	Avondale	20
4	Wayfair	Phoenix	50
5	Rogers*	Chandler	66
6	Mesker Openings Group*	Phoenix	30
7	Andersen Corporation	Goodyear	415
8	Creighton University*	Phoenix	100
9	Nationwide Insurance*	Scottsdale	428
10	Anomalie	Scottsdale	100
11	Becton Dickinson*	Tempe	150
12	AgJunction*	Maricopa County	56
13	Wag!	Phoenix	220
14	SMTC*	Tempe	10
15	Cydcor	Phoenix	50
16	Piper Plastics*	Mesa	75
17	Universal Electronics*	Scottsdale	111
18	Cives Steel*	El Mirage	50
19	Allstate	Chandler	2350
20	Diabnext*	Scottsdale	20
21	XPO*	Goodyear	145
22	Arizona Isotopes*	Goodyear	30
23	Frank Recruitment Group*	Scottsdale	100
24	Project Arkan* **	Phoenix	327
25	Aerocircular*	Mesa	39

	Company	Municipality	Jobs
26	Urbix*	Mesa	24
27	Voya*	Chandler	908
28	Z Modular*	Chandler	150
29	Zillow*	Scottsdale	150
30	Synchronoss*	Phoenix	110
31	Latexco US Holdings	Phoenix	45
32	Red Bull/Rauch/Ball*	Glendale	140
33	Sendoso*	Scottsdale	100
34	Imna Systems*	Scottsdale	10
35	Lemonade*	Scottsdale	50
36	Appzen*	Tempe	102
37	Fairlife	Goodyear	140
38	United Foods International	Phoenix	98
39	Project 7th**	Phoenix	100
40	The Nerderly*	Phoenix	45
41	Exotic Metals Forming Co.*	Phoenix	200
42	Sonny's Car Wash*	Phoenix	32
43	Deloitte*	Gilbert	150
44	CarMax*	Tempe	450
45	Times Microwave Systems*	Mesa	94
46	Spring Venture Group*	Scottsdale	138
47	Mercedes Benz	Goodyear	50
48	AKOS*	Avondale	400
49	Project Bloom* **	Phoenix	52
50	Integrated CBD*	Phoenix	85

* Denotes High-Wage Project

** Locates listed under project name have completed lease agreements, but not made formal announcements

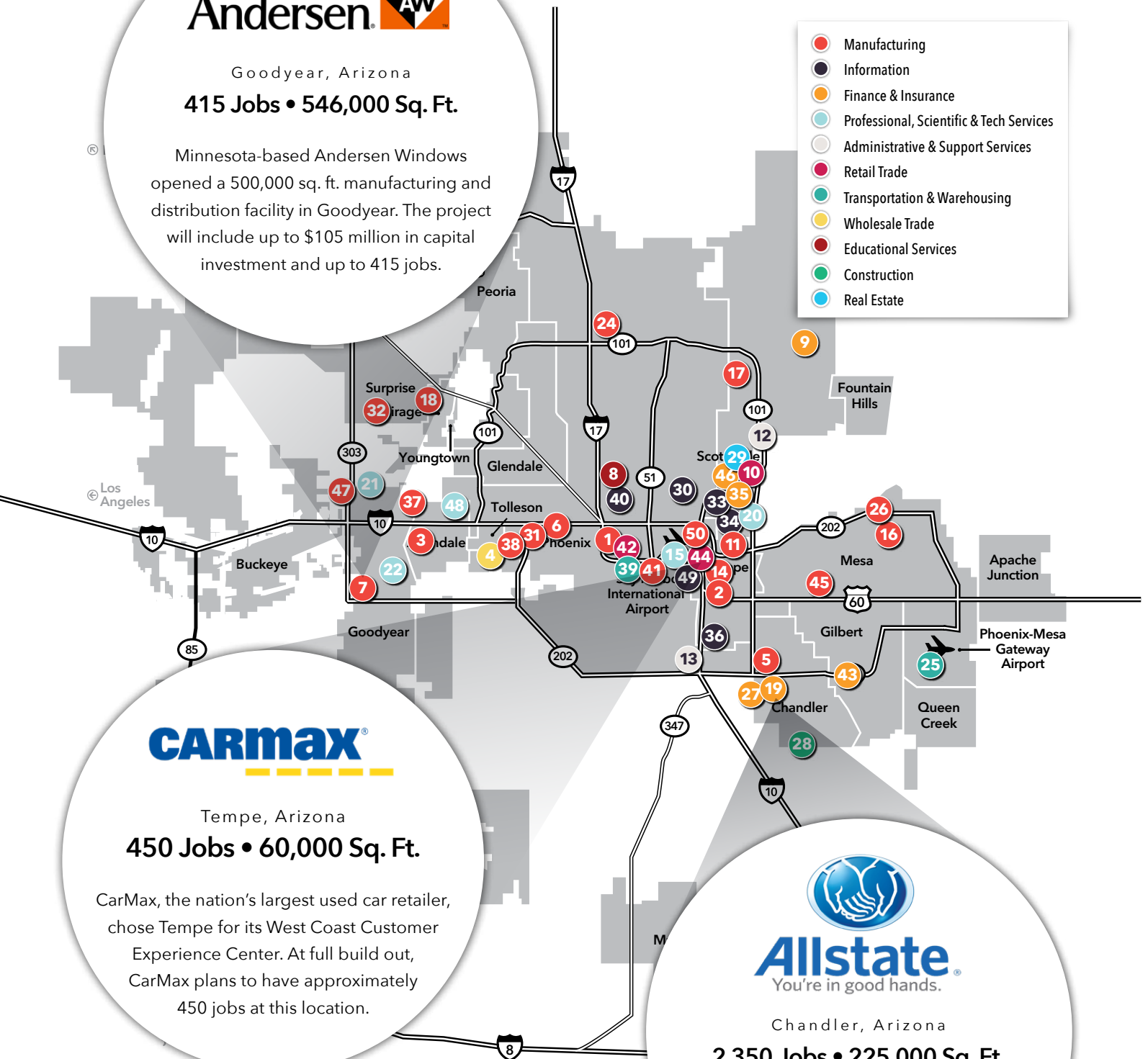


Goodyear, Arizona

415 Jobs • 546,000 Sq. Ft.

Minnesota-based Andersen Windows opened a 500,000 sq. ft. manufacturing and distribution facility in Goodyear. The project will include up to \$105 million in capital investment and up to 415 jobs.

- Manufacturing
- Information
- Finance & Insurance
- Professional, Scientific & Tech Services
- Administrative & Support Services
- Retail Trade
- Transportation & Warehousing
- Wholesale Trade
- Educational Services
- Construction
- Real Estate



Tempe, Arizona

450 Jobs • 60,000 Sq. Ft.

CarMax, the nation's largest used car retailer, chose Tempe for its West Coast Customer Experience Center. At full build out, CarMax plans to have approximately 450 jobs at this location.



Allstate
You're in good hands.

Chandler, Arizona

2,350 Jobs • 225,000 Sq. Ft.

Insurance giant Allstate selected Chandler for a massive regional operations center. At full build out, Allstate plans to have 2,350 jobs at the facility.

Fiscal Year 2019 /// as of December 2019

Board of Directors

Andy Warren

Chair

President
Maracay Homes

Jeff Guldner

Vice Chair

President
APS

Karrin Taylor Robson

Secretary

Founder & President
Arizona Strategies

R. Neil Irwin

Treasurer

Founder
The Irwin Companies

Chris Camacho

President & CEO

Greater Phoenix
Economic Council

Executive Committee:

Ed Aaronson

Vice President
Cox Communications

Megan Ackaert

Executive Director,
Regional Manager
JPMorgan Chase

Jennifer Anderson

Executive Vice President,
Mountain Region Division
Manager
Wells Fargo Bank

Steve Betts

Founder & President
Betts Real Estate Advisors

Chris Brady

City Manager
City of Mesa

Wendy Breuder

Arizona Bank President &
Head of Corporate Real
Estate and Location Strategy
MUFG Union Bank

Michael Crow, Ph.D.

President
Arizona State University

Steve Dodenhoff

President
Insight North America

Bennett Dorrance

Founding Partner
DMB Associates

John Graham

President
Sunbelt Holdings

Derrick Hall

President
Arizona Diamondbacks

Sharon Harper

President & CEO
The Plaza Companies

Chet Keizer

CEO
Chet Keizer Consultancy

Chris Koch

President & CEO
Carlisle Companies

André Kudelski

Chairman of the Board &
CEO
Kudelski Group

Paul Luna

President & CEO
Helios Education
Foundation

Brian Mueller

President
Grand Canyon University

Kevin Phelps

City Manager
City of Glendale

David Rousseau

President
Salt River Project

Daniel Seiden

Director of Arizona
Government Affairs, Global
Public Affairs
Intel

Jim Swanson

President & CEO
Kitchell

Brad Vynalek

Partner
Quarles & Brady

Chris Zaharis

Executive Vice President
Empire Southwest

Ed Zuercher

City Manager
City of Phoenix

David Adame

President & CEO
Chicanos Por La Causa

Carson Brown

Project Manager
W Holdings

Norman Butler

Senior Vice President &
Market Executive
Bank of America
Merrill Lynch

Ronald Butler

Managing Partner
Ernst & Young

The Hon. Cathy Carlat

Mayor
City of Peoria

The Hon. Steve Chucri

County Supervisor, District 2
Maricopa County Board of
Supervisors

Doreen Cott

Economic Development
Director
Town of Queen Creek

The Hon. Jenn Daniels

Mayor
Town of Gilbert

Chris Denzin

Vice President, Arizona
Operations
CenturyLink

The Hon. Kate Gallego

Mayor
City of Phoenix

Don Garner

CEO
Alliance Bank of Arizona

The Hon. Bill Gates

County Supervisor,
District 3
Maricopa County
Board of Supervisors

Kathleen K.

Goeppinger, Ph.D.
President & CEO
Midwestern University

Adam Goodman

President
Goodmans Interior
Structures

Richard Gray, M.D.

CEO
Mayo Clinic

**Maria
Harper-Marinick, Ph.D.**
Chancellor
Maricopa Community
Colleges

The Hon. Kevin Hartke
Mayor
City of Chandler

**Rev. Daniel Hendrickson,
S.J., Ph.D.**
President
Creighton University

The Hon. Alexis Hermosillo
Mayor
City of El Mirage

Stephen T. Higgins
*Senior Vice President
& Chief Administration
Officer*
Freeport McMoRan

Bruce Hoechner
President & CEO
Rogers Corporation

Joseph Hughes
*Regional Director,
Government & Community
Relations*
American Airlines

Linda Hunt
CEO
Dignity Health Arizona

**Heidi Jannenga, P.T.,
D.P.T., A.T.C.**
President
WebPT

Brett Johnson
Partner
Snell & Wilmer

Glenn Leier
Vice President & Principal
Wespac Construction

The Hon. Michael LeVault
Mayor
Town of Youngtown

The Hon. Georgia Lord
Mayor
City of Goodyear

Jeff Lowe
Arizona Market President
MidFirst Bank

Mike Madsen
President & CEO
Honeywell Aerospace

The Hon. Alan Magazine
Councilmember
Town of Fountain Hills

The Hon. Craig McFarland
Mayor
City of Casa Grande

Tammy McLeod
President & CEO
Flinn Foundation

The Hon. Mark Mitchell
Mayor
City of Tempe

Francis Najafi
Founder & CEO
Pivotal Group

Guillermo Novo
President & CEO
Versum Materials

Dan Olson
*Vice President,
Armament Systems*
Northrop Grumman
Integrated Systems

The Hon. Eric Orsborn
Vice Mayor
City of Buckeye

Brad Parker
Phoenix CEO
BBVA Compass

The Hon. Rui Pereira
Mayor
Town of Wickenburg

Scott Phillips
Vice President
Carefree Partners

Jeff S. Pitcher
Partner
Stinson Leonard Street

The Hon. Christian Price
Mayor
City of Maricopa

Robert Robbins, M.D.
President
University of Arizona

Matt Salmon
*Vice President,
Government Affairs*
Arizona State University

Marc Schmittlein
President & CEO
CopperPoint Insurance
Companies

Scott Smith
CEO
Valley Metro

The Hon. Jeff Struble
Councilmember
City of Apache Junction

John Thomason
*Executive Vice President,
Corporate Services
Division Director*
Bank of the West

Israel Torres
Managing Partner
Torres Consulting
& Law Group

The Hon. Anna Tovar
Mayor
City of Tolleson

The Hon. Kenn Weise
Mayor
City of Avondale

Bradley E. Wright
Partner
Squire Patton Boggs

Communities

Mayors

Apache Junction - Jeff Serdy

Avondale - Kenn Weise

Buckeye - Jackie Meck

Casa Grande - Craig McFarland

Chandler - Kevin Hartke

El Mirage - Alexis Hermosillo

Fountain Hills - Ginny Dickey

Gila Bend - Tommy Lee Sikes

Gilbert - Jenn Daniels

Glendale - Jerry Weiers

Goodyear - Georgia Lord

Maricopa - Christian Price

Mesa - John Giles

Peoria - Cathy Carlat

Phoenix - Kate Gallego

Queen Creek - Gail Barney

Scottsdale - Jim Lane

Surprise - Skip Hall

Tempe - Mark Mitchell

Tolleson - Anna Tovar

Wickenburg - Rui Pereira

Youngtown - Michael LeVault

County Supervisors

District 1 - Jack Sellers

District 2 - Steve Chucri

District 3 - Bill Gates

District 4 - Clint Hickman

District 5 - Steve Gallardo

Fiscal Year 2019 /// as of December 2019

Investors

Chairman's Council



Corporate Council



Executive Council



Directors Council

- | | | | |
|----------------------------|---------------------------------|-------------------------------|-------------------------|
| • Acronis SCS | • Cousins Properties | • Highnoon | • On Q Financial |
| • Alliance Bank of Arizona | • Creighton University | • Intel Corporation | • Perkins Coie LLP |
| • American Airlines | • Cypress Office Properties | • Kitchell | • Phoenix Suns |
| • Arizona Coyotes | • Desert Financial Credit Union | • Knight-Swift Transportation | • Pivotal Group |
| • Arizona Diamondbacks | • Dignity Health | • Lyft | • PNC Financial |
| • Ballard Spahr | • DMB Associates | • M Culinary | • Quarles & Brady |
| • Bank of America | • Empire Southwest | • Maracay Homes | • Republic Media |
| • Banner Health | • Ernst & Young | • Mayo Clinic | • Sherman & Howard |
| • BBVA | • Freeport McMoRan Inc. | • MidFirst Bank | • Snell & Wilmer |
| • CBRE | • Goodmans Interior Structures | • Mortenson | • Squire Patton Boggs |
| • CenturyLink | • Goodwill of Central Arizona | • Northern Trust | • University of Phoenix |
| • Chicanos Por La Causa | • Grand Canyon University | • Oaktree Capital Management | • Valley Metro |
| • CIT Bank | | | |

Leadership Council

- Adolfson & Peterson Construction
- Aerotek
- Aetna
- American Express
- Archicon Architecture
- Arizona Israel Technology Alliance
- Benchmark Electronics, Inc.
- Blue Cross Blue Shield of Arizona
- Brookfield Residential
- Bryan Cave Leighton Paisner LLP
- BRYCON Construction
- Caliber Companies
- Celgene Corporation
- Colliers International
- Commonwealth Land Title National Commercial Services
- Cresa
- Crescent Crown Distributing
- Crown Realty & Development
- Cushman & Wakefield
- Davis Architecture
- Deloitte
- Deutsch Architecture Group
- DP Electric
- DPR Construction
- El Dorado Holdings
- EmployBridge
- Equality Health
- Gammage & Burnham
- hardison/downey construction
- Hensley
- Hines
- Holualoa Companies
- Honeywell
- IMEG Corp
- IntraEdge
- JLL
- Layton Construction
- Lee & Associates
- LGE Design Build
- Meritage Homes
- MST Solutions
- Nationwide Realty Investors
- Newmark Knight Frank
- Okland Construction
- OneAZ Credit Union
- Opus Development Company
- Phoenix Children's Hospital
- Renaissance Companies
- Saint Holdings
- Savills Inc.
- Silicon Valley Bank
- Skanska USA Building
- SmithGroup
- Southland Industries
- Southwest Airlines
- Southwest Gas Corporation
- Spencer Fane LLP
- Sunbelt Holdings
- The Plaza Companies
- Transwestern Commercial Services
- Tratt Properties
- Tuft & Needle
- University of Arizona
- USAA
- Van Trust Real Estate LLC
- Veregy
- ViaWest Group
- Weitz Company
- Wespac Construction
- Willmeng Construction
- Wist Office Products

Ambassador

- Acronis
- ADP
- Air Products and Chemicals
- Arizona Community Foundation
- Atmosphere Commercial Interiors
- AvenueWest Phoenix Corporate Housing
- Avnet Inc.
- BNSF Railway
- Cancer Treatment Centers of America
- Carvana
- CBIZ
- CoStar Group
- ExecHQ
- Industrial Storage
- Jokake Construction
- KTAR
- Macerich
- Merit Partners
- Midwestern University
- MSS Technologies
- OnMedia
- Ottawa University
- Phoenix Relocation Source
- Prestige Accommodations
- Prologis
- RED Development
- Rose Law Group PC
- Ryan Companies US Inc.
- St. Clair Technologies
- Sunstate Equipment Company
- Union Pacific Railroad Company
- Wonolo

Fiscal Year 2019 /// as of December 2019

GPEC Staff

Executive Office



Chris Camacho

President & CEO



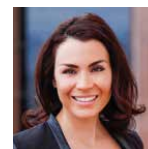
Sharon Hwang

Chief Operating Officer



Kathleen Lee

*Senior Vice President,
Regional Initiatives*



Anna Maldonado

*Executive Assistant
to the President & CEO*

Business Development



Brad Smidt

*Senior Vice President,
Business Development*



Mitchel Allen

*Senior Vice President,
Business Development*



Thomas Maynard

*Vice President,
Business Development*



Cameron Robb

*Senior Director,
Business Development*



Ruth Soberanes

*Director,
Trade & Investment*



Mark Stimpfig

*Development Director -
London*

Research & Analytics



Kristen Stephenson

*Vice President,
Research & Analytics*



Drew Callow

Research Analyst



Joseph Figueroa

Research Analyst



Anthony Rodriguez

Research Analyst

Strategy



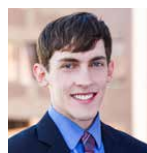
Stephane Frijia

*Senior Vice President,
Strategy*



Carol Hu

*Senior Director,
Business & Industry
Strategy*



Albert Stanton

Data Scientist



Jessica Daley

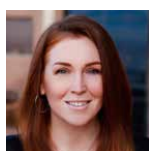
Marketing Analyst

Marketing & Communications



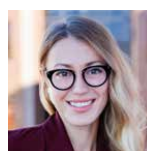
Colleen Schwab

*Senior Vice President,
Marketing & Communications*



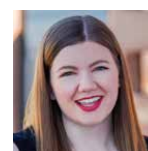
Stefanie Carson

*Senior Graphic Designer
& Photographer*



Serena Remy

*Director,
Digital Marketing*



Lindsay Hahn

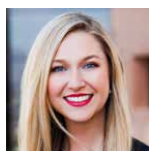
*Coordinator,
Marketing &
Communications*

Engagement



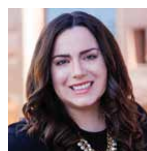
Tim Bourcet

*Senior Director,
Government &
Community Affairs*



Nicole Buratovich

*Director,
Investor Strategy &
Engagement*



Bethany Bennick

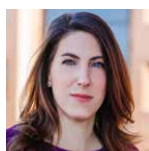
*Manager, Investor
Engagement*

Operations



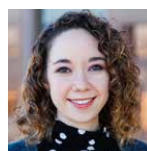
Martha Miner

*Vice President,
Human Resources*



Maureen Howell

*Vice President,
Operations*



Leah Goldberg

*Office Administrator
& Content Coordinator*

