



# Software & IT Ecosystem

May 2020

# Develop Your Business in Greater Phoenix

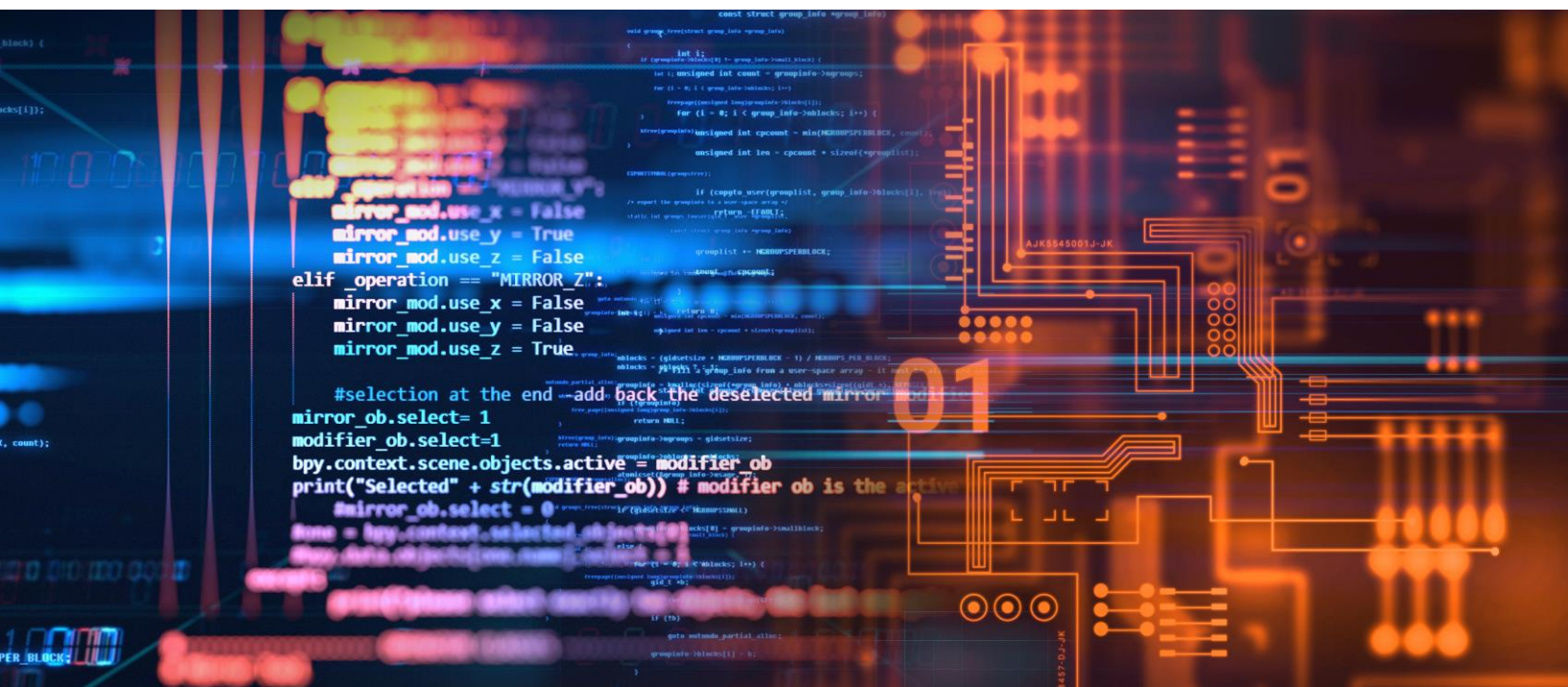
## One of the Nation's Fastest-Growing Tech Hubs

Greater Phoenix is a dynamic and growing software and IT hub. Supported by an expanding group of local and national firms, Greater Phoenix is increasingly being recognized as the place where software and IT firms go to scale.

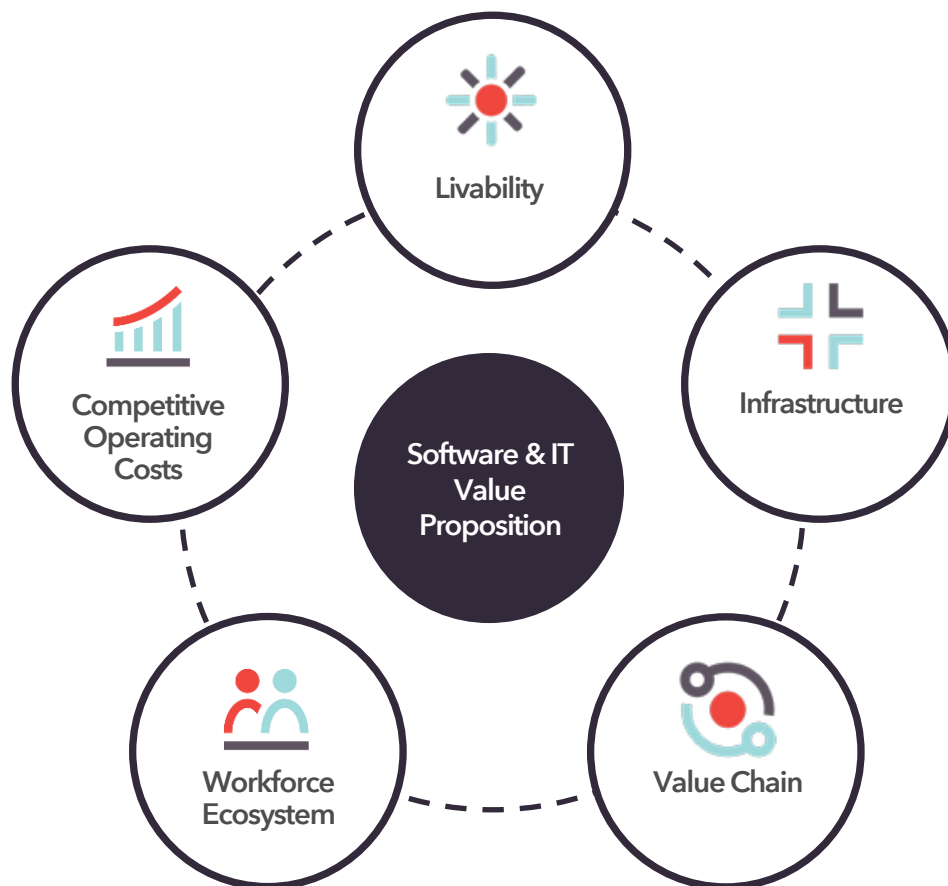
Greater Phoenix is well-positioned to support both new-to-market software and IT companies, and the expansion of our existing cluster.

Here are just a few reasons why so many top companies choose Greater Phoenix:

- Large and talented workforce
- Massive education pipeline developing workers with vital skills
- Faster commute times than peer markets ensuring easy access to a robust talent pool
- Competitive operating cost and tax environment with several available incentives
- More affordable cost of living for employees and overall better quality of life than peer markets
- Welcoming and supportive region with active trade associations, and dynamic networking organizations



# Value Proposition



Livability	Infrastructure	Value Chain	Workforce Ecosystem	Competitive Operating Costs
<ul style="list-style-type: none"> <li>Significantly lower cost of living</li> <li>Abundance of craft breweries and coffee houses throughout the region</li> <li>More than 300 days of sunshine annually</li> </ul>	<ul style="list-style-type: none"> <li>Fast internet connectivity</li> <li>Consistent and reliable power coverage</li> <li>Robust network of data centers</li> <li>Access to a leading domestic and international airport</li> <li>Low risk of natural disasters</li> </ul>	<ul style="list-style-type: none"> <li>Welcoming technology community backed by dynamic firms</li> <li>Growing number of local technology startups</li> <li>Large software and IT offices of Fortune 500 firms</li> </ul>	<ul style="list-style-type: none"> <li>Specialized training programs in universities and community colleges across the state</li> <li>University alignment and partnerships to create job-ready students</li> <li>Growing number of coding schools and bootcamps</li> </ul>	<ul style="list-style-type: none"> <li>Cheaper real estate and benefit costs compared to peer markets</li> <li>Several quality incentives to further decrease operating costs</li> </ul>

# Industry Ecosystem

## Recent Expansions

GPEC has helped bring many leaders in the software and IT industry to the region since 2016. Combined, these companies have brought over 2,500 jobs to Greater Phoenix.



Year: 2019  
Phase 1 Jobs: 1,000



Year: 2019  
Phase 1 Jobs: 99



Year: 2019  
Phase 1 Jobs: 45



Year: 2019  
Phase 1 Jobs: 102



Year: 2019  
Phase 1 Jobs: 50



Year: 2019  
Phase 1 Jobs: 10



Year: 2019  
Phase 1 Jobs: 100



Year: 2019  
Phase 1 Jobs: 110



Year: 2018  
Phase 1 Jobs: 220



Year: 2018  
Phase 1 Jobs: 100



Year: 2018  
Phase 1 Jobs: 250



Year: 2017  
Phase 1 Jobs: 25



Year: 2017  
Phase 1 Jobs: 15



Year: 2017  
Phase 1 Jobs: 100



Year: 2016  
Phase 1 Jobs: 300

# Industry Ecosystem

## National Companies

Many leading national software and IT companies have substantial operations in Greater Phoenix. Below is a sample of some national companies that have a presence in the region.





# Industry Ecosystem

## Phoenix-Based Firms

Greater Phoenix is home to a dynamic and growing software ecosystem. In addition to many national leaders operating in the region, several software and IT companies are headquartered here.



# Local Innovation

## Greater Phoenix Technology Organizations

---



### **#yesphx**

#yesphx is the unifying force in the Greater Phoenix startup community. Their mission is to amplify what is happening in the Greater Phoenix startup community, unify actors in the space, and clarify the community's vision: to be the most generous community for entrepreneurs.

#yesphx is the go-to resource for startups and technology companies in Greater Phoenix that are either entering the market or looking to grow.

---



### **Arizona Technology Council**

The Arizona Technology Council is the largest trade association for technology companies in the state. With more than 800 members, the organization hosts events, provides networking opportunities, and advocates on behalf of technology companies.

The Arizona Technology Council also hosts a job board and promotes Arizona firms through media.

---



### **Phoenix Startup Week**

Phoenix Startup Week is a five-day event for the Greater Phoenix startup ecosystem. Designed by the business community, for the business community, startup week features sessions, mentoring, competitions, debates, panels, happy hours, and its annual Street Pitch event. At this event, 10 startups pitch their company idea for a chance at a \$50,000 investment. Growing every year, Phoenix Startup Week gathers Greater Phoenix's technology community into one place.

# Local Innovation

## Incubators & Accelerators

Greater Phoenix has a strong support network for software and IT companies. Listed below are some of the region's incubators and accelerators, spaces that can be used by companies as they grow. Many of these spaces offer additional services to help connect, integrate and build new companies in the ecosystem.

- ASU Chandler Innovation Center
- ASU Startup Accelerator
- Avenue Business Center
- AZ TechCelerator
- Center For Entrepreneurial Innovation (CEI)
- Chandler Innovations
- Coplex
- Game CoLab
- Growth Nation
- High Tide
- JumpStartBiz - Fountain Hills
- JumpStartBiz - Tempe
- LaunchPoint
- MAC6 Leadership Academy
- Moonshot at NACET
- SEED SPOT
- Stealthmode Partners
- Tallwave





# Local Innovation

## Coworking Spaces

Greater Phoenix has a strong support network for entrepreneurs and startups. Listed below are some of the region's coworking spaces that can be used by companies as they develop a presence in the region. Many of these spaces offer additional services to help connect and integrate new companies into the ecosystem.

- ASU SkySong
- AZ CoWork
- Chefs Shared Kitchen
- Co+HOOTS
- Codobe
- Cooper Crossing
- CoWorkArizona
- CoWorking on 15th Ave
- Cross Campus Scottsdale
- Dobson Ranch Center
- Elevate Coworking
- Eureka Loft
- executivehub
- EZ Spaces
- Gainey Ranch
- GangPlank- Chandler
- GangPlank- Queen Creek
- Gateway Executive Suites
- Grid.Works
- HeatSync Labs
- Hive @ Central
- ignite sparked by BBB
- Industrious
- InnovationHub @ GoodyearAZ
- Lux Office - Avondale
- Lux Office - Scottsdale
- Mac6
- THINKspot
- Novel Coworking Group - Heard Building, Phoenix
- Novel Coworking Group - Midtown, Phoenix
- Perimeter83
- Raintree Corporate Center
- Scottsdale Financial Center III
- Spaces
- Start @ West-MEC
- The Department
- The Office Bowl - 7<sup>th</sup> Avenue, Phoenix
- The Office Bowl - 12<sup>th</sup> Street, Phoenix
- Society
- Thrive Coworking for Women
- Union Workspace
- WeWork
- Workuity

# Talent Pipeline

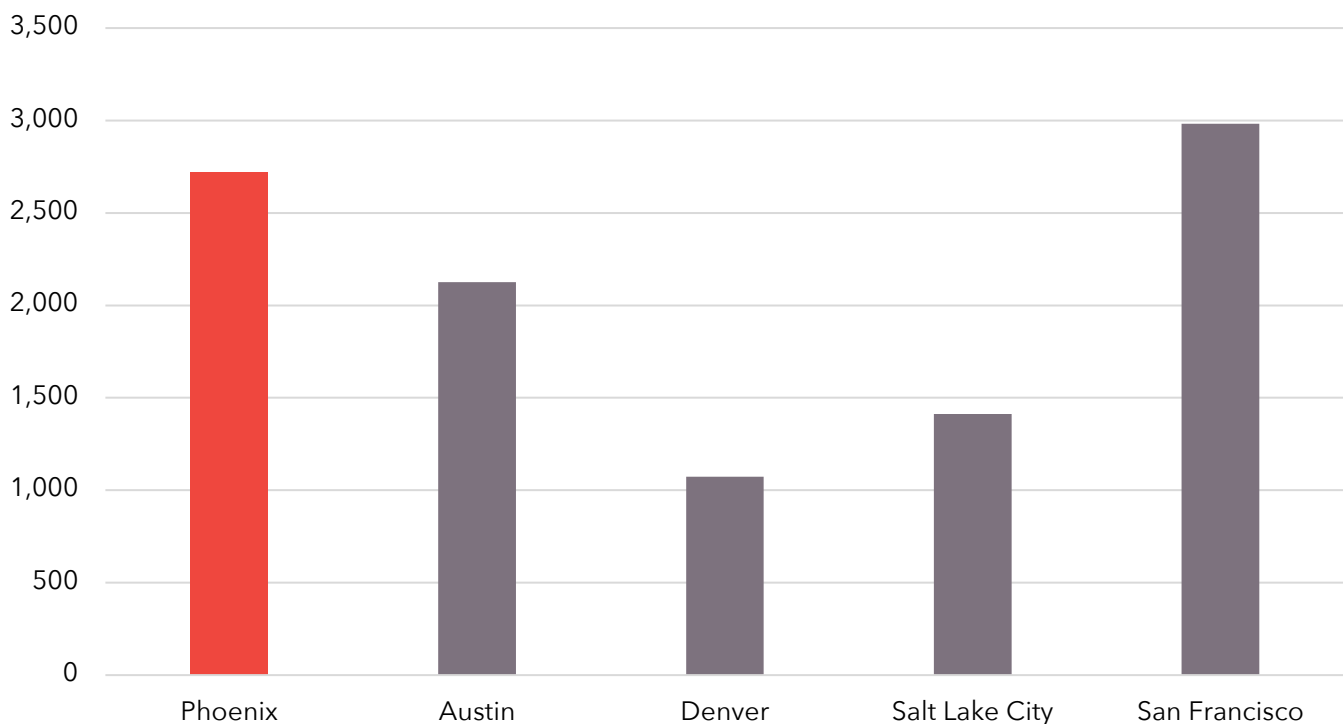
## Greater Phoenix Talent Pipeline

Below are the total number of non-distance program completions at colleges and universities in Greater Phoenix for computer engineering, information technology, computer and software engineering, and computer science. The region produced over 2,700 graduates in these fields during the 2017 to 2018 school year. Greater Phoenix's universities are committed to supplying the workforce needed to enable companies to scale in the region. Comparison data for peer markets has been provided below. Data was adjusted for the population sizes of the markets.

Non-Degree Certificates	Associate	Bachelor	Master	Doctor
583	363	790	429	103

## Competitor Markets' Talent Pipeline

### Software Degrees in Western Regions



# Talent Pipeline

## Notable Coding Schools & Programs in Greater Phoenix

---



### General Assembly

With 20 schools worldwide, including one in Phoenix, the school offers a variety of coding and technology focused programs. From part-time to full-time, online and in person.

- Software Engineering
  - User Experience Design
  - Data Science
  - Python
  - JavaScript
- 



### Galvanize

Galvanize offers both full- and part-time curriculum in web development and data science. Immersive course offerings produce job-ready graduates.

- Full stack
  - JavaScript
  - Python
- 



### DevMountain

DevMountain is an industry-leading coding school with expert faculty who are passionate about sharing their craft and empowering the next wave of programmers, entrepreneurs, and designers.

- IOS development
- Salesforce development
- Software Quality Assurance
- User Experience Design
- Web development

# Talent Pipeline

## Notable Coding Schools & Programs in Greater Phoenix

---



### Tech Talent South

Tech Talent South is a company that focuses on developing tech talent through part-time and full-time programs aimed at individuals and corporations.

- Java
  - JavaScript App Development
- 



### codePHX

codePHX is an initiative created by the City of Phoenix that provides free coding, robotics and 3D modeling classes for youth ages four to 17.

- Introductory 3D modeling
  - Introductory coding
  - Introductory robotics
- 



### Phoenix Coding Academy

Phoenix Coding Academy is an innovative specialty small school, focused on computer coding and multiple technology pathways through an inquiry-based instructional design. Phoenix Coding Academy is one of the first public high schools of its kind.

- General high school education
- Software development
- Web development

# Talent Pipeline

## Notable Programs in Software and IT-related Fields

---



### Arizona State University

Arizona State University (ASU) is committed to partnering with corporate, education, and government organizations to produce a skilled software and IT workforce. ASU has the largest engineering school in the nation, with over 20,000 students enrolled.

- Information technology
  - Computer systems engineering
  - Computer science
- 



### University of Arizona

The University of Arizona is committed to partnering with government and corporations to train job-ready students.

- Computer science
  - Management information systems with emphasis in information assurance
  - Cyber operations
  - Enterprise security certificate
- 



### Grand Canyon University

Grand Canyon University is a private Christian university committed to training the next generation of working professionals.

- Computer programming
- Computer science with an emphasis in big data analytics
- Information technology
- Arizona Cyber Warfare Range facility



# Talent Pipeline

## Notable Programs in Software and IT-related Fields

---



### University of Advancing Technology

The University of Advancing Technology was the first computer university in the United States and continues to be a nationally-recognized leader in advanced technology education.

- Advancing computer science
  - Enterprise software development
  - Network engineering
  - Web design
- 



### Maricopa Community Colleges

The largest community college district in the United States, the Maricopa Community College District includes 10 colleges throughout Greater Phoenix.

- Computer applications technology
  - Computer programming
  - IT: Computer applications specialist
  - Computer information systems
- 



### Embry-Riddle Aeronautical University

Embry-Riddle is an aeronautical university that offers programs software and computer engineering. Located in Prescott, Arizona, Embry-Riddle is a short drive from Greater Phoenix.

- Software engineering
- Computer engineering

# Talent Pipeline

## Notable University Rankings

---



### Arizona State University

- #1 Most innovative school (2016, 2017, 2018, 2019 and 2020), U.S. News & World Report
  - #6 Online graduate business programs, U.S. News & World Report
  - #2 Online bachelor's degree programs, U.S. News & World Report
  - #6 Online MBA program, U.S. News & World Report
  - #5 Best-qualified graduates, The Wall Street Journal
  - #25 Global universities, economics/business, U.S. News & World Report
- 



### University of Arizona

- #4 Undergraduate management information system program, U.S. News & World Report
  - #3 Graduate information systems program, U.S. News & World Report
  - #4 Online graduate computer information technology program
  - #12 Entrepreneurship program, U.S. News & World Report
-

# Research & Development

## Greater Phoenix's Dynamic Cybersecurity Sector is Thriving

### Arizona Cyber Warfare Range

The Arizona Cyber Warfare Range is designed to develop a well-trained cybersecurity workforce. This is achieved through self-paced training, organic mentoring and real-world experience. Many hands-on exercises are hosted, serving everyone from beginners to tenured professionals through real-world operations. Participants learn Computer Network Attack (CNA), Computer Network Defense (CND) and Digital Forensics. There is no cost to add your company's technology to the Cyber Warfare Range for testing. The Cyber Warfare Range has two locations in Greater Phoenix, Grand Canyon University in Phoenix and AZLabs in Mesa.

Source: <https://www.azcwr.org/>

### Arizona Statewide Cyber Workforce Consortium

Formed by Chicanos Por La Causa (CPLC) and Cyber Security Canyon (CSC), the Arizona Statewide Cyber Workforce Consortium (AZSCWC) develops a unified approach to ensure the state has adequate cybersecurity resources. The AZSCWC's work builds off existing efforts developed over the past five years. This consortium connects applicants from traditional and nontraditional training backgrounds to the region's cybersecurity cluster.

Source: <http://swcse.com>

### Center for Cybersecurity and Digital Forensics

Arizona State University's Center for Cybersecurity and Digital Forensics brings together leading researchers from engineering, social sciences, and business to solve problems in identity management, privacy, malware, security, digital forensics and predictive analytics. This research is conducted with several industry partnerships, and has led to the creation of custom education and training programs. The work conducted at the center is a vital part of the university's efforts to support the entrepreneurial ecosystem.

Source: <https://globalsecurity.asu.edu/cdf>

# Labor Analysis

## Labor Pool

The table below shows employment for the following occupations in the selected metros.

Occupation	Phoenix	Austin	Denver	New York City	Salt Lake City	San Francisco
General And Operations Managers	39,595	19,205	23,783	151,010	23,256	42,267
Software Developers, Applications	13,240	13,699	20,389	75,450	6,550	44,212
Computer Systems Analysts	9,911	9,006	6,579	40,900	2,530	15,078
Software Developers, Systems Software	7,812	7,652	7,457	19,362	3,722	17,381
Computer Occupations, All Other	6,961	4,050	11,366	10,865	3,673	19,802
Computer And Information Systems Managers	6,139	3,353	5,547	31,419	3,782	17,898
Network And Computer Systems Administrators	6,049	5,063	7,572	27,019	2,191	7,571
Computer Network Support Specialists	5,008	2,392	2,865	13,937	1,097	3,752
Computer Programmers	2,565	3,006	2,196	16,103	1,705	6,382
Computer Network Architects	2,326	1,950	4,527	9,745	642	3,917
Information Security Analysts	2,175	891	2,376	8,093	468	2,074
Web Developers	2,084	1,710	1,474	12,268	1,022	5,556
Database Administrators	1,633	1,771	1,883	8,215	734	2,496
<b>Total</b>	<b>105,496</b>	<b>73,747</b>	<b>98,015</b>	<b>424,385</b>	<b>51,372</b>	<b>188,385</b>

# Labor Analysis

## Median Wage

Greater Phoenix has a robust supply of human capital at an affordable cost. Median wages in Greater Phoenix are significantly lower than peer markets. Below is a table of median wages across peer markets for software and IT occupations.

Occupation	Phoenix	Austin	Denver	New York City	Salt Lake City	San Francisco
General And Operations Managers	\$91,198	\$98,319	\$119,744	\$140,053	\$72,732	\$136,371
Software Developers, Applications	\$100,749	\$107,095	\$104,473	\$114,046	\$100,740	\$137,675
Computer Systems Analysts	\$89,056	\$83,041	\$93,446	\$108,191	\$76,877	\$117,262
Software Developers, Systems Software	\$98,900	\$111,843	\$117,092	\$123,666	\$105,625	\$135,478
Computer Occupations, All Other	\$82,237	\$83,287	\$103,430	\$100,363	\$71,023	\$109,341
Computer And Information Systems Managers	\$135,549	\$145,940	\$156,189	\$181,602	\$113,396	\$183,270
Network And Computer Systems Administrators	\$82,200	\$86,309	\$83,975	\$97,594	\$79,024	\$101,443
Computer Network Support Specialists	\$53,846	\$60,941	\$68,791	\$82,404	\$55,600	\$82,384
Computer Programmers	\$85,195	\$83,872	\$94,627	\$86,944	\$79,401	\$106,594
Computer Network Architects	\$102,745	\$123,863	\$117,924	\$124,038	\$104,081	\$127,951
Information Security Analysts	\$97,207	\$109,840	\$94,588	\$125,969	\$82,479	\$118,659
Web Developers	\$63,980	\$74,733	\$78,164	\$78,275	\$72,273	\$105,206
Database Administrators	\$92,555	\$95,221	\$97,024	\$105,780	\$97,485	\$108,857



# Operating Cost Analysis

The Annual Business Operating Cost Analysis has been prepared using the following parameters as an estimate for software and IT operations in competitor markets. Component and custom analysis to match your company's operations can be provided upon request.

## Assumptions

- \$500,000 personal property investment
- 10,000 square foot Central Business District
- Utilities (per month): Included in Lease
- 50 jobs (Bureau of Labor Statistics equivalent occupations)

Occupations	Employment
Software Developers, Applications	15
Web Developers	15
Software Developers, Systems Software	10
Computer Network Architects	5
Computer and Information Systems Managers	2
Computer Network Support Specialists	2
General and Operations Managers	1
<b>Total</b>	<b>50</b>

# Operating Cost Analysis

## Annual Operating Cost

Metro	Employee Payroll	Fringe and Mandated Benefits	Real Estate Payments	Property Tax	Total Operating Cost	Index
Phoenix	\$4,526,312	\$1,055,746	\$282,400	\$10,953	\$5,875,411	100.0%
Austin	\$4,747,292	\$1,110,673	\$494,700	\$10,983	\$6,363,648	108.3%
Denver	\$4,957,050	\$1,158,621	\$362,400	\$11,204	\$6,489,276	110.4%
New York City	\$5,601,965	\$1,315,836	\$820,500	\$0	\$7,738,301	131.7%
Salt Lake City	\$4,441,886	\$1,034,911	\$301,600	\$6,498	\$5,784,895	98.5%
San Francisco	\$5,829,452	\$1,377,741	\$955,400	\$5,900	\$8,168,493	139.0%

## Total Operating Cost

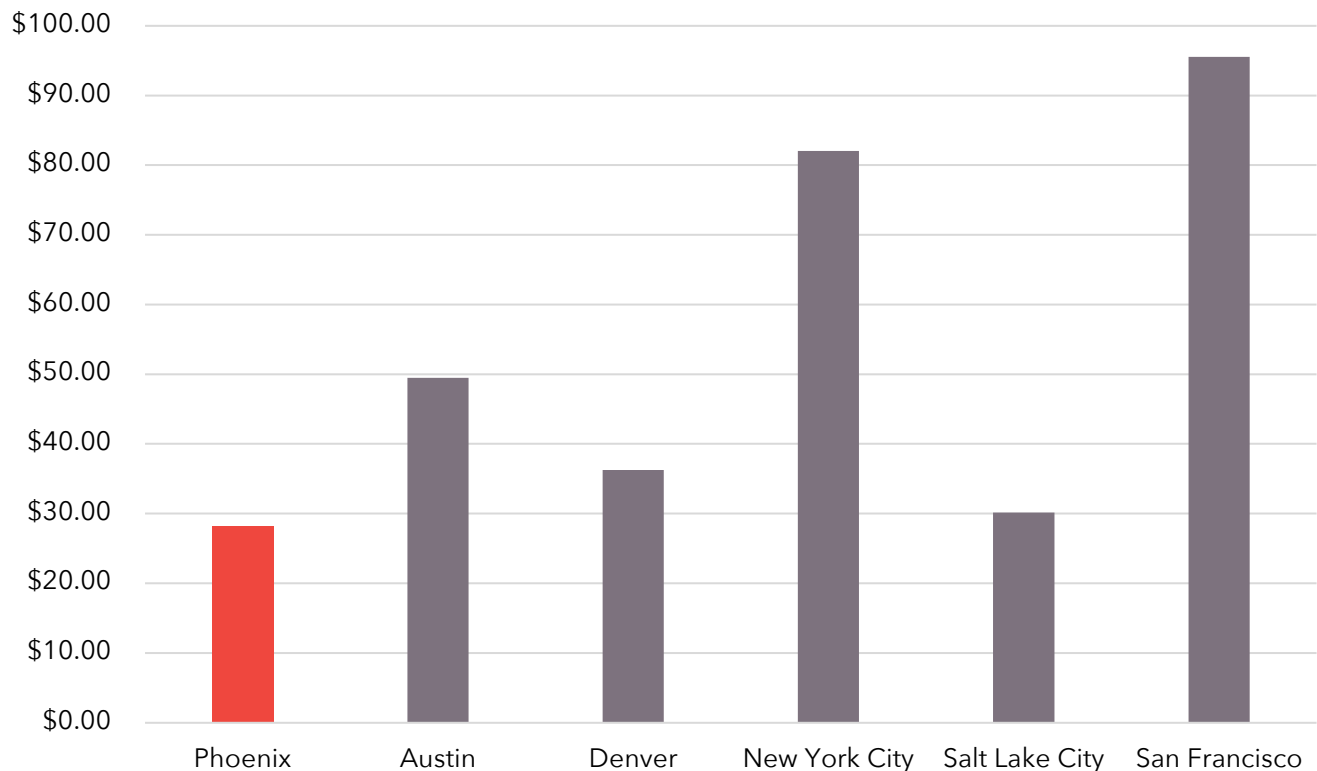


# Operating Cost Analysis

## Real Estate Costs

Metro	Suburban Class A Office Lease Rate	Suburban Class A Office Cost Index	CBD Office Lease Rate	CBD Office Cost Index	Office Vacancy Rates
Phoenix	\$29.69	100.0%	\$28.24	100.0%	12.1%
Austin	\$37.83	127.4%	\$49.47	175.2%	9.8%
Denver	\$29.31	98.7%	\$36.24	128.3%	10.3%
New York City	\$32.09	108.1%	\$82.05	290.5%	8.4%
Salt Lake City	\$25.92	87.3%	\$30.16	106.8%	6.9%
San Francisco	\$72.72	244.9%	\$95.54	338.3%	6.8%

## Central Business District Rate



# Taxes & Incentives

## Arizona Tax Environment vs. Competitor Markets

Arizona has a very competitive tax and fringe/mandated benefits environment compared to other major software and IT markets.

Metro	Sales Tax Rate	Corporate Income		Inventory Tax	Unemployment Insurance			Workers Comp. (Rate per \$100 Payroll)
		Tax Rate	Basis		Rate (As % of Payroll)	Wage Base	Max. Payment	
Phoenix	8.60%	4.90%	Net Income	No	2.00%	\$7,000	\$140	\$1.30
Austin	8.30%	0.75%	Taxable Margin	Yes	2.70%	\$9,000	\$243	\$1.21
Denver	8.30%	4.63%	Net Income	No	1.70%	\$13,600	\$212.50	\$1.43
New York City	8.80%	6.50%	Net Income	No	2.50%	\$11,600	\$359.70	\$3.08
Salt Lake City	7.80%	4.95%	Net Income	No	IndAvg%	\$36,600	\$543.00	\$1.06
San Francisco	8.50%	8.84%	Net Income	No	3.40%	\$7,000	\$238	\$2.87

Source: Applied Economics Metrocomp Tool, May 2020



# Taxes & Incentives

## Statutory Incentives

Even with the highly competitive tax environment in Greater Phoenix and Arizona, there are several tax incentives that can be utilized to mitigate operating costs. Please note that this is not a comprehensive list of all incentives available in the state of Arizona. Additionally, it should be noted that this is only a guide for potential incentives. Actual incentives will depend on project parameters and varying program qualifications and requirements as determined by the Arizona Commerce Authority.

### Quality Jobs Tax Credit

The Quality Jobs Tax Credit program awards \$9,000 of tax credits over three years for qualifying companies. The chart below highlights minimum qualifying capital expenditure and wage rate in an urban area, while the texts describe additional program parameters.

## \$9K

\$9,000 corporate income  
tax credits per job  
(\$3,000/employee/year)

## 10K

Capped at 10,000  
jobs per year

## 65%

Employer must offer to pay at  
least 65% of employee health  
insurance premium

#### Urban

Min. New Jobs	County Median Wage	Maricopa	Min. Capex
25	100%	\$38,009	\$5,000,000
25	125%	\$47,511	\$2,000,000
25	150%	\$57,014	\$1,000,000
25	200%	\$76,018	\$500,000

#### Rural

Min. New Jobs	County Median Wage	Pinal	Min. Capex
5	100%	\$37,040	\$1,000,000
5	125%	\$46,300	\$500,000
5	150%	\$55,560	\$100,000

### R&D Tax Credit

- Refundable and nonrefundable corporate income tax credits for qualified research and development done in Arizona, including company funded research at a state university
- Credit amount is 24% of first \$2.5 million in qualifying expenses plus 15% of the qualifying expenses in excess of \$2.5 million
- Qualifying small companies (less than 150 FTE) can apply to make their credit refundable (75% of nonrefundable credit value). A company can receive up to \$2.0M in refundable credits per year





# Livability

## Cost of Living

Greater Phoenix is more affordable for companies and the people that make them successful. Across all major buckets of expenses, Greater Phoenix is less expensive than almost all peer markets.

Metro	Grocery Items	Health Care	Utilities	Transportation	Composite Index	Index
Phoenix	99.4	109.6	107.0	90.1	98.9	100.0%
Austin	91.0	95.3	90.5	105.7	99.3	100.4%
Denver	98.0	80.6	100.8	103.6	110.8	112.0%
New York City	139.7	120.6	128.6	110.5	237.4	240.0%
Salt Lake City	107.7	87.8	103.5	105.6	103.3	104.4%
San Francisco	130.9	123.2	145.0	129.5	196.6	198.8%

Source: C2ER COLI 2019 Annual Average

## Housing

Greater Phoenix has an affordable housing market. It is significantly less expensive to own or rent in the Greater Phoenix area than in peer markets.

Metro	Median Home Value	Index	Median Rent	Index
Phoenix	\$294,161	100.0%	\$1,457	100.0%
Austin	\$342,320	116.4%	\$1,632	112.0%
Denver	\$444,722	151.2%	\$1,800	123.5%
New York City	\$485,812	165.2%	\$2,297	157.7%
Salt Lake City	\$386,845	131.5%	\$1,486	102.0%
San Francisco	\$1,141,029	387.9%	\$3,121	214.2%

Source: March 2020 Zillow Home Value Index; March 2020 Zillow Rental Index

## Personal Income Tax

Greater Phoenix has the lowest personal income tax of those states that have a personal income tax across all income levels. With its affordable cost of living and low taxes rates, income goes further in Greater Phoenix.

State	\$50,000	\$150,000	\$270,000	\$500,000	\$1 Million Or More
Arizona	4.17%	4.17%	4.50%	4.50%	4.50%
Texas	N/A				
Colorado	4.63% of federal taxable income				
New York	6.21%	6.49%	6.85%	6.85%	6.85%
Utah	4.95%				
California	8.00%	9.30%	9.30%	11.30%	13.30%

Source: Tax Foundation 2020. Tax rates are for single filers.

# Livability

## Coffee & Craft Beer

Greater Phoenix's craft beer and coffee culture is creative, dynamic and growing. The list below is a sample of the variety of craft beverage makers in the region.

### Craft Breweries

12 West Brewing  
8 Bit Brewing  
Arizona Wilderness Brewing Company  
Beer Research Institute  
Bone Haus Brewing  
Cider Corps  
Desert Eagle Brewing  
Dubina Brewing Company  
Fate Brewing Company  
Flying Basset Brewing  
Four Peaks Brewing Company  
Freak'N Brewing Company  
Goldwater Brewing Company  
Grand Avenue Brewing  
Helio Basin Brewing  
Helton Brewing  
Huss Brewing Company  
Lochiel Brewing  
Lucidi Distillery

Mother Bunch Brewing Company  
North Mountain Brewing  
O.H.S.O. Eatery + Nanobrewery  
Oro Brewing Company  
Pedal Haus Brewery  
Peoria Artisan Brewery  
The Perch Brewery  
PHX Beer Co.  
Saddle Mountain Brewing Company  
SanTan Brewing Company  
Scottsdale Beer Company  
Shop Beer Co.  
Sleepy Dog Brewery  
Sonoran Brewing Co.  
State 48 Brewery  
Sunup Brewing Co.  
Uncle Bear's Brewhouse  
Westward Brewing  
Wren House Brewing Co.

### Craft Coffee

A Shot of Java  
Azukar Coffee  
be Coffee + Food + Stuff  
Belhaus  
Berdona's Fine Coffee & Food  
Bergies Coffee Roast House  
Cartel Coffee Lab  
Copper Star Coffee  
Driftwood Coffee Co.  
Fair Trade Café  
Fillmore Coffee Co.  
Giant Coffee  
Gold Bar Espresso  
Jobot Coffee  
King Coffee

Lakeview Coffee  
Lola Coffee Bar  
Lost Dutchman Coffee Roasters  
Lux Central  
Maverick Coffee  
Nami  
Peixoto Coffee Roasters  
Press Coffee Roasters  
Provision Coffee Bar  
Regroup Coffee + Bicycles  
Royal Coffee Bar  
Serafina Coffee Roasters  
Songbird Coffee & Tea  
The Refuge Café  
Urban Beans



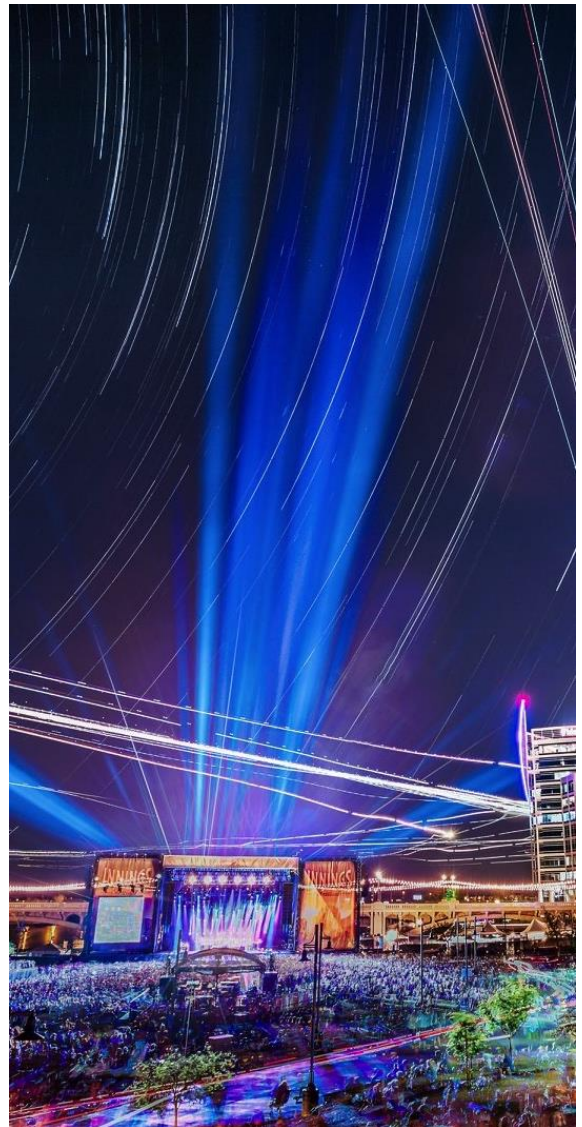


# Livability

## Music, Events & Culture

Greater Phoenix is home to an exciting and diverse music scene, some of the nation's most iconic events, and a culture all its own. The list below displays many of the region's unique events and amenities.

AmeriCAN Canned Craft Beer Festival  
 Arizona Fall League  
 Arizona Jazz Festival  
 Arizona Hip Hop Festival  
 Arizona Opera  
 ArtLink First Fridays - Downtown Phoenix  
 Ballet Arizona  
 Barrett-Jackson Classic Car Auction  
 Country Thunder Arizona  
 Decadence Arizona  
 Desert Botanical Garden  
 Fiesta Bowl  
 FORM Arcosanti  
 Four Peaks Oktoberfest  
 Gammage Auditorium  
 Heard Museum  
 Innings Festival  
 McDowell Mountain Music Festival  
 Mesa Arts Center  
 Major League Baseball Spring Training  
 Musical Instrument Museum  
 Orpheum Theater  
 PF Chang's Rock n Roll Marathon  
 Phoenix Art Museum  
 Phoenix Symphony  
 Phoenix Unknown: World Music and Night Market  
 Phoenix Zoo  
 Pot of Gold Festival  
 Scottsdale Arts Festival  
 Scottsdale Museum of Contemporary Art  
 South Mountain Park  
 PGA Waste Management Phoenix Open  
 West World  
 Wickenburg Gold Rush Days



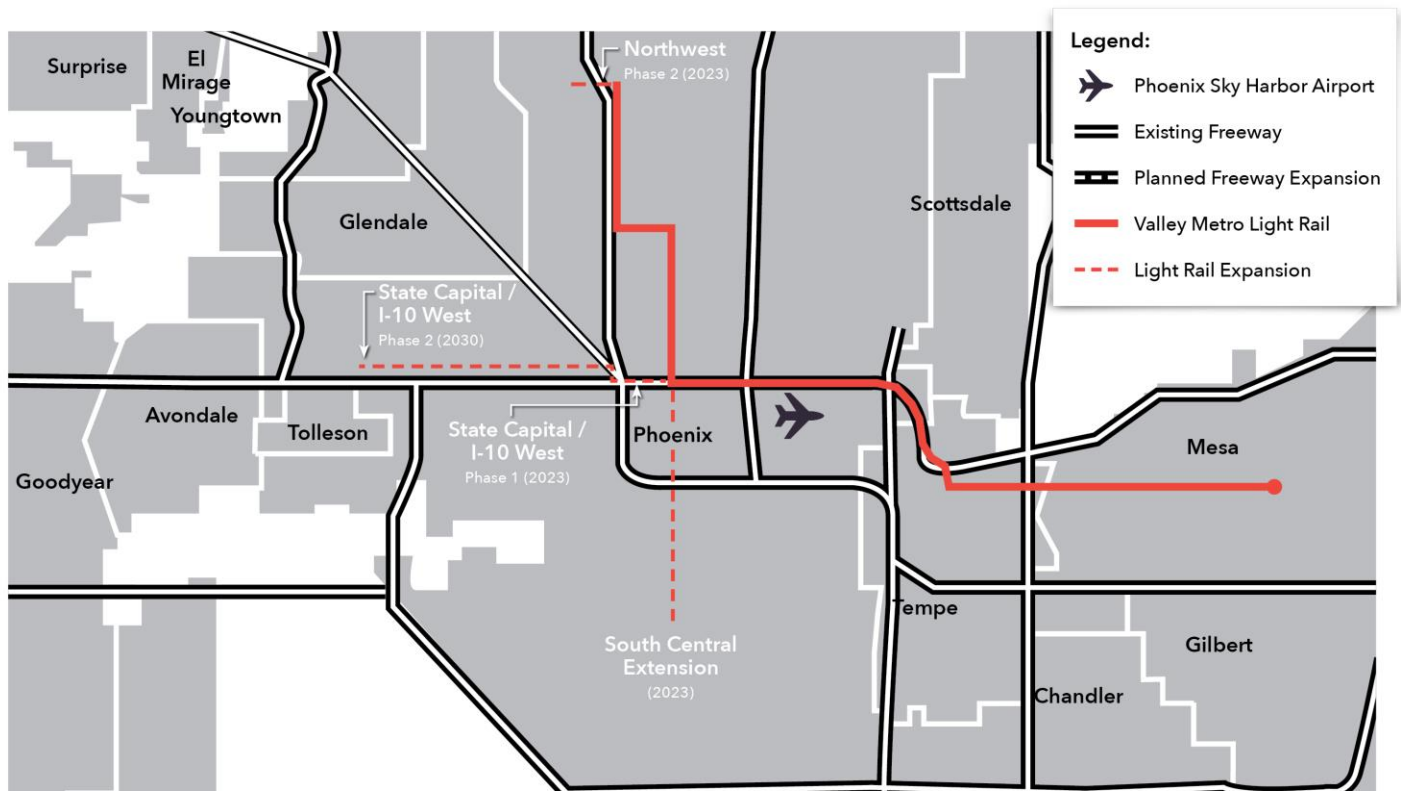
# Livability

## Commute Times & Light Rail

Many companies that have recently expanded into the region have commented on the ease of access to workforce and the accessibility of the market. An important aspect of this is the region's commute times, which are significantly shorter than competitor markets, enabling your workforce to spend more time enjoying their lifestyle and less time in traffic. The region has a modern freeway system and an expanding light rail ensuring that there is a robust supply of talent no matter where a business is located.

Metro	Average Commute Times	Yearly Commute	Index
Phoenix	26.7 minutes	9.6 days	100.0%
Austin	27.4 minutes	9.9 days	102.6%
Denver	28.0 minutes	10.1 days	104.9%
New York City	37.6 minutes	13.6 days	140.8%
Salt Lake	22.9 minutes	8.3 days	85.8%
San Francisco	34.7 minutes	12.5 days	130.0%

Source: ACS 2018 1-Year Estimate



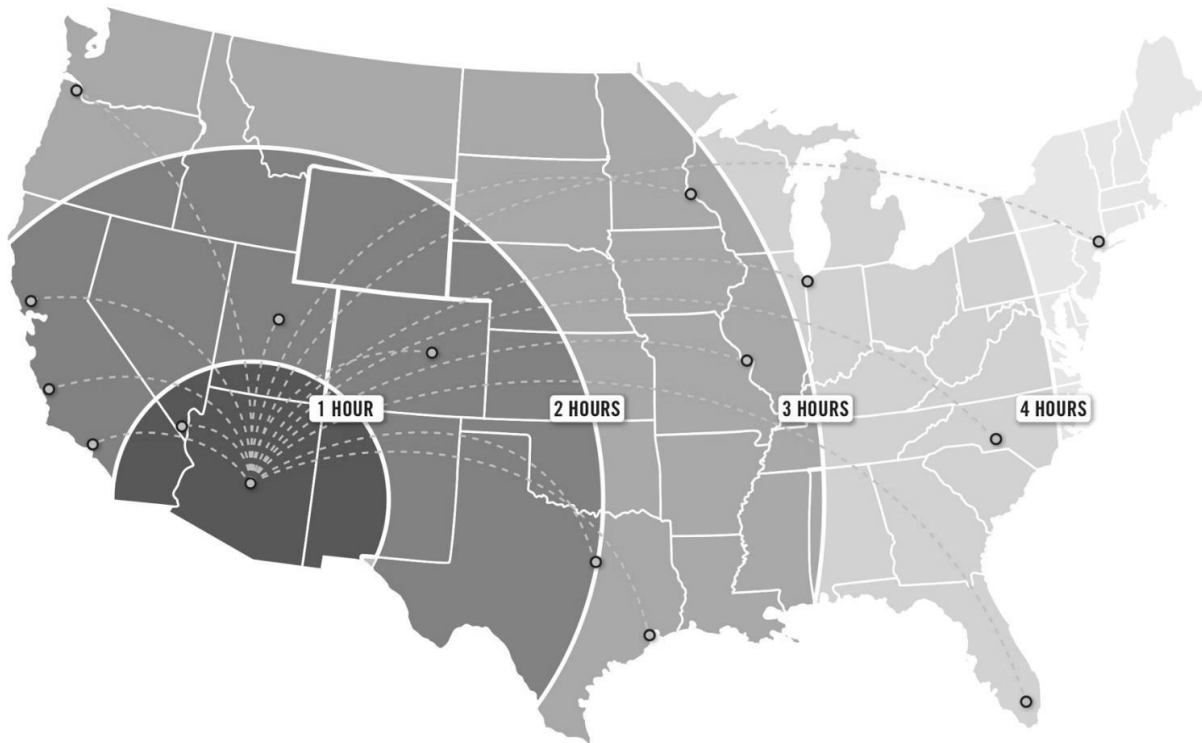


# Key Infrastructure

## Greater Phoenix Airport Access

### Skybridge at Phoenix-Mesa Gateway International Airport:

- An air logistics hub to ship high-value goods directly to consumers through a bonded facility incorporating Mexican and U.S. customs – will be the first of its kind in the interior U.S. for air freight activities.
- Ideally situated within the Southwestern U.S. to not only meet growing e-commerce and airport logistics demands in the Phoenix metropolitan area, but also to serve as a direct carrier to and from consumers in Mexico and across the U.S.
- In addition, the proximity to ASU's Polytechnic Campus creates opportunities for partnerships to attract and retain workforce talent in Gateway.



### Phoenix Sky Harbor International Airport:

- 43 million passengers annually
- 1,200 daily domestic and international flights
- Over 800 tons of cargo handled daily

### Major Cargo Carriers from Sky Harbor:

- |                     |                      |
|---------------------|----------------------|
| • Amazon Prime Air  | • DHL                |
| • American Airlines | • FedEx              |
| • Ameriflight       | • Southwest Airlines |
| • British Airways   | • United             |
| • Delta Airlines    | • UPS                |

# Rankings & Recognition

## #1

Phoenix was ranked #1 Fastest Growing City by population in Business Facilities' 2019 Metro Rankings Report

---

## #1

Arizona State University named America's Most Innovative University five years in a row by U.S. News & World Report

---

## #1

Phoenix Sky Harbor International Airport ranked as the #1 Best Large Airport in the U.S. by The Wall Street Journal

---

## Top Tier

APS and SRP rank as top business service providers by J.D. Power and Associates for reliability

---

## Top 10

In 2019, Arizona was ranked in the top 10 best states to start a business by WalletHub

---

## Top 10

Greater Phoenix is ranked in the top 10 for low catastrophic and natural disaster risk

---

## Top 20

In 2018, two cities in the region were listed in the top 20 happiest cities in the nation

## Top 20

Arizona ranked in the top 20 states for doing business in 2019

# Greater Phoenix Greater Together

People. Place. Technology.