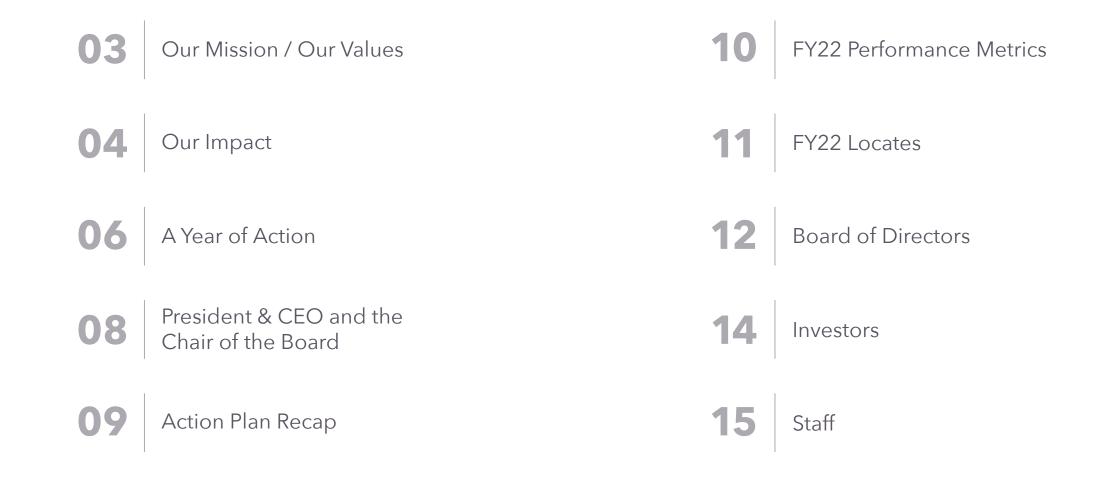


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Annual Report Fiscal Year 2022



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Our Mission

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

Our Values

We are an inclusive,	We are	We lead from	We promo
diverse family	change agents	the front	intellectua
We remain on	We are	We are agile and adapt to change	We are cor
the edge	tenacious		to selfless :

ote al curiosity

ommitted s service

ANNUAL REPORT FY22

Our Impact

Bringing businesses to the region is what we do, changing lives is what drives us.

Meet three individuals who's lives were changed through the opportunities Gulfstream, Meyer Burger and EMD Electronics brought to the region.



When looking for jobs in Greater Phoenix, what about Gulfstream appealed to you and motivated you to apply?

"When I was inquiring for a new career in the Mesa area Gulfstream was very appealing to me. It is a well known company in the aerospace industry that is also known for putting out quality, highend products. Knowing that Gulfstream had invested in the Mesa (Phoenix-Mesa Gateway) airport to build its new service center meant that there would be a lot of new opportunities to grow."





What is your favorite thing about living in Greater Phoenix?

"My family and I have enjoyed living in the Phoenix area for about two years now, formerly from the Tampa Bay area. We enjoy the lakes, small town feel in downtown Gilbert/Chandler and we enjoy most, spending time with our friends that we have made here."



MEYER BURGER



Tyler Uckar

Procurement & Logistics Specialist

Meyer Burger, Goodyear, AZ

What is your favorite thing about living in Greater Phoenix, especially being from the East Coast?

"The scenery here is almost unreal whether you are driving to the gym, driving to downtown, or heading towards the desert, there is always a 360 degree view of breathtaking mountains. Everyone I've met so far is easy going, hospitable, and adventurous. Although the days get hot in the summer, there is always an outdoor activity to partake in within 15 minutes of the apartment."









When looking for jobs in Greater Phoenix, what about EMD Electronics appealed to you and motivated you to apply?

"I was motivated to apply to EMD Electronics when I noticed their positive quality culture within the organization, emphasis on work life balance, commitment to being driven by data analysis, development opportunities for their employees, and the strong presence of women in leadership."





Now that you've worked at the company for some time, what is your favorite thing about it?

"EMD Electronics is a company that seeks diversity. It is a flexible company that allows for a robust working schedule. The employees at EMD Electronics are data driven individuals that push artificial intelligence/machine learning in the field.

As a young mom in the workforce, this company has shown me support and also emphasized the push for female involvement in leadership."





A Year of Action

An award-winning team, recognized as a global leader in economic development.

AWARDED



Named the top economic development organization globally



Awarded for excellence in economic development, 6th consecutive year



Build Back Better Regional Challenge (BBBRC)

Greater Phoenix's New Healthcare Innovation Economy proposal was selected as one of 60 Phase I finalists (out of 529 applicants) and awarded a grant of \$500,000.

HOSTED



Convened hundreds of business, community, civic and policy leaders for a two-part series to facilitate dialogue around future growth and develop strategies to advance a diversified economy.



Led a delegation of 45 business and community leaders, elected officials and economic development practitioners to Washington, D.C., to advocate for the region.

Hosted 10 national site selectors and six venture capital firms to experience the momentum of Greater Phoenix, learn about the latest regional advancements and connect with communities and innovators.

10 Ambassador events **08** Regional Reports

These events were a mix of in person and hybrid, focusing on the topics of Arizona's water position, cybersecurity, talent acquisition, semiconductors, the future of healthcare, economic trends, and more.



3 Virtual & in-person **Art Exhibits**

ART EXHIBIT



Impressions

387 Art pieces

 \mathbf{O} Local Artists

Total event attendees





SOCIAL MEDIA

2,200 Ł **Regional content** pieces shared





LEAD GEN

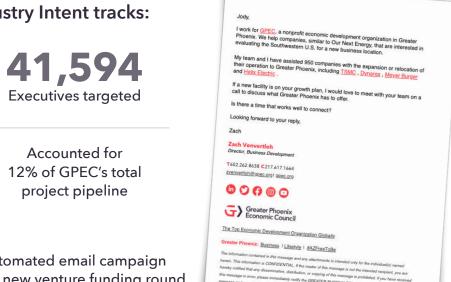
Venture Capital (VC) & Industry Intent tracks:

Automation-generated projects increased 19.1% compared to FY21

> 318 Qualified leads

Project BRAIN

Launched in July 2022, this fully automated email campaign targets U.K. companies that close a new venture funding round.



Fully automated SMS and email alerts system, enabling the team to connect with, congratulate and share local startup funding news in near real-time.

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INTERNATIONAL



International conferences

5

United Kingdom workshops

Inbound market visits from international partners



908

Research requests

completed

LAUNCHED

3 Interactive web maps

- Semiconductor
- Greater Phoenix communities
- Global trade & investment
- Semiconductor Manufacture Reports Indust @ Zoom b

VC FUNDING ALERTS

- Alerts
- Funding rounds
- Deals over \$5M

Industry Insights





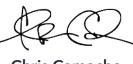
President & CEO and the Chair of the Board

Heightened interest in Greater Phoenix and an ever-evolving industrial ecosystem are contributing to rapid growth in the market. Advancing and capturing that momentum, GPEC recorded one of its best years to date in FY22, meeting each of its respective goals, setting an all-time record in locates, payroll and crossing the 10,000 jobs threshold for the first time in GPEC's 33-year-history. In total, GPEC assisted in the creation of 10,859 jobs with an average highwage salary of \$75,847 and drove capital expenditures to \$3.2 billion.

"GPEC is a place where purposedriven work leads to substantial community progress..."

GPEC is a place where purpose-driven work leads to substantial community progress – a sought-after organization for leaders in economic development and the community at large because of its ability to provide a meaningful impact on the region. Working

collectively alongside its community and business partners, GPEC helped to shape key initiatives this past fiscal year, highlighted in the Convening the Community series. The effort and continued dialogue resulted in the development of 10 thematic areas of focus for the region's future, driving competitiveness and opportunities for inclusive economic development. A consistent top-to-bottom desire to perform has led to state and national recognition at the individual and group levels for outstanding achievement by notable entities over the last fiscal year. It is a great privilege to lead this team as we work with our partners and business leaders to bolster the region. With a commitment to excellence and the steadfast ambition to foster our innovative and inclusive region with quality jobs for all, we move forward into FY23.



Chris Camacho President & CEO, GPEC



The GPEC team continues to perform at an exceptional level, once again boasting a record-breaking year while being recognized at the highest levels of the economic development profession. GPEC was named a top economic development organization and earned the Mac Conway Award for Excellence in Economic Development for the sixth-straight year. The role of economic development is critical in shaping the future of the region, and what GPEC has accomplished both in terms of business results and making a positive impact on the Greater Phoenix community has been remarkable. GPEC-led initiatives are carrying Greater Phoenix forward. Engaging with high-wage businesses for expansion or relocation, the diversification efforts of GPEC and its partners over the last decade have made the market more resilient than ever. With collaboration at its core, GPEC has amplified new perspectives and a new vision for the future, lifting the collective voice of the region. This work is critical as Greater Phoenix

"The progress we have made together has led to a more equitable, opportunity-based market, with a promising future for generations to come."

establishes itself as an emerging market. I'm incredibly proud of what we were able to accomplish during my time as Chair of the Board for GPEC, working alongside stakeholders at the local, national and international levels to advance initiatives critical to regional success. The progress we have made together has led to a more equitable, opportunity-based market, with a promising future for generations to come.

Jeff Guldner Chair, **GPEC Board of Directors** Chairman & CEO, **APS**





Action Plan Recap

As we close the final year of our FY20-FY22 strategic plan, we reflect on the goals that drove our success in an unprecedented environment. Together with GPEC's 22 member communities, Maricopa County, more than 190 private sector investors and regional partners, we accomplished the vision set out in our action plan to advance our competitiveness and enhance the region's economy.



3-Year Strategic Goals:

 Redefine regional economic resilience and competitiveness to meet 21st century challenges and opportunities.

FY22 Action Plan Goals:

GOAL #01 **GOAL** #02 **GOAL** #03 Attract and grow quality Elevate the GPEC and Greater Drive the region forward Phoenix brand regionally, businesses through established nationally and globally programs and new models data analytics capabilities **GOAL** #05 **GOAL** #06 Promote stakeholder Build a resilient economy

GOAL #04

engagement through meaningful content

through comprehensive planning that focuses on inclusion, diversity and equity

 (\rightarrow)

Be a leader in economic development through relentless commitment to organizational culture and The GPEC Way

Demonstrate what it means to be a best-in-class economic development organization.

through enhanced research and



FY22 Performance Metrics

In FY22, GPEC met each of its respective goals, resulting in a record-breaking year for locates, total jobs and payroll.



55 **Businesses** located



\$635.30 Million in payroll generated

10,859 New jobs created in **Greater Phoenix**

Evaluation Criteria	Contract	Target	Stretch	Actual	Result
Locates ¹				55	
Payroll (in Millions)	\$384.37	\$427.08	\$469.78	\$635.30	Stretch
Average High Wage Salary	\$61,226	\$68,029	\$74,832	\$75,847	Stretch
Jobs	7,176	7,973	8,770	10,859	Stretch
High Wage Jobs	4,232	4,702	5,172	4,748	Target
Qualified Prospects	239	266	293	272	Target
Qualified International Prospects	38	42	46	58	Stretch
GPEC Assists	10	12	14	14	Stretch
Stakeholder Satisfaction with Business Attraction ²	7	7.3	7.6	9.4	Stretch
Competitive Position Progress ³					Stretch
Cash Reserve					Stretch

Footnotes:

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

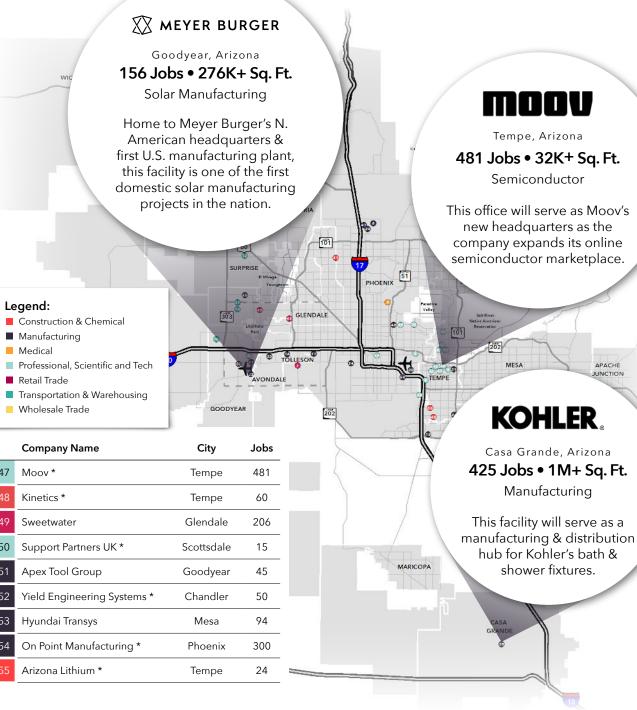
² Based on a scale of 1 to 10. ³ See Competitive Position Progress Report. Results are determined by GPEC's Performance Committee.



FY22 Locates

	Company Name	City	Jobs
1	Exro Technologies *	Mesa	25
2	Medicom *	Phoenix	120
3	KORE Power	Buckeye	1708
4	Valon Mortgage *	Tempe	100
5	Helix Electric	Goodyear	150
6	Sunlit Chemical *	Phoenix	24
7	Yerecic Label *	Phoenix	23
8	Chapter *	Phoenix	50
9	Harnham	Tempe	30
10	XPO	Goodyear	200
11	Fastik	Phoenix	15
12	Rinchem	Surprise	30
13	Gulfstream *	Mesa	255
14	US Merchants *	Glendale	300
15	Cirrus Aircraft *	Chandler	50
16	Fastik	Tolleson	15
17	Guidepoint	Phoenix	25
18	Stryker *	Chandler	317
19	LiveRamp *	Tempe	87
20	Project Szabo *	Phoenix	10
21	Peloton	Tempe	400
22	Meyer Burger *	Goodyear	156
23	Bizerba Label Solutions *	Avondale	69

	Company Name	City	Jobs
24	Taiwan Puritic Corp	Phoenix	35
25	Factor 75	Goodyear	500
26	NerdWallet/Fundera *	Scottsdale	50
27	EMD Electronics *	Chandler	75
28	Kohler	Casa Grande	425
29	Edwards Vacuum	Chandler	172
30	Cruise Automation	Scottsdale	150
31	Linde *	Phoenix	27
32	Marble/ Themis-Tech *	Scottsdale	198
33	Diamond Age *	Phoenix	119
34	Creative Packaging Company	Phoenix	58
35	Nestle USA Inc. *	Glendale	350
36	Sendoso *	Phoenix	278
37	Williams-Sonoma, Inc.	Glendale	1716
38	Funko	Buckeye	125
39	Sunbound *	Phoenix	12
40	Blue Origin *	Phoenix	150
41	Foxlink International Inc. *	Phoenix	35
42	Crest Technologies *	Scottsdale	80
43	HelloFresh	Phoenix	12
44	Viasat *	Tempe	386
45	Opendoor *	Tempe	152
46	Project Frenchie * **	Tempe	320



* Denotes High-Wage Project

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





Board of Directors

Officers:

Executive Committee:

Jeff Guldner Chair Chairman & CEO Arizona Public Service (APS)

David Rousseau Vice Chair President Salt River Project (SRP)

Derek Hall **Secretary** President & CEO Arizona Diamondbacks

Ron Butler Treasurer Arizona Managing Partner Ernst & Young

Chris Camacho President & CEO Greater Phoenix Economic Council Ed Aaronson Vice President Cox Communications

> Jeff Barton Citv Manager City of Phoenix

Kyle Becton Market Executive, Commercial Banking JPMorgan Chase

Steve Betts Senior Advisor Hines / Honualoa

Chris Brady City Manager City of Mesa

Michael Crow, Ph.D. President Arizona State University

Matt Even Managing Director Deloitte

John Graham Chairman & CEO Sunbelt Holdings

Sharon Harper Chairman & CEO The Plaza Companies R. Neil Irwin Founder The Irwin Companies

Chris Koch Chairman, President & CEO Carlisle Companies

André Kudelski Chairman & CEO Kudelski Group

Paul Luna President & CEO Helios Education Foundation

Brian Mueller President Grand Canyon University

Kevin Phelps City Manager City of Glendale

Scott Phillips Vice President **Carefree Partners**

Chet Samuelson Senior Vice President & Commercial Bank Leader. Arizona Banking Wells Fargo

Elizabeth Shipley Public Affairs Director, Arizona & Latin America Intel Corporation

Lavanya Sunder General Manager Culdesac

Jim Swanson President & CEO Kitchell

Brad Vvnalek Partner & Firm President Quarles & Brady

Andy Warren Principal Milemarker Homes

Brad Wright Shareholder Polsinelli

Chris Zaharis Executive Vice President **Empire Southwest**

David Adame President & CEO Chicanos Por La Causa Susan Bansak CFO DMB Associates

John Bradley President, Arizona **Brookfield Residential**

Carson Brown Project Management W Holdings

Mathew Buchwald Senior Vice President Bank of America

Norman Butler Senior Vice President & Market Executive Bank of America

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The Hon. Kate Gallego Mayor City of Phoenix

Don Garner CEO Alliance Bank of Arizona

The Hon. Bill Gates Chairman Maricopa County **Board of Supervisors** S.J., Ph.D. President

CEO

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Kathleen K. Goeppinger, Ph.D. President & CEO Midwestern University

Steven Gonzales, Ed.D

Interim Chancellor Maricopa County Community College District

Adam Goodman

President & CEO Goodmans Interior Structures

Richard J. Gray, M.D.

Mayo Clinic Arizona

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The Hon. Kevin Hartke Mavor City of Chandler

Rev. Daniel Hendrickson, **Creighton University**



Stephen T. Higgins Senior Vice President & CAO Freeport McMoRan Inc

Bruce Hoechner President & CEO **Rogers** Corporation

Linda Hunt CEO Dignity Health Arizona

Heidi Jannenga, P.T., D.P.T., A.T.C. Co-Founder & Chief Clinical Officer WebPT

James Kasselman General Manager & Head of Manufacturing Dexcom

Chet Keizer Director, Adawe LifePlan Center Ottawa University

Roop Lakkaraju Executive Vice President & CFO **Benchmark Electronics**

Todd LaPorte CFO HonorHealth

The Hon. Michael LeVault Mayor Town of Youngtown

Jeff Lowe Arizona Market President MidFirst Bank

Mike Madsen President & CEO Honeywell Aerospace

Jack McCain Director, State and Local Affairs American Airlines

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Tammy McLeod President & CEO Flinn Foundation

Sally Morton, Ph.D, Executive Vice President of Knowledge Enterprise Arizona State University

Francis Najafi Founder & CEO Pivotal Group

The Hon. Eric Orsborn Mavor City of Buckeye

Natascha Ovando-Karadsheh Associate Broker & Owner **KOR** Properties

Nipul Patel CFO Array Technologies, Inc The Hon. Rui Pereira Mayor Town of Wickenburg

Jeff S. Pitcher Director Fennemore Craig

The Hon. Joe Pizzillo Mayor City of Goodyear

The Hon. Christian Price Mayor City of Maricopa

Robert Robbins, M.D. President University of Arizona

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The Hon. Juan Rodriguez Mayor City of Tolleson

Candace Rosauro Business Development Director Layton Construction

Marc Schmittlein President & CEO CopperPoint Insurance Companies

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Lawden Shojaee Co-Founder & Owner AZ CoWork

Scott Smith CEO Valley Metro

Troy Swope Co-Founder & CEO Footprint

Cathy Teeter Managing Director CBRE

Cathleen Walker Regional President, Phoenix and Northern Arizona, & Head of Corporate Banking, Arizona and New Mexico PNC Bank

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John Welch Partner Squire Patton Boggs

The Hon. Corey Woods Mayor City of Tempe

Jennifer Zonneveld Director of Guns Operating Unit & Site Lead Northrop Grumman

Communities:

Mayors **Apache Junction** Avondale Buckeye Casa Grande Chandler El Mirage Fountain Hills Gila Bend Gilbert Glendale Goodyear Maricopa Mesa Peoria Phoenix Queen Creek Scottsdale Surprise Tempe Tolleson Wickenburg Youngtown **County Supervisors**

District 1 District 2 District 3 District 4

District 5

Jerry Weiers Joe Pizzillo Christian Price John Giles Cathy Carlat Kate Gallego Jeff Brown David Ortega Skip Hall Corey Woods Rui Pereira

Chris Riggs

Chip Wilson Kenn Weise Eric Orsborn Craig McFarland Kevin Hartke Alexis Hermosillo **Ginny Dickey Brigette Peterson**

Juan Rodriguez

Michael LeVault

Jack Sellers **Thomas Galvin** Bill Gates Clint Hickman Steve Gallardo



Investors

Chairmans Council



Corporate Council





WELLS

FARGO

Executive Council





NAGRA

KUDELSKI GROUP

💐 🗃 University of Phoenix®

ROGERS

CORPORATION







As of June 30, 2022

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- Acronis SCS
- Alaska USA Federal Credit Union
- Alliance Bank of Arizona
- American Airlines
- American Express Arizona Coyotes
- Arizona Diamondbacks
- Arizona Republic /
- LOCALiQBank of America
- Banner Health
- Benchmark Electronics, Inc.
- BMO Harris Bank
- Brookfield Residential
- CBRE
- Chicanos Por La Causa
- Clayco
- Cousins Properties
- Creighton University
- Desert Financial Credit Union
- Dignity Health
- DMB Associates
- EMD Electronics
- Empire SouthwestErnst & Young
- Goodmans Interior
- Structures
 Goodwill of Central and
- Northern Arizona
- Grand Canyon UniversityHelios Education
- FoundationHensel Phelps
- Honeywell

- HonorHealth
- Intel Corporation
- Isola Group
- JE Dunn ConstructionKitchell
- Knight-Swift
 Transportation
- Mayo Clinic
- M Culinary
- MidFirst Bank
- Mortenson
- Oaktree Capital Management
- On Q Financial
- Perkins Coie LLP
- Phoenix Suns
- Pivotal Group
- PNC Financial Services
 Group
 - Quarles & Brady
 - Rise48 Equity
 - Sherman & Howard
 - Snell & Wilmer, LLP
- Squire Patton Boggs
 - Valley Metro
 - Valley of the Sun United Way
 - Weitz Company

Leadership Council

- Aerotek
- Aetna
- Archicon L.C.
 Architecture
- Arizona Israel Technology Alliance
- Baker Development
- Bell Bank

 Blue Cross Blue Shield of Arizona

Flinn Foundation

Gray Construction

hardison/downey

Holualoa Companies

HotFoot Recruiters

Layton Construction

Lee & Associates

Lincoln Property

Meritage Homes

Nationwide Realty

Okland Construction

OneAZ Credit Union

• Opus Development

Partners Personnel

Phoenix Children's

Silicon Valley Bank

• SmithGroup

Skanska USA Building

Ryan Companies US Inc.

MST Solutions

Northern Trust

Company

Hospital

Rexco

RSM

Investors

Olsson

Page

Company

construction

Hensley

Immedia

Irgens

• JLL

• Hines

• Freeport McMoRan Inc.

Graycor Construction

Green Maple Law Group

- Bridge Relocation Concierge
- Bristol Myers Squibb
- BRPH
- Bryan Cave Leighton Paisner LLP
- BRYCON Construction
- Burns & McDonnell
- Cancer Treatment Centers of America
- CapRock Partners
- Colliers International
- Commonwealth
- Cresa
- Crescent Crown Distributing
- Crown Realty & Development
- Cushman & Wakefield
- Davis Architecture
- Deloitte
- De Rito Partners
- Deutsch Architecture
- Group

 DFDG Architecture
- Dircks Moving & Logistics
- DLR Group
- DPR Construction
- El Dorado Holdings
- EmployBridge
- Equality Health Everest Holdings

Expedient

FirstBank

FCL Builders

14

- Caliber Companies
- Carvana

Social Television

Network (STN)

Southwest Airlines

• Spencer Fane LLP

• Sunbelt Holdings

Suntec Concrete

Trammell Crow

Company

Transwestern

Tratt Properties

ViaWest Group

Technology

Ambassador

Chemicals

Foundation

Interiors

Avnet Inc.

• BNSF Railway

BOK Financial

• Air Products and

Arizona Community

• Arizona Strategies

AvenueWest Arizona

Corporate Housing

Atmosphere Commercial

• USAA

Terracon

Sundt Construction

• The Plaza Companies

Commercial Services

University of Arizona

Wespac Construction

Willmeng Construction

• Wist Office Products

• Wexford Science +

• Southwest Gas

Corporation

- CoStar Group
- Cypress Office Properties
- Derek Builders
- DSV Inventory Solutions
- Enterprise & National Car Rental
- Equity Land Group
- Gammage & Burnham
- Globe Corporation
- Horrocks Engineers
- Industrial Storage
- KTAR
- Lyft
- Macerich
- Mangat Group, Inc.
- Merit Partners
- Meta
- Midwestern University
- MSS Business Transformation Advisory
- National Bank of Arizona
- Newmark Knight Frank
- Northrop Grumman
- Prologis
- qBotica
- RED Development
- Sunstate Equipment Company
- TerraCap Management
- Trinity Capital Investments
- Union Pacific Railroad
- Van Trust Real Estate LLC
- Western Governors University

G>

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Executive Office



Chris Camacho

President & CEO

Alexis Peterson

Executive Assistant

to the President & CEO





Maureen Howell Chief of Staff

Colleen Schwab Chief Performance Officer



Senior Vice President, Regional Initiatives

Business Development



Brad Smidt, CEcD Senior Vice President, Business Development

Thomas Maynard Senior Vice President, Business



Vice President, Business Development









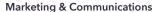
Sean Fogarty Vice President, International Business Development



Ashley Busada, CEcD Senior Director, Business Development



Zach Venvertloh Manager, Business Development







Stefanie Carson Senior Graphic Designer +



Serena Remy

Senior Director,

Digital Marketing



Senior Director,

Communications

Jessica Daley Specialist, Digital Marketing

Logan Newman Coordinator, Marketing & Communications

Engagement



Vice President,

Government &

Community Affairs

Research & Analytics

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Lindsay Hahn

Cora Rodriquez Director, Engagement Strategy & Marketing Events Coordinator



Development

Casey Gilchrist Senior Director, International Business Development









Carol Hu

Vice President,

Strategy





Kevin Carranza



Vice President,

Investor Strategy &

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Michael C.Y. Lin, Kristen PhD Stephenson, CEcD Senior Vice President, Director, Research & Analytics Research & Analytics



Fiona Onyango Research Analyst



Jairus Gallegosa



Research Analyst



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Martha Miner Vice President,

Human Resources



Brandy Reinke

Controller



Leah Goldberg Office Administrator & Content

Coordinator





Albert Stanton Senior Data Scientist

Mark Paratore Vice President, Business

Samantha Pinkal





Photographer

Business Intelligence Analyst



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