

MARCH 12TH, 2026

GPEC Executive Committee



Approval of Consent Agenda

Finance Committee

Audit Committee



Nominating Committee

Summary of FY26 Mid-Year Director Changes

Incoming Directors	Outgoing Directors	Representing
 Kellen Booher <i>CopperPoint Insurance Companies</i>	Marc Schmittlein <i>CopperPoint Insurance Companies</i>	At-Large
 Tim Boothe <i>Western Alliance Bank</i>	Ken Vecchione <i>Western Alliance Bank</i>	At-Large
 Rich DeGraff <i>Honeywell Aerospace Technologies</i>	James Currier <i>Honeywell Aerospace Technologies</i>	At-Large

CEO Update

Christine Mackay
GPEC

Business Development Update

FY26 Quick Overview



26

Companies
Located in FY26



\$1.7B

in Capital Investment



4,553

Jobs Created in the Region



\$83,581

Avg. High-Wage Salary



Prospect Stats

107%

of Goal

26%

International

101%

of Last Year

FY26 Prospects by Type & Operation

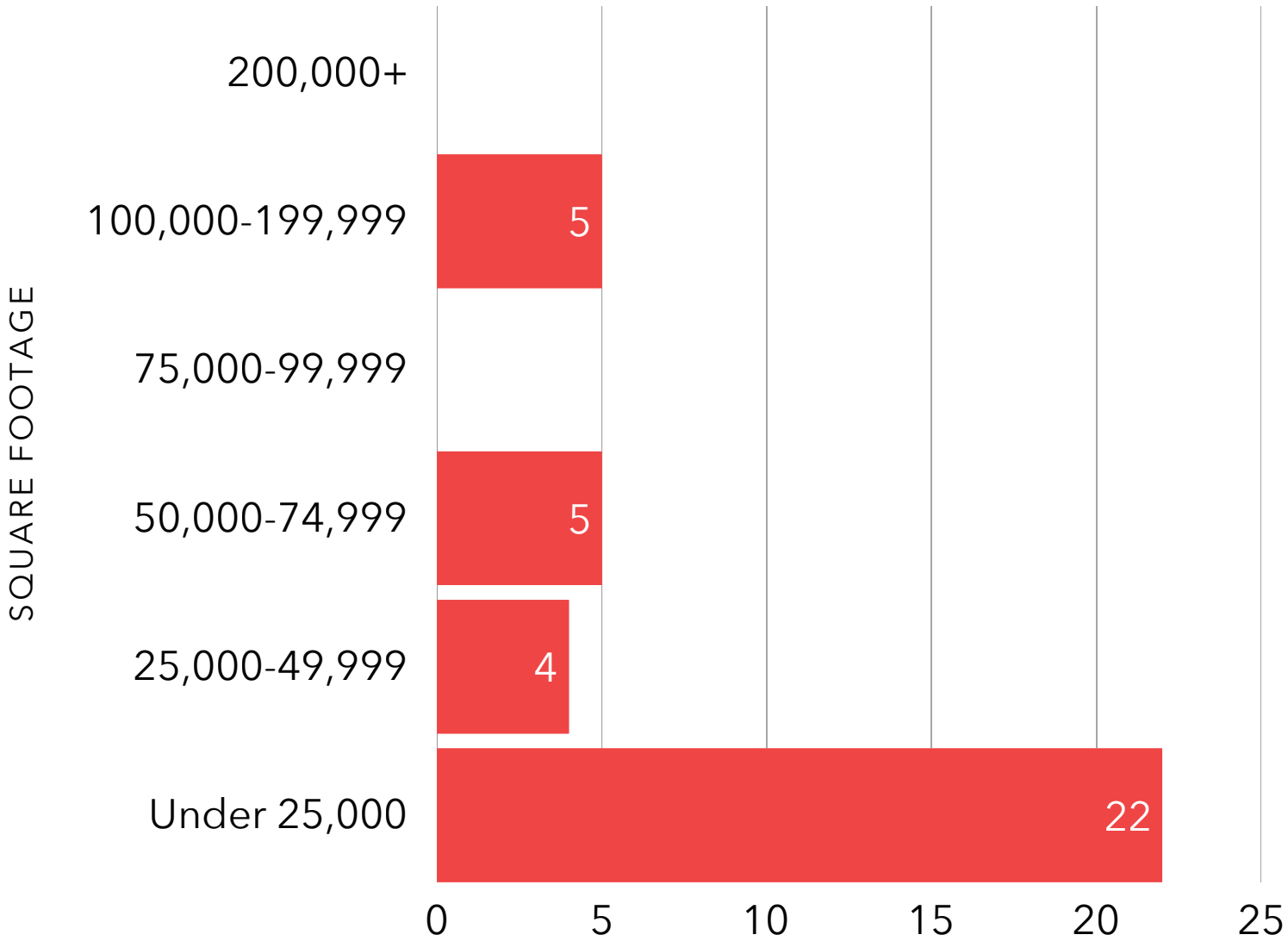
Operation Type Highlights



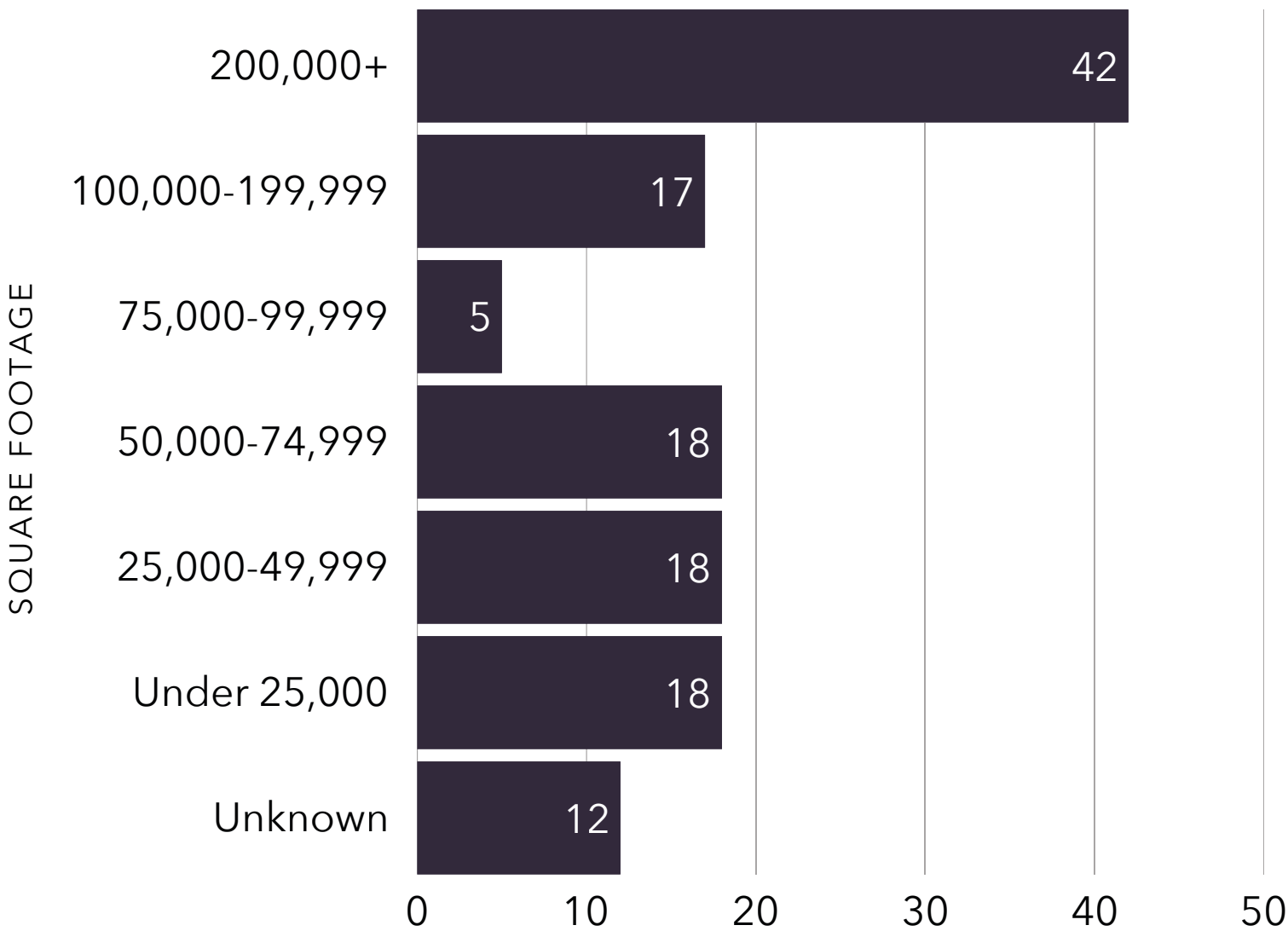
Numbers as of February 28

FY26 Prospects by Type & Operation

Office Prospects (36)



Industrial Prospects (130)



Recent Announcements



1,500 Phase 1 Jobs
Buckeye | 1,909,600 Sq. Ft.



377 Phase 1 Jobs
Maricopa County | 566,121 Sq. Ft.



440 Phase 1 Jobs
Phoenix | 147,638 Sq. Ft.



50 Phase 1 Jobs
Scottsdale | 10,853 Sq. Ft.



100 Phase 1 Jobs
Glendale | 734,800 Sq. Ft.



60 Phase 1 Jobs
Mesa | 25,000 Sq. Ft.

FY27 Action Plan

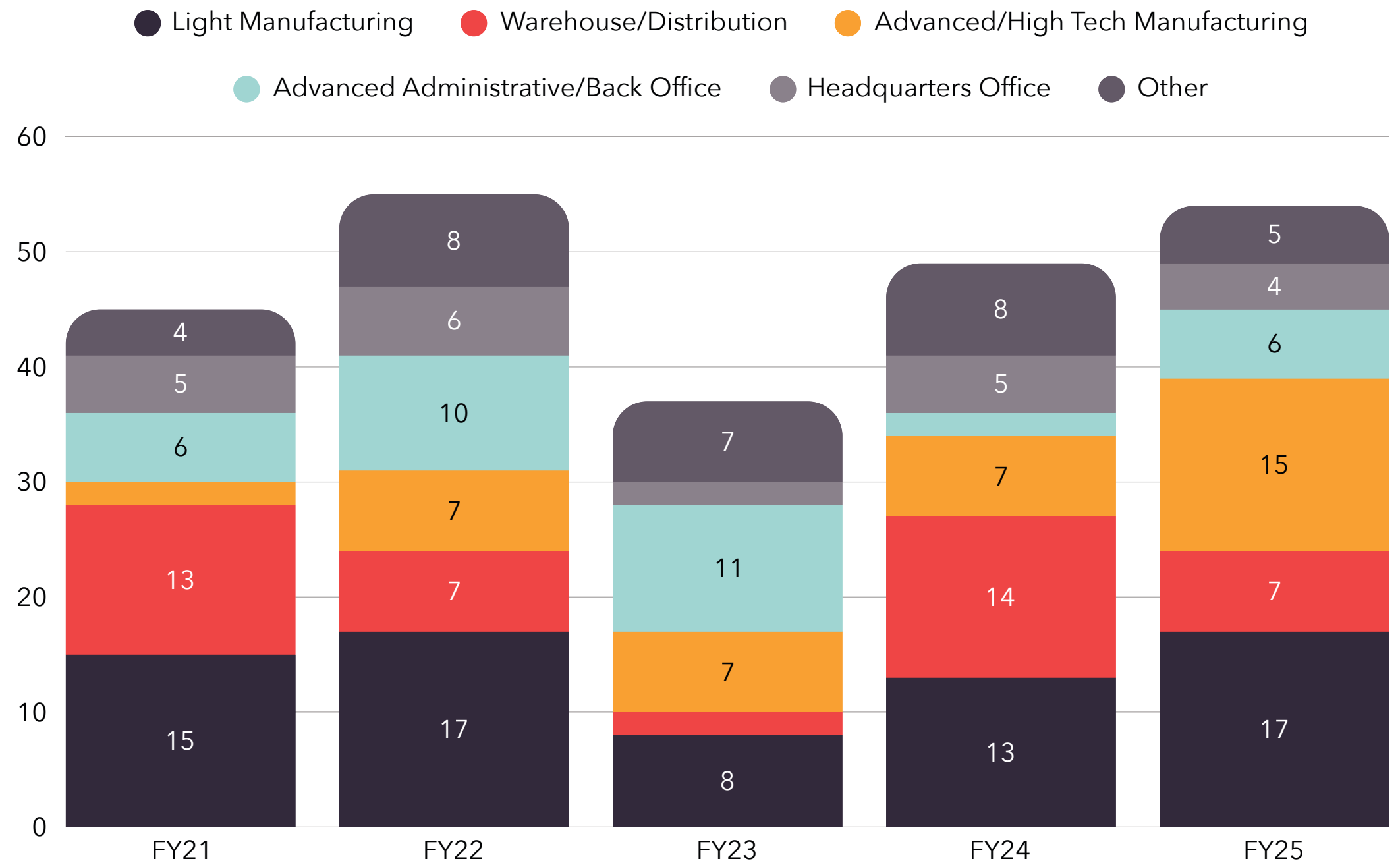
FY27 Action Plan Timeline



FY27 Metrics

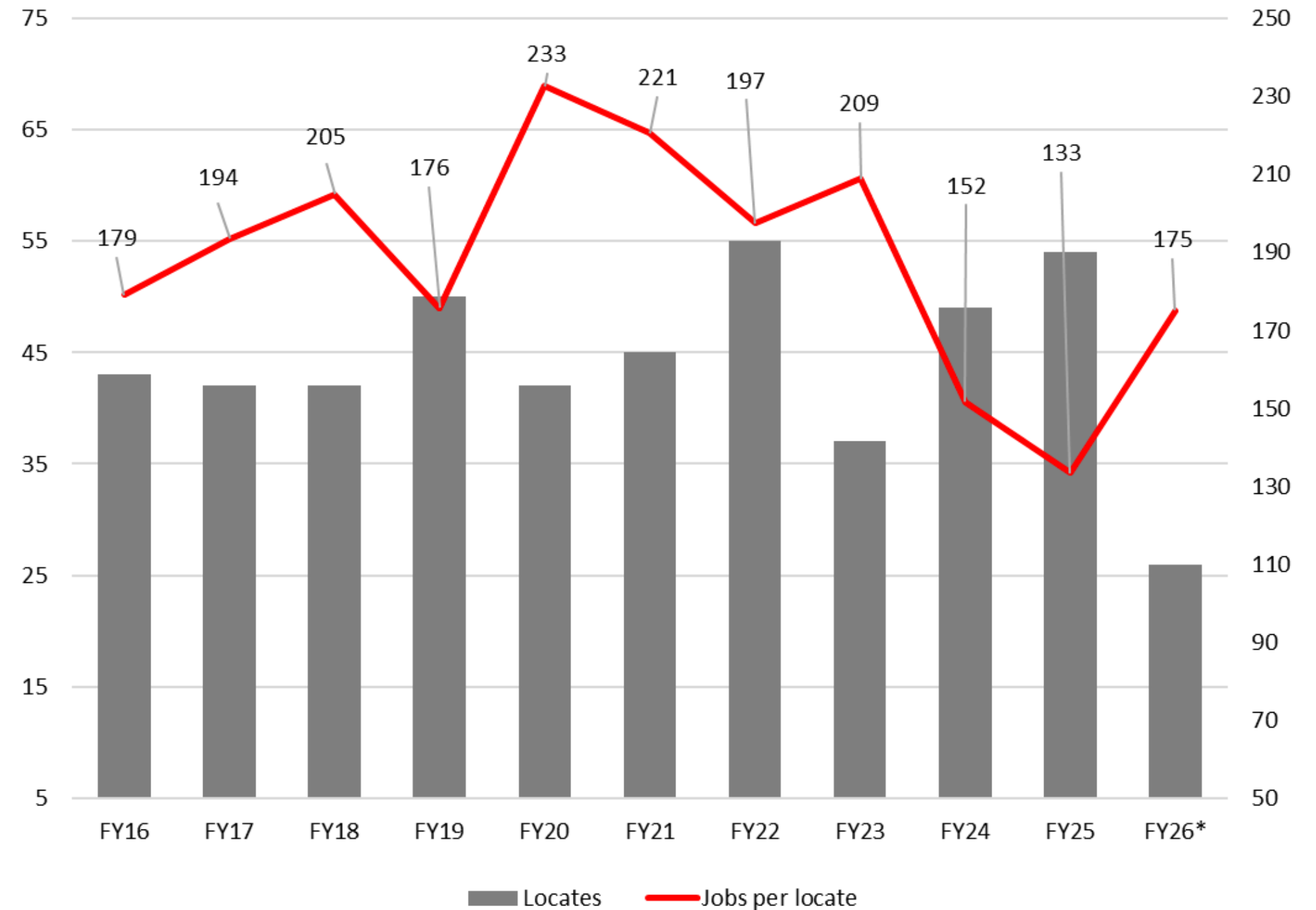
Locates by Operation Type

- ⊕ Light Manufacturing: Activity remains high
- ⊕ Warehouse/Distribution: Dipped in FY22-23; rebounded in FY24
- ⊕ Adv./High-Tech Manu.: Upward trajectory, showing higher-value, technology intensive investments
- ⊕ Adv. Admin/Back Office: Reinforces the region's competitiveness in scaleable office operations
- ⊕ Headquarters: Consistent operation type, representing 10% of locates



Jobs Per Locate

- ⊕ Jobs per locate peaked in FY20 and has been steadily declining
- ⊕ FY26 jobs per locate figure is increased substantially by one mega project (Burlington, 1,500 jobs)
- ⊕ Excluding Burlington, average jobs per locate is 122 for FY26 to date



End of FY26 Projections

			YTD Results + Projections		
	Annual Goal	YTD Results**	Linear	60% of Pending	80% of Pending
Payroll	\$354.65	\$291.87	\$437.81	\$552.92	\$737.22
Jobs	5,670	4,553	6,830	7,385	9,847
High-Wage Jobs	3,151	1,759	2,639	4,548	6,064
High-Wage Salary	\$75,921	\$83,581	\$83,581	\$88,480	\$88,480
Number of Locates*	--	26	39	39	52

* Not a top-line metric
**Through February 28, 2026



Proposed Metrics Discussion

- ⊕ Keep metrics constant except high-wage salary
- ⊕ Lower conversion probabilities in late FY27
- ⊕ Smaller average jobs per locate
- ⊕ Moderated forecasted job growth in the region
- ⊕ High-wage salary based on average wage growth in market

	Contract	Target	Stretch
Payroll (in Millions)	\$354.65	\$394.06	\$433.47
Jobs	5,670	6,300	6,930
High-Wage Jobs	3,151	3,502	3,852
Average High-Wage Salary	\$79,022	\$87,802	\$96,582
Qualified Prospects	233	258	283
Qualified International Prospects	48	53	58
GPEC Assists	10	12	14
Community ROI	18:1	20:1	22:1

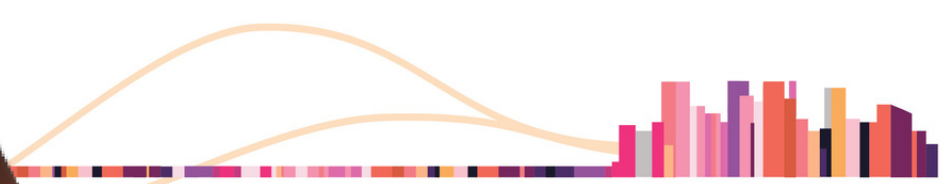
A New Regional Brand Platform



Caris Life Sciences

added 370,000
human hours to the
planet last year

A NEW WAY TO CITY



ANewWayToCity.com

TSMC

largest FDI in
U.S. history

A NEW WAY TO CITY



ANewWayToCity.com

Strategic Partnerships

Ex Officio - Peer Orgs

- ⊕ AZ Tech Council
- ⊕ NAIOP
- ⊕ GPL
- ⊕ Valley Partnership

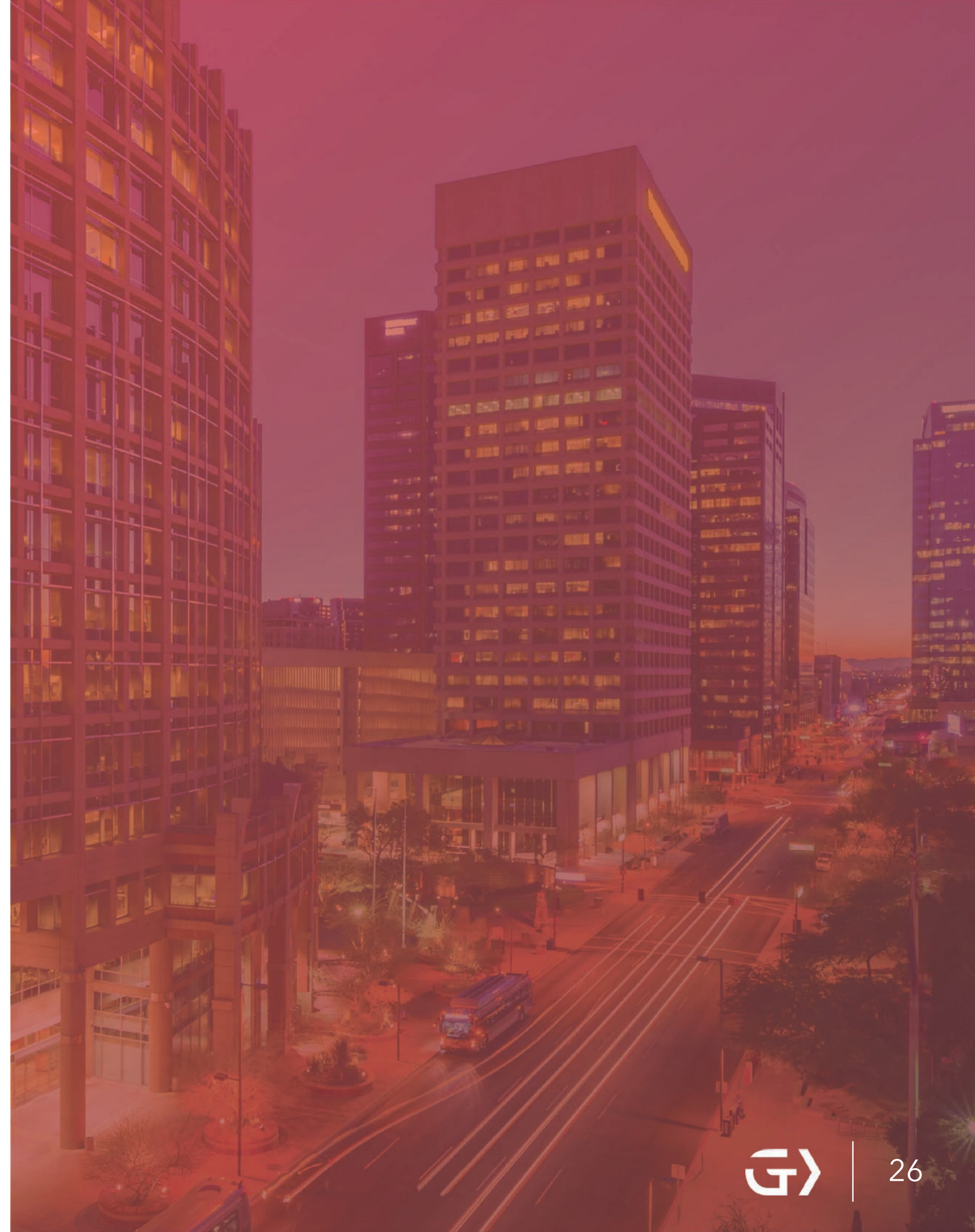
Policy Update

Action Items

HB4026 - public infrastructure improvements; distribution limit

HB4115 - ballot measures; circulators; revenue; disclosure

Condo Construction Defects





Upcoming Events



UPCOMING EVENTS



GPEC Events

Ambassador Event: APAC Insights

Tuesday, March 24
9:00 a.m - 10:30 a.m | Hybrid



Board of Directors Retreat

Thursday, March 26th
9:00 a.m. - 12:00 p.m.

Ambassador Event: Europe Insights

Tuesday, April 14th
Time TBD

UPCOMING EVENTS



Dates:

April 27-30, 2026

Location:

**Hilton Washington DC
National Mall The Wharf**

480 L'Enfant Plaza SW
Washington, District of Columbia 20024

For questions or to RSVP:

Email mhowell@gpec.org

Tracks:

- **Future of FDI:**
Global Capital, Connectivity
and Competitiveness
- **Energy & Water Innovation:**
Infrastructure, Storage and Security
- **Aerospace Horizons:**
Advanced Air Mobility and Defense
- **Finance Reinvented:**
Novel Tech and Regulatory Shifts
- **Frontier Technologies:**
AI, Automation and
Advanced Manufacturing

London Delegation

In September 2026, a delegation of business, education, hospitality and civic leaders from Greater Phoenix will travel to London for Phoenix-London Leadership Week.

When Sept. 16-18

Who A contingent of approximately 30 Greater Phoenix-area CEOs & other senior-level leaders from involved sectors.

Organized by Led by the Mayor of Phoenix, in coordination with GPEC, ASU, GPL and Visit Phoenix.



AZ Leadership Summit

Driving the Next Era of American Business

- Apr. 23, 2026
The Arizona Biltmore Resort
- Designed for CEOs, executives, and private equity and venture fund managers seeking to redefine the standards of leadership in American business
- azleadershipsummit.org





Open Discussion

Thank You

