

TRADE & INVESTMENT OPPORTUNITIES

# Greater Phoenix & Canada

# Greater Phoenix

Where international businesses are supported

## OVERVIEW

Greater Phoenix has a number of organizations that help international firms accelerate their U.S. growth plans by providing low-risk, expert guided, soft-landing platforms.

The pro-business culture created by the state's policymakers, coupled with a supportive entrepreneurial ecosystem, make Greater Phoenix an ideal location for companies from all over the world to consider growing their business and expanding their global footprint.

### Workforce

The region's workforce is fueled by internationally recognized institutions of higher learning, including Arizona State University and the Thunderbird School of Global Management. With high concentrations of labor and talent in both established and emerging industries, Greater Phoenix has a pool of diverse talent prepared for any major operation.

### Greater Phoenix by the numbers

**37.2**

Median age, making it the sixth youngest metro in the U.S.

- ACS 1-year, 2019

**4.95M**

Current population, with a projected growth of 5.64 million by 2029

- AZ Office of Economic Opportunity

### GPEC's complimentary services

A globally ranked economic development organization, GPEC's business development team provides confidential, expert support to companies as they plan their expansion and relocation strategies, including:

- 01 Operating Cost Comparison
- 02 Connectivity to Key Resources
- 03 Regional Labor Market Data
- 04 Economic Impact Analysis
- 05 Site Selection Assistance
- 06 Public Relations Assistance

# Greater Phoenix Soft-Landing Programs

## Global Growth Accelerator

International companies with U.S. expansion plans over the next 3-9 months can access:

- Three months free access to ASU SkySong with opportunities to extend stay
- Access to established business resource partners
- Connectivity to resources including industry, university, workforce and regulatory authorities
- Operational cost comparison and modeling
- Regional market data

## ADDITIONAL PROGRAMS

*Photo credit: SkySong, ASU Scottsdale Innovation Center*

## Bioscience Growth Accelerator (BGA)

Located in the Phoenix Bioscience Core in the heart of downtown Phoenix, the BGA offers free workstation for three months and access to key services, equipment and facilities.

## MedTech Accelerator

The MedTech Accelerator is a flagship program of the Mayo Clinic and Arizona State University Alliance for Health Care, providing early-stage medical device and health care technology companies with an entrepreneurial curriculum and personalized business development plans to accelerate go-to-market and investment possibilities.

## Canyon Ventures

Grand Canyon University's (GCU) business accelerator offers onsite resources, including media production, cybersecurity services, sales training, equity funding access, and app, web and software development.

## AZ TechCelerator

The AZ TechCelerator, offers non-U.S.-based companies free access to co-working space for one year and on-campus mentorship at the nearly 60,000 square foot facility located in Surprise.

# Top Companies

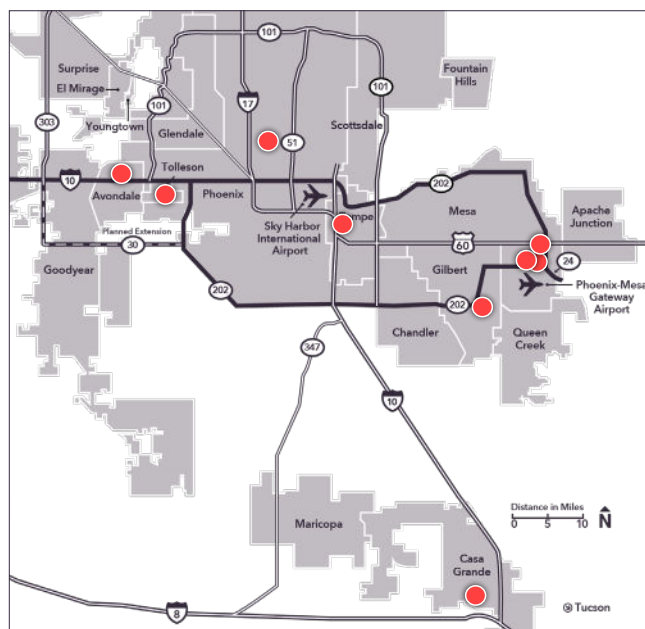
The table below shows the top Canadian companies by employment in Arizona. There are 247 Canadian companies in Arizona employing over 26,500 people.

Company	2021 Employment	City	NAICS 6 Description
Circle K	5,439	Tempe	Gasoline Stations with Convenience Stores
Burger King	4,269	Holbrook	Limited-Service Restaurants
Tucson Electric Power Company	1,346	Tucson	Fossil Fuel Electric Power Generation
Bombardier	853	Pima County	All Other Support Activities for Transportation
BMO Harris Bank	793	Phoenix	Commercial Banking
Cold Stone Creamery	688	Scottsdale	Snack and Nonalcoholic Beverage Bars
Popeyes Chicken and Biscuits	681	Kingman	Limited-Service Restaurants
Gerber Collision & Glass	657	Tempe	Automotive Body, Paint, and Interior Repair and Maintenance
Stantec Consulting Services	394	Phoenix	Engineering Services
Four Seasons Resort	380	Scottsdale	Hotels (except Casino Hotels) and Motels
GardaWorld	333	Phoenix	Armored Car Services
EPCOR	327	Phoenix	Water Supply and Irrigation Systems
Silent-Aire	320	Gilbert	Air-Conditioning and Heating Equipment and Refrigeration Equipment Manufacturing
The Keg Steakhouse and Bar	305	Phoenix	Full-Service Restaurants
BGRS	300	Phoenix	Offices of Real Estate Agents and Brokers
Caid Industries	275	Tucson	All Other Miscellaneous General Purpose Machinery Manufacturing
Southwest Energy Solutions	265	Tucson	Electrical Contractors and Other Wiring Installation Contractors
Equity Residential	234	Phoenix	Lessors of Residential Buildings and Dwellings
Unisource Worldwide	233	Chandler	Industrial and Personal Service Paper Merchant Wholesalers
Celestica	220	Tucson	Administrative Management and General Management Consulting Services
Total	18,312	-	-



# Canadian Locates

Over the past five years, these nine Canadian companies relocated or expanded into Greater Phoenix. This resulted in a total of 987 phase one jobs, \$58.89 million in payroll, with an average wage of \$66,833, and a total CapEx of \$303.17 million.



## Canadian active prospects by industry



**\$683M**

Capital investment potential



**1,200**

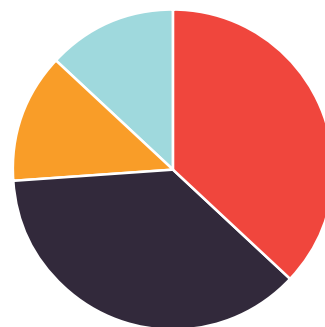
New job potential

● Energy (Renewable) 37%

● Advanced Tech. 37%

● Bio/Life Science 13%

● Unknown 13%



For additional assistance or questions, contact:



**Casey Gilchrist**

Senior Director, International Business Development  
Greater Phoenix Economic Council

T +1.602.262.8604  
cgilchrist@gpec.org



**Holly Estrada Mechsner**

Executive Director  
Canada Arizona Business Council

T +1.480.221.7801  
hmechsner@canaz.net

Ready to launch into the Greater Phoenix market?

Scan for more information.

