

Chandler City Council

MONDAY, JANUARY 23RD, 2023

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



Business Development Update

FY23 Quick Overview

Prospect Stats

95%
of Goal

23%
International

75%
of Last Year



22 Companies

Located in FY23



\$23.7 Billion

In Capital Investment



4,812 Jobs

Created in the Region



\$85,625

Avg. High Wage Salary

YTD FY23 Current Prospect Activity

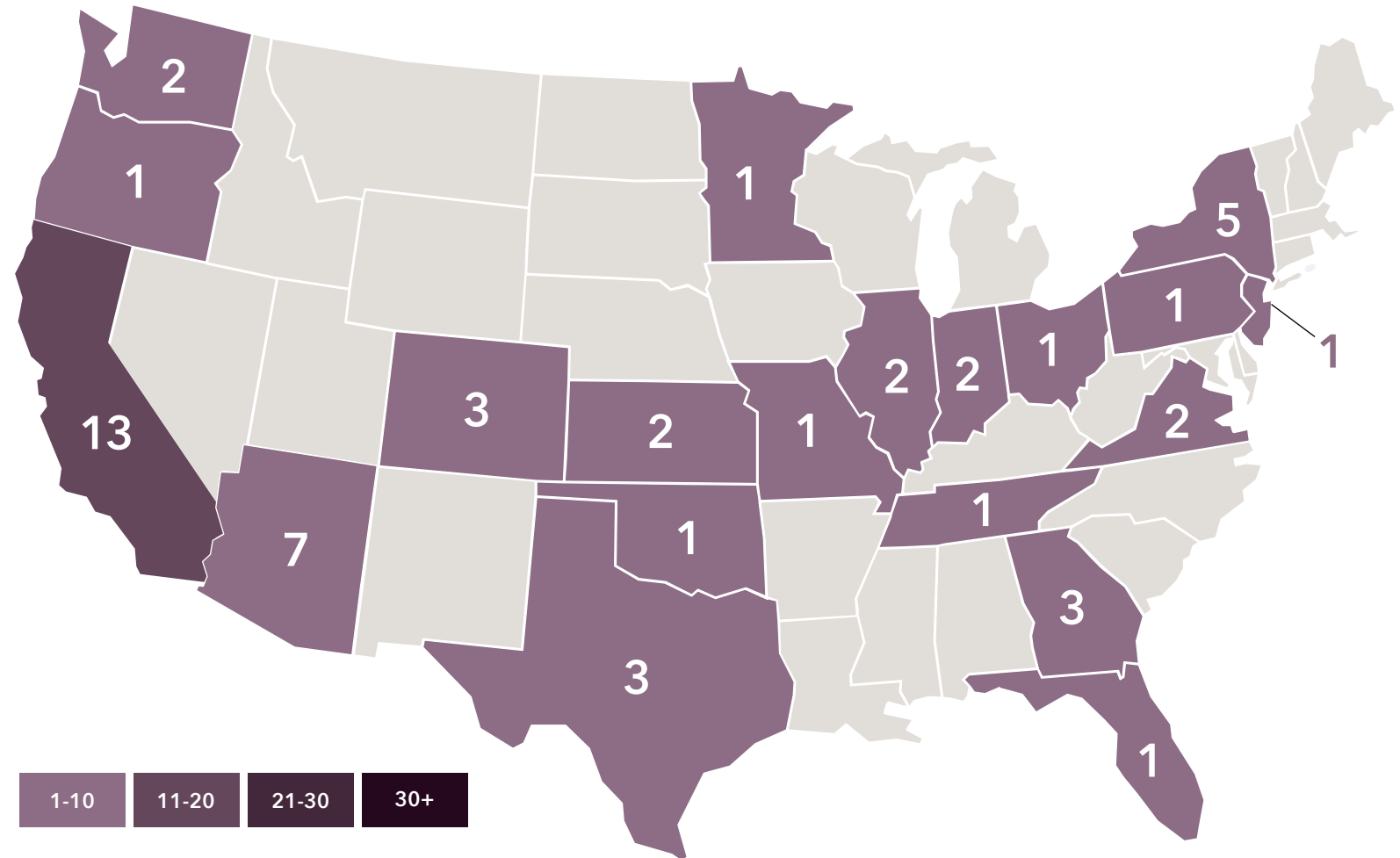
Active Prospects	229
FY23 Prospects	113
Capital Investment Potential*	\$120.5 Billion
Jobs Potential*	32,649
Square Footage Potential*	38.5 Million

**Prospect Potential. Numbers as of Dec. 31st*

FY23 YTD Prospects by HQ Location

- 12% prospects from California
- 23% international prospects including from:
 - Taiwan
 - United Kingdom
 - Austria
 - Japan
 - Czech Republic
 - Spain
 - France
 - Singapore

International	26
Unknown	34
Grand Total	113



FY22 & FY23 Chandler Locates

ADVANTEST

170 Phase 1 Jobs
86,065 SF
\$117.5M CapEx



50 Phase 1 Jobs
1,200 SF
\$0.5M CapEx



172 Phase 1 Jobs
201,221 SF
\$37.3M CapEx



75 Phase 1 Jobs
68,841 SF
\$28M CapEx



317 Phase 1 Jobs
104,000 SF
\$22.4M CapEx

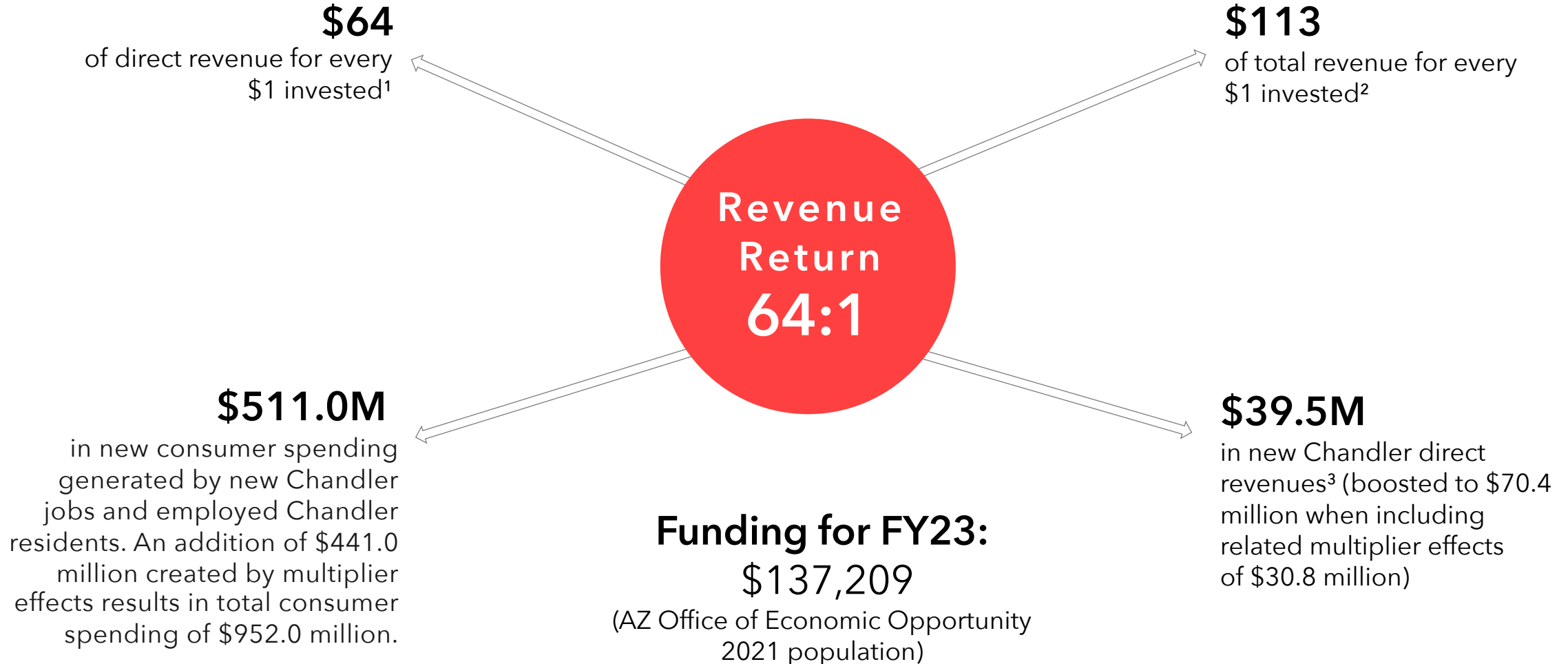


50 Phase 1 Jobs
123,000 SF
\$20.0M CapEx



GPEC & City of Chandler

Chandler 5-Year Trend on Revenue Return



¹ Includes property, sales and utility taxes, as well as state-shared and other local revenues.

² Includes direct revenues plus those generated by related supplier and consumer jobs.

³ Revenue estimates are from the Greater Phoenix Consensus Impact Model. In 1999, GPEC and our members developed the region's first-ever consensus-based revenue and economic impact model. Based on nationally accepted multiplier data provided by IMPLAN, the model is customized to calculate economic and revenue benefits for GPEC's members and the State of Arizona.

Regional Results

Regional Results Summary

	FY22*	FY21	5-Year Total
Payroll Generated (in millions of dollars)	\$635.00	\$594.90	\$2,875.6
Jobs	10,859	9,928	47,960
High-Wage Jobs	4,748	5,470	26,704
Average Salary	\$58,477	\$59,921	\$59,958
Qualified Prospects	272	277	1,345
Assisted Locates	55	45	234
Capital Investment (in millions of dollars)	\$3,211.7	\$13,020.1	\$22,862.4

Results Through Regional Success

The City of Chandler benefits from site location projects and GPEC activities that occur across the region. Economic development projects create value by generating public and private revenues.

When a company selects a Greater Phoenix location, all communities benefit with increased tax revenues.

Commute patterns and retail studies show that employees of "locates" live and spend their incomes in all Greater Phoenix communities.

GPEC-assisted locates have created **8,673** jobs region-wide for Chandler residents over the past five years.



Regional Competitiveness



Considerations for Arizona's Next Economy

Strengthen Arizona-Mexico border economy by capitalizing on reshoring/nearshoring trends and ongoing trade partnerships.

Advance career technical education, STEM, engineering pathways and industry led applied research.

Strengthen small and medium sized businesses (SMBs) that are drivers to Arizona's local economy as well as constitute regional supply chains.

Transportation infrastructure enables residents and businesses to participate in and contribute to growth of the economy.

Support startups grow in Arizona by enhancing the ecosystem.

Continue the strong history of water planning and conservation.

Capitalize on environmental resilience practices.

Economic development incentives can drive creation of quality jobs and advance toward achieving equitable and inclusive growth.

Local Community Competitiveness



Highest and best land use/water planning



Workforce pipeline



Innovation and entrepreneurship



Capital improvement planning

Greater Phoenix Greater Together