

Meeting Minutes

Industrial Development Authority

Regular Meeting

December 9, 2025 | 7:30 a.m.
Chandler City Council Chambers
88 E. Chicago Street, Chandler, AZ



Call to Order

The meeting was called to order by Vice President Shannon Wilson at 7:31 a.m.

Roll Call

Commission Attendance

President Shannon Wilson
Secretary Anthony Yang
Treasurer Lee Kroll
Director Charles Ertl
Director Sunil Das
Director Francis Benavides

Staff Attendance

Kristi Smith, Management Services Director
Julie Goucher, Accounting Senior Manager
Jenny Winkler, Assistant City Attorney
Karla Lange, Management Assistant
Chandler Escalante, Workforce Development Proj. Mgr.

Other Attendees

Zach Sakas, Bond Counsel, Greenberg Traurig, LLP

Absent

Treasurer John Lok

Scheduled and Unscheduled Public Appearances

None.

Approval of Minutes

1. Director Ertl moved to approve the August 12, 2025, Regular Meeting Minutes. Treasurer Kroll seconded the motion. Motion approved unanimously (6-0).

Briefing Items

2. **Welcome Newly Appointed IDA Board Member:** Ms. Smith introduced and welcomed Ms. Benavides as the newest Board Director appointed by the Mayor and City Council. Ms. Smith noted that Director Benavides is an engineering consultant, with a focus on energy. She continued that Director Benavides has worked across both private and public sectors, supporting infrastructure employment, stakeholder engagement and strategic planning.
3. **Chandler Career Center Update:** Mr. Escalante offered a PowerPoint presentation to the Board, providing an update on workforce development in Chandler, attached to these minutes at **Exhibit A**.

Responding to Secretary Yang, Mr. Escalante voiced that employers are not required to report back as to whether they secured an applicant.

Responding to Director Benavides, Mr. Escalante voiced that similar to employers, jobseekers are not required to report back as to whether they secured employment as a result of utilizing the Chandler Career Center dashboard. He conveyed that despite working closely 1:1 with many jobseekers and encouraging open communications, at times the individuals opt not to reach out and provide the desired follow-up.

Responding to Director Das, Mr. Escalante agreed that there is room for improvement from a marketing standpoint to ensure both area employers and jobseekers are aware of the platform. He noted that as part of the upcoming city budget process, it has been proposed to convert his position as Workforce Development Project Manager from temporary to a permanent position and also allocate additional funding that could be utilized for marketing. He voiced that marketing opportunities like the billboard and bus shelter signs are free or low-cost to the city as a result of various partnerships. In addition, the social media outreach to date has been organic, versus paid boosted social media posts, which is an area being explored for additional outreach.

Responding to Director Benavides, Mr. Escalante voiced that job seekers range in age from high school students to workers in their mid-60's who have retired and are opting to return to the workforce, with the majority of jobseekers being 20-40 years old.

Responding to Director Benavides, Mr. Escalante voiced that SRP is not one of employers participating in Chandler's platform, as the platform is specific to those located within the Chandler zip code. However, when these employers reach out, they are re-directed to the appropriate Pipeline Connect platform.

4. **Chandler Career Center Grant – 1st Quarter Report:** Ms. Smith voiced that the 1st Quarter Chandler Career Center Grant Report was provided to the Board in the agenda packet and reviewed as part of the presentation by Mr. Escalante. She noted that they are meeting or exceeding their benchmarks, with a total of 76 employers participating on the platform, 1,080 jobs posted, and 1,070 registers job seekers. In addition, as Mr. Escalante discussed, there was significant participation in outreach events.
5. **Chandler Next Twenty Economic Vitality Report Grant - 1st Quarter Report:** Ms. Smith voiced that the Project Manager, Mr. Winer, stated that the demographic analysis and economic snapshot portions of the report have been completed and stakeholder engagement has begun. The Thunderbird School of Global Management students have also begun work on the foreign direct investment section of the report. Ms. Smith concluded that \$41,000 of the \$150,000 award has been utilized.

Responding to Treasurer Kroll, Ms. Smith voiced that the grant amount of \$150,000 included \$145,000 for the actual report, and \$5,000 in mileage reimbursement for students participating in the report. The expected report completion is early 2026.

6. **Young Families and Professionals (YFP) Marketing Campaign Grant- 1st Quarter Report:** Ms. Smith conveyed that the Intergovernmental Agreements with the (4) participating education partners (Chandler Unified School District, Kyrene Elementary School, Mesa Public Schools and Tempe Union High School) have been completed. The team continues to work on the Request for Proposal (RFP) to solicit a qualified marketing agency to execute the campaign. The RFP will likely be posted in early 2026, with a project completion targeted in July, 2026.

Responding to Director Kroll, Ms. Smith voiced that she will have the Project Managers for the Chandler Next Twenty Report project and the Young Families and Professionals Marketing Campaign project provide an in-person update for their next quarterly report, since there are several new members on the Board.

7. **July, August, September and October 2025 Financials:** Ms. Goucher presented the Financials for July, August, September and October 2025, attached to these minutes as **Exhibit B**.

Ms. Goucher conveyed that the primary cash account activity included paying invoices related to the active grants. A transfer was recently made to replenish the balance in the cash account and will be reflected in the November financials. The annual invoice has been sent to Intel for their Administrative fees, which will be held in the cash account to draw down as the grant expenses occur.

8. **Arizona Corporation Commission Annual Report** – Ms. Goucher reported that the State of Arizona Corporation Commission annual report had been filed in a timely manner, with a cost of (\$10) dollars.
9. **IRS Form 990, Fiscal Year Ending June 30, 2025** – Ms. Goucher reported on the successful filing of the IRS Form 990.

Action Agenda

None.

Member Comments/Announcement

Ms. Lange provided the 2026 IDA meeting schedule to the board and noted the September, October and November 2026 meeting dates are all scheduled on adjacent days to observed holidays.

Calendar

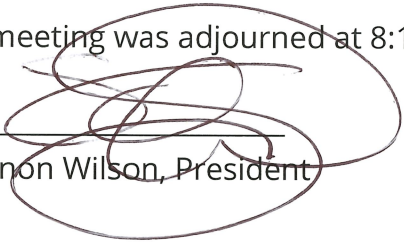
The next regular meeting will be held on Tuesday, January 13, 2026, at 7:30 a.m.

Informational Items

None.

Adjourn

The meeting was adjourned at 8:14 a.m.


Shannon Wilson, President