

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.

Exhibit A

DRAFT

Career Center Update 12/09/25



Slide 1

Program Development and Launch

July 2023

- City Council authorizes one-time funding to create a Workforce Development Project Manager position to focus on workforce development initiatives.

October 2023

- Economic Development Division awarded IDA Grant to contract with Pipeline AZ to design the Chandler Career Center Platform and 24-25 Maintenance/Support of platform.
- Economic Development Division hired a Workforce Development Project Manager position.

November 2023 – March 2024

- Pipeline AZ development of the Chandler Career Center platform.

April 2024

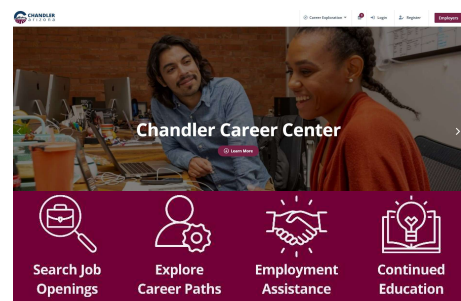
- Launch of the Chandler Career Center platform.

May 2024

- City of Chandler Advanced Manufacturing Career Expo takes place at Chandler-Gilbert Community College. Represents first event in which job seekers and companies utilized the Chandler Career Center.

October 2024 – November 2024

- Transferable Skills Workshop Series partnership with ASU occurs, offering upskilling opportunities for job seekers with virtual micro-credentials offered upon completion.



Virtual Micro-credential Badges



Chandler Career Center

chandlercareercenter.com

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Slide 2

Program Development (continued)

February 2025

- Chandler Career Center bus shelter poster ads go live, boosting visibility of the platform throughout the city at 10 high-traffic bus stops.

March 2025

- Curiosity Cube event partnership occurred with EMD Electronics, MilliporeSigma, and CUSD at Shumway Leadership Academy, introducing eight different 4th and 6th grade classes to artificial intelligence experiments.
- Supported the Chandler Unified School District "Build 4 Tomorrow Career Expo" held at Perry HS

April and May 2025

- Outreach performed to four different CUSD high schools (Chandler HS, Basha HS, Hamilton HS, and Perry HS) to increase student awareness of the Chandler Career Center platform's capabilities.

July 2025

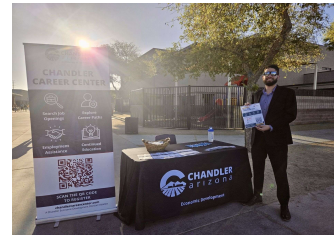
- Chandler Career Center electronic billboard on the corner of Arizona Avenue and Chandler Boulevard goes live, increasing visibility of the platform at a key intersection of downtown Chandler

October 2025

- Economic Development Division awarded the Arizona Association for Economic Development Golden Prospector award for the Chandler Career Center in the category of "Best Economic Development Program"



Curiosity Cube at Shumway Leadership Academy



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Chandler Career Center

chandlercareercenter.com

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Slide 3

Chandler Career Center Marketing



chandlercareercenter.com
A Chandler Economic Development Division Initiative

Chandler Career Center Bus Shelter Ad



Chandler Career Center Electronic Billboard



Chandler Career Center

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Slide 4

Chandler Career Center Marketing

Our Chandler Career Center marketing materials are designed to engage both employers and job seekers, encouraging registration and participation on the platform. These materials help increase our employer base while expanding access for job seekers to quality career opportunities. By supporting both ends of the talent supply chain, including employers (demand) and educational institutions/job seekers (supply), we serve as a vital connector in Chandler's workforce ecosystem, aligning industry needs with local talent development.



Chandler Career Center Employer Outreach Flyer



Chandler Career Center Job Seeker Outreach Flyer

Chandler Career Center

chandlercareercenter.com

Slide 5

Community Partnerships

\$25,000 Scholarship Fund with Chandler-Gilbert Community College (CGCC)

Quarterly Chandler 4 Workforce Meetings with CGCC, CUSD, and Chandler Chamber

Vensure Employer Solutions Hiring Event

Northrop Grumman Reduction in Workforce Support

Intel Reduction in Workforce Support



Vensure Employer Solutions Hiring Event

Chandler Career Center

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Slide 6

Community Partnerships (continued)

Downtown Library Job Center Service

IDIA at The Hive at San Marcos

The Curiosity Cube Event with EMD Electronics and MilliporeSigma

CUSD High School Outreach

MCCCD Summer 2024 + 2025 Manufacturing, Automation, and Robotics Career Event



Providing Chandler Career Center Assistance at the Downtown Chandler Public Library Job Center

Chandler Career Center

chandlercareercenter.com

Slide 7

Reporting Performance

Workforce Performance Metrics (as of 12/5/2025)

The following key performance indicators are used to evaluate the Chandler Career Center initiative and report on its success:

Chandler Career Center Metrics	Total Count
Chandler Companies Utilizing CCC	121
Chandler Companies CCC Manual Jobs Posted	1183
Job Seekers Utilizing CCC	1135
Partnered Workforce Development Events	28

Quarterly progress reports are provided to the Chandler Industrial Development Authority Board

Chandler Career Center

chandlercareercenter.com

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Slide 8

Exhibit B

DRAFT

CHANDLER INDUSTRIAL DEVELOPMENT AUTHORITY

STATEMENT OF NET POSITION

July 31, 2025

ASSETS

CURRENT ASSETS:

Cash in bank	\$ 100,336
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TOTAL CURRENT ASSETS	\$ 100,336
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OTHER ASSETS:

Investments	1,405,801
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TOTAL OTHER ASSETS	1,405,801
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TOTAL ASSETS	\$ 1,506,137
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LIABILITIES

CURRENT LIABILITIES:

Application deposits	3,000
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TOTAL CURRENT LIABILITIES	3,000
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TOTAL LIABILITIES	3,000
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CAPITAL:

BEGINNING NET POSITION	\$ 1,507,236
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Year-to-date change in net position	(4,099)
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ENDING NET POSITION	\$ 1,503,137
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CHANDLER INDUSTRIAL DEVELOPMENT AUTHORITY
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN NET POSITION
July 31, 2025

	1 Month Ended July 31, 2025
OPERATING REVENUES:	
Interest income	\$ 166
TOTAL INCOME	166
TOTAL OPERATING REVENUES	166
OPERATING EXPENSES:	
Grant payments	9,100
TOTAL OPERATING EXPENSES	9,100
OPERATING INCOME (LOSS)	(8,934)
NONOPERATING REVENUE:	
Investment income (loss)-Note 1	4,835
TOTAL NONOPERATING REVENUE	4,835
NET CHANGE IN NET POSITION	\$ (4,099)
Note 1 - Interest income (loss) is as follows:	
Realized interest to date	4,835

CHANDLER INDUSTRIAL DEVELOPMENT AUTHORITY

STATEMENT OF NET POSITION

August 31, 2025

ASSETS

CURRENT ASSETS:

Cash in bank \$ 79,607

TOTAL CURRENT ASSETS \$ 79,607

OTHER ASSETS:

Investments 1,410,637

TOTAL OTHER ASSETS 1,410,637

TOTAL ASSETS \$ 1,490,244

LIABILITIES

CURRENT LIABILITIES:

Application deposits 3,000

TOTAL CURRENT LIABILITIES 3,000

TOTAL LIABILITIES 3,000

CAPITAL:

BEGINNING NET POSITION \$ 1,507,236

Year-to-date change in net position (19,992)

ENDING NET POSITION \$ 1,487,244

CHANDLER INDUSTRIAL DEVELOPMENT AUTHORITY
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN NET POSITION
August 31, 2025

	August 31, 2025	2 Month Ended August 31, 2025
OPERATING REVENUES:		
Interest income	\$ 144	\$ 310
TOTAL INCOME	144	310
TOTAL OPERATING REVENUES	144	310
OPERATING EXPENSES:		
Miscellaneous (account analysis settlement bank charge, IRS filings)	159	159
Grant payments	20,714	29,814
TOTAL OPERATING EXPENSES	20,873	29,973
OPERATING INCOME (LOSS)	(20,729)	(29,663)
NONOPERATING REVENUE:		
Investment income (loss)-Note 1	4,836	9,671
TOTAL NONOPERATING REVENUE	4,836	9,671
NET CHANGE IN NET POSITION	\$ (15,893)	\$ (19,992)
Note 1 - Interest income (loss) is as follows:		
Realized interest to date	4,836	9,671

CHANDLER INDUSTRIAL DEVELOPMENT AUTHORITY

STATEMENT OF NET POSITION

September 30, 2025

ASSETS

CURRENT ASSETS:

Cash in bank \$ 79,576

TOTAL CURRENT ASSETS \$ 79,576

OTHER ASSETS:

Investments 1,415,318

TOTAL OTHER ASSETS 1,415,318

TOTAL ASSETS \$ 1,494,894

LIABILITIES

CURRENT LIABILITIES:

Application deposits 3,000

TOTAL CURRENT LIABILITIES 3,000

TOTAL LIABILITIES 3,000

CAPITAL:

BEGINNING NET POSITION \$ 1,507,236

Year-to-date change in net position (15,342)

ENDING NET POSITION \$ 1,491,894

CHANDLER INDUSTRIAL DEVELOPMENT AUTHORITY
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN NET POSITION
September 30, 2025

	September 30, 2025	3 Month Ended September 30, 2025
OPERATING REVENUES:		
Interest income	\$ 103	\$ 412
TOTAL INCOME	103	412
TOTAL OPERATING REVENUES	103	412
OPERATING EXPENSES:		
Miscellaneous (account analysis settlement bank charge, IRS filings)	134	293
Grant payments	-	29,814
TOTAL OPERATING EXPENSES	134	30,107
OPERATING INCOME (LOSS)	(31)	(29,695)
NONOPERATING REVENUE:		
Investment income (loss)-Note 1	4,681	14,352
TOTAL NONOPERATING REVENUE	4,681	14,352
NET CHANGE IN NET POSITION	\$ 4,650	\$ (15,342)
Note 1 - Interest income (loss) is as follows:		
Realized interest to date	4,681	14,352

CHANDLER INDUSTRIAL DEVELOPMENT AUTHORITY

STATEMENT OF NET POSITION

October 31, 2025

ASSETS

CURRENT ASSETS:

Cash in bank	\$ 58,587	
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TOTAL CURRENT ASSETS		\$ 58,587
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OTHER ASSETS:

Investments	1,420,161	
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TOTAL OTHER ASSETS		1,420,161
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TOTAL ASSETS		\$ 1,478,748
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LIABILITIES

CURRENT LIABILITIES:

Application deposits	3,000	
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TOTAL CURRENT LIABILITIES		3,000
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TOTAL LIABILITIES		3,000
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CAPITAL:

BEGINNING NET POSITION	\$ 1,507,236	
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Year-to-date change in net position	(31,488)	
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ENDING NET POSITION		\$ 1,475,748
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CHANDLER INDUSTRIAL DEVELOPMENT AUTHORITY
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN NET POSITION
October 31, 2025

	October 31, 2025	4 Month Ended October 31, 2025
OPERATING REVENUES:		
Interest income	\$ 51	\$ 464
TOTAL INCOME	51	464
TOTAL OPERATING REVENUES	51	464
OPERATING EXPENSES:		
Annual Corporation Report	10	10
Miscellaneous (account analysis settlement bank charge, IRS filings)	315	608
Grant payments	20,714	50,528
	-	
TOTAL OPERATING EXPENSES	21,039	51,146
OPERATING INCOME (LOSS)	(20,988)	(50,682)
NONOPERATING REVENUE:		
Investment income (loss)-Note 1	4,842	19,194
TOTAL NONOPERATING REVENUE	4,842	19,194
NET CHANGE IN NET POSITION	\$ (16,146)	\$ (31,488)
Note 1 - Interest income (loss) is as follows:		
Realized interest to date	4,842	19,194