

Goodyear Council Study Session

September 27, 2021

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

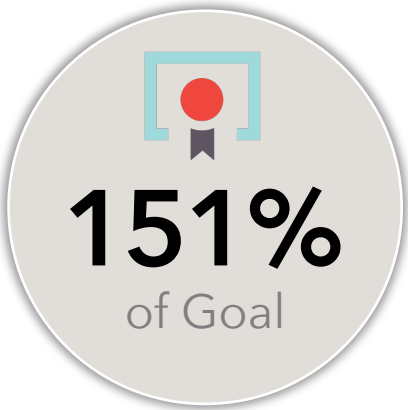
FY21 Review

	Annual Contract Goal	Actual FY21	% of Goal FY21	FY21 Goal Status	Compare to Prior Year
Payroll (in Millions)	\$340.6	\$594.9	175%	+	↑
Average High Wage Salary	\$59,113	\$77,256	131%	+	↑
Jobs	6,125	9,928	162%	+	↑
High Wage Jobs	3,075	5,470	178%	+	↓
Qualified Prospects	206	277	134%	+	↑
Qualified International Prospects	34	58	171%	+	↑
GPEC Assists	10	14	140%	+	↑



FY22 Quick Overview

Prospect Stats



7 Companies
Located in FY22



\$447.3 Million
In Capital Investment



2,150 Jobs
Created in the Region



\$87,740
Avg. High Wage Salary

**Numbers as of Aug. 31*

FY22 YTD Current Prospect Activity

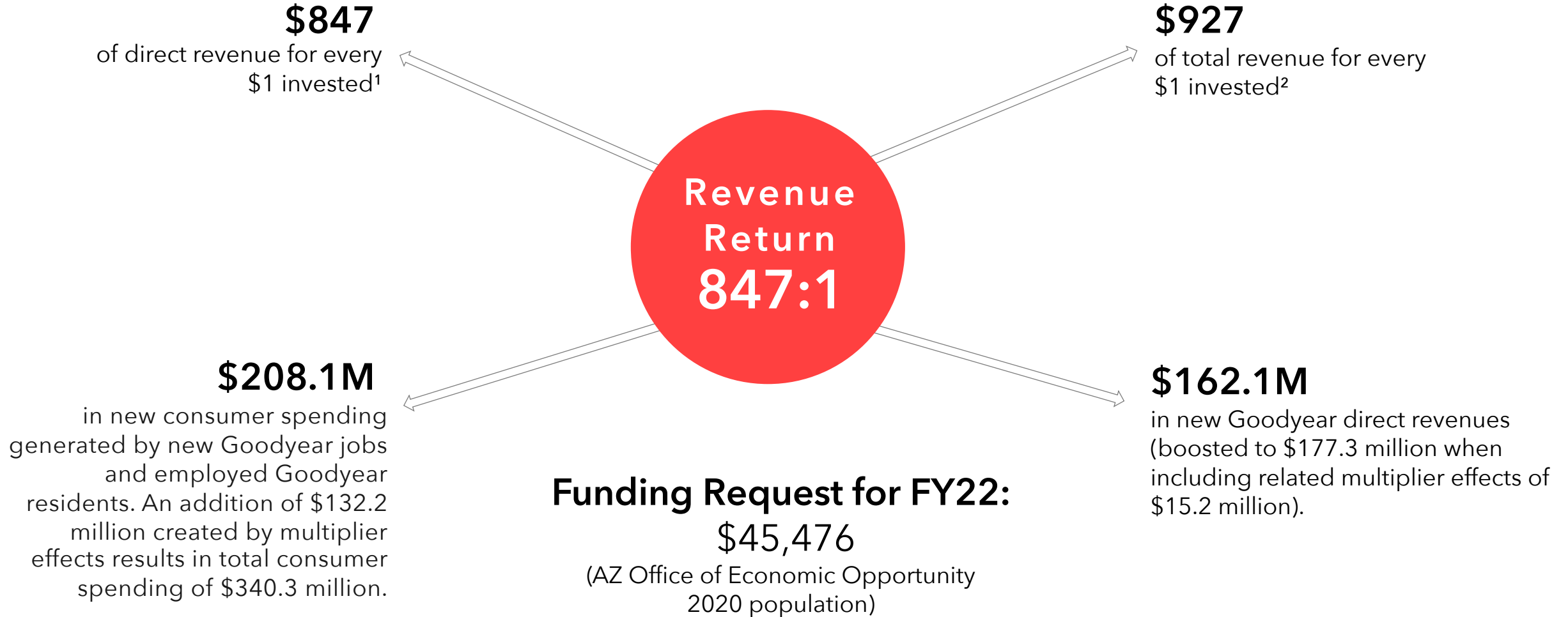
Active Prospects	270
FY22 Prospects	60
Capital Investment Potential*	\$51.6 Billion
Jobs Potential*	16,694
Square Footage Potential*	17,441,500

** - FY22 Prospect Potential
Numbers as of Aug. 31*



GPEC & The City of Goodyear

Goodyear 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 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.

Goodyear Locates

- Over the last five years, GPEC has assisted with 21 locates in Goodyear, creating 5,924 jobs and \$2.5B in capital investment
- FY20 and FY21 projects include:



1,500 Phase 1 Jobs
855,000 SF
\$250M CapEx



1,000 Phase 1 Jobs
655,400 SF
\$100M CapEx



45 Phase 1 Jobs
415,632 SF
\$350M CapEx



200 Phase 1 Jobs
800,000 SF
\$50M CapEx



58 Phase 1 Jobs
250,000+ SF
\$350M CapEx



300 Phase 1 Jobs
719,520 SF
\$45M CapEx



40 Phase 1 Jobs
276,000 SF
\$350M CapEx



424 Phase 1 Jobs
643,798 SF
\$33M CapEx

Regional Results

Regional Results Summary

	FY21*	FY20	5 Year Total
Payroll Generated (in millions of dollars)	\$594.9	\$555.8	\$2,617.7
Jobs	9,928	9,776	45,231
High-wage Jobs	5,470	6,190	25,146
Average Salary	\$59,921	\$56,857	\$57,874
Qualified Prospects	277	240	1,340
Assisted Locates	45	42	221
Capital Investment (in millions of dollars)	\$13,020.1	\$4,266.8	\$21,122.4

*Five-year total is through FY21

Goodyear Results Through Regional Success

The City of Goodyear 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 **4,201** jobs region-wide for Goodyear residents over the past five years.



FY22 Look-Ahead

Greater Phoenix Greater Together

People. Place. Technology.

#GreaterPHXtogether