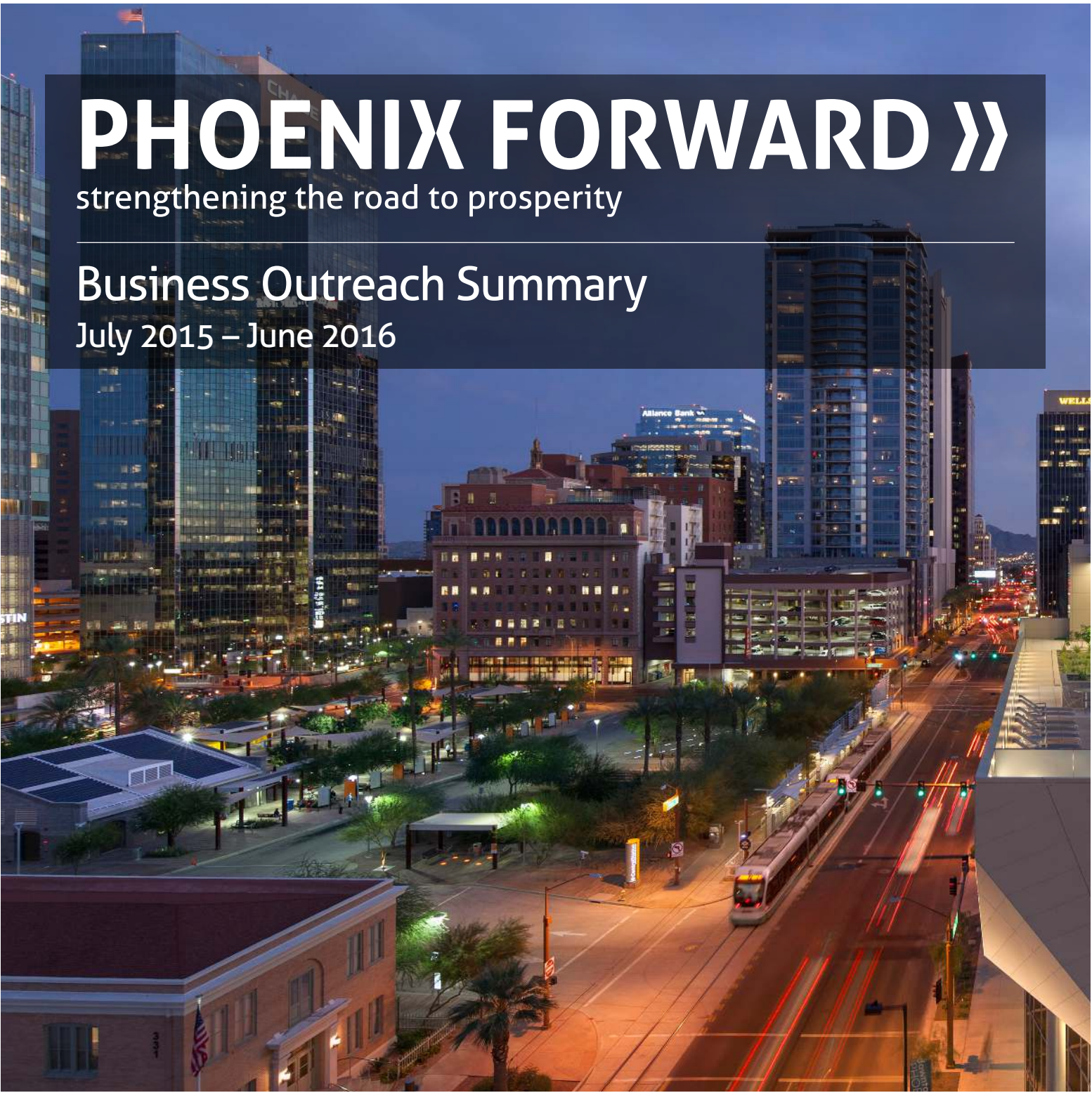


PHOENIX FORWARD »

strengthening the road to prosperity

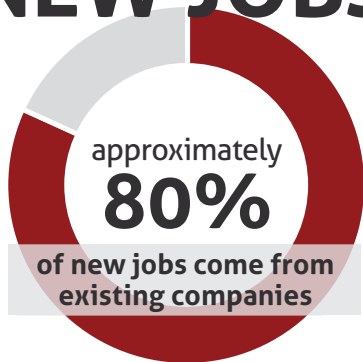
Business Outreach Summary

July 2015 – June 2016



PHOENIX FORWARD »

NEW JOBS



This report is a result of the coordinated and collaborative outreach conducted by its partners from July 2015 through June 2016 and reflects the industry intelligence shared by companies during this period on planned expansion and job creation for the upcoming year.

Phoenix Forward is a collaborative, strategic approach to economic development designed to grow and retain existing businesses in Arizona. The Greater Phoenix Chamber of Commerce, in partnership with the Arizona Commerce Authority, the City of Phoenix and Maricopa County conduct outreach visits to companies poised for growth. The partners coordinate their outreach efforts to maximize the number of companies the program reaches.

Phoenix Forward is focused on four industry sectors:

- Advanced Business & Financial Services
- Bioscience
- Health Care
- Transportation & Logistics

Each of these sectors has a dedicated industry leadership council with strategic action plans designed to strengthen their respective sector and act on industry intelligence gathered from the outreach visits. The industry leadership councils are led by the region's top industry experts, leaders and innovators.

BUSINESS OUTREACH VISITS



Sector	Number of Visits
Advanced Business & Financial Services.....	235
Bioscience	14
Health Care	165
Transportation & Logistics	105
Architecture & Construction	43
Education	18
Manufacturing	98
Retail	51
Other*	124

**Includes: Aerospace & Defense, Agriculture, Automotive, Consumer Products & Services, Entertainment & Recreation, Food & Beverage, Government, Hardware, Hospitality, Information Technology, Legal Services, Mining, Multimedia, Photonics, Real Estate, Sustainable Industries, Telecommunications, Tourism and Waste Management.*

Over the course
of the year

695
companies

were referred to business-strengthening resources.

Phoenix Ranks No. 3 in Tech Job Growth

According to Forbes, "The desert city's information workforce has expanded by 39.29% since 2010, the third highest increase of any metropolitan area, just behind the Bay Area twins (San Francisco & San Jose)."



Company Expansions

This is a sample of the companies visited that are looking to grow and expand:

- Fry's Food Stores
- Lexington Law
- Vanguard Financial
- Transdev
- Capital Choice Financial Services
- Sagedwood

Business Concern

Challenged with finding qualified talent to fill open positions



Phoenix Forward Assistance



Connect with workforce development and training programs such as the Arizona@Work development network offered by both the City of Phoenix and Maricopa County

For more information, visit www.phxforward.com

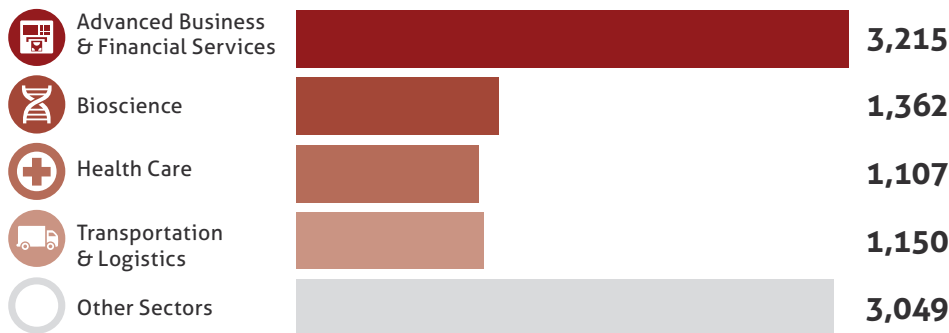
ANTICIPATED GROWTH

The *Phoenix Forward* partners worked individually and collaboratively to support the expansion of existing businesses in the region. During these visits, companies indicated the following anticipated growth: **9,883 jobs** representing **\$479 million in payroll** and **4,402,800 square feet** in new building space.

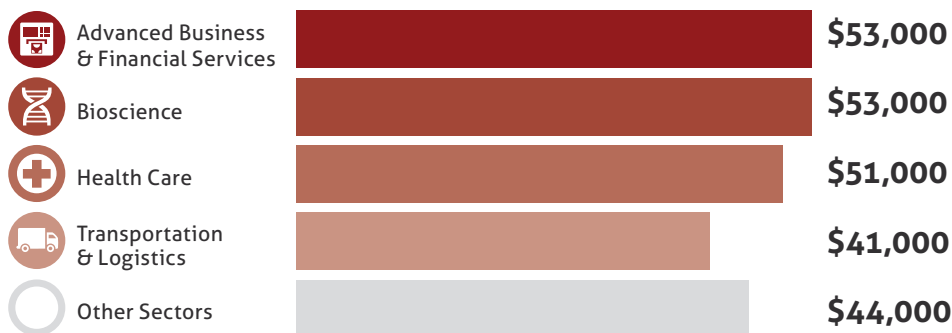
The numbers below reflect updated figures that were reported as a result of follow-up to previous visits.

NUMBER OF REPORTED NEW JOBS

TOTAL REPORTED NEW JOBS ALL SECTORS: **9,883**



REPORTED AVERAGE WAGE OF NEW JOBS



PAYROLL ADDED TO THE ECONOMY



\$344 MILLION



other sectors = \$135 million

\$479 MILLION

NEW BUILDING EXPANSION

Total
4,402,800 square feet

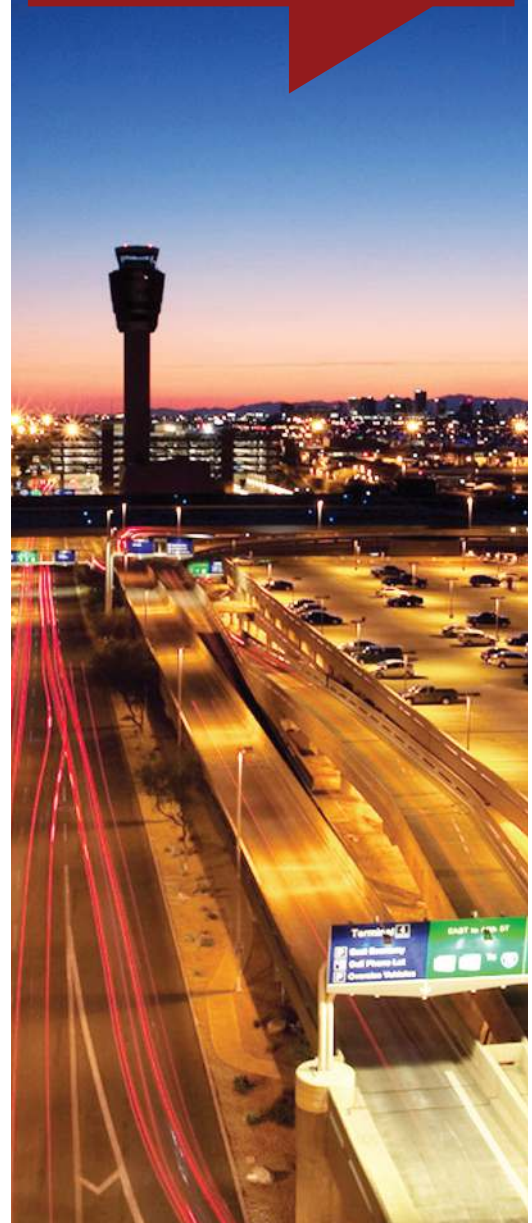
Phoenix Forward sectors
1,941,600 square feet

Other sectors
2,461,200 square feet

Greg Tilque from the Greater Phoenix Chamber of Commerce and Pam Lindley from the City of Phoenix Community & Economic Development Department paid us a visit in July 2015. We mentioned to them that we needed assistance with the permitting process for the design and renovation of our new headquarters building and through the Phoenix Forward initiative, they accelerated the permitting process.

Shortly after their visit, we held a meeting with representatives of the city's Planning & Development Department which ultimately led to approval of our architectural plans and enabled us to move ahead with our planned expansion.

Elena Cosmescu,
General Manager and CFO
I.C. Medical Inc.



PHOENIX FORWARD » INVESTORS

FOUNDERS



CHAMPIONS



An Independent Licensee of the Blue Cross and Blue Shield Association



TRUSTEES



PATRONS

Bank of Arizona
Delta Dental of AZ
Dignity Healthcare
DMB

Freeport-McMoRan Inc.
Flinn Foundation
HonorHealth
KPHO CBS 5

Mercy Care Plan
PetSmart
Snell & Wilmer
Southwest Gas

Sunstate Equipment Co.
The Weitz Company
Wells Fargo Bank

LEADERS

Alliance Bank
Merchants Information
Solutions
Polsinelli

Quarles and Brady, LLP
Republic Media
Sunbelt Holdings
Sundt Construction

SUPPORTERS

Community Tire Pros
Ernst & Young
Law Firm of
Gregorio Garcia

Mercy Maricopa
Off Madison Ave.

CONTACT US



Jennifer Mellor

Vice President of
Economic Development

jmellor@phoenixchamber.com
602.495.6491

201 N. Central Ave. 27th Floor
Phoenix 85004

phxforward.com



Kevin Sullivan

Senior Vice President,
Business Attraction and Expansion

kevins@AZcommerce.com
602.845.1200

333 N. Central Ave. Suite 1900
Phoenix 85004

azcommerce.com



City of Phoenix

Michelle T. Pierson

Deputy Economic Development Director

michelle.pierson@phoenix.gov
602.256.5656

Community and Economic Development
200 W. Washington St. 20th Floor
Phoenix 85003

phoenix.gov/econdev



Shelby L. Scharbach

Assistant County Manager,
Chief Financial Officer

sscharba@mail.maricopa.gov
602.506.3545

301 W. Jefferson St. 10th Floor
Phoenix 85003

maricopa.gov