

# PHOENIX FORWARD »

## BUSINESS RETENTION AND EXPANSION

"We thank the Chamber and its **PHOENIX FORWARD »** initiative for helping Hacienda HealthCare connect with the City of Phoenix to address parking challenges.

Special thanks to Greg Tilque with the Chamber and Pam Lindley with the City for their incredible follow-through.

We are grateful for their dedication to the Phoenix business community."

**Nancy Salmon**

Vice President of Communications  
Hacienda Healthcare

### Putting Phoenix Business on the Map

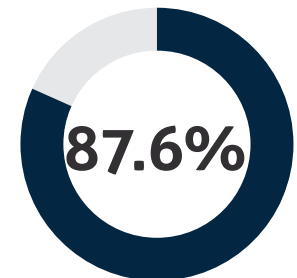
The Chamber's Business Retention and Expansion (BRE) team focuses mainly on conducting business outreach visits with companies in targeted industry sectors. The main goals of the visits are to discover the pain points businesses are experiencing as well as the barriers they face in growing and expanding their business. Once those items are identified, efforts are made to connect them to the resources they need to overcome their challenges.

In addition, industry intelligence is collected during the BRE visits which is aggregated with partner data and analyzed to identify trends and strategize on key economic indicators.

### Anticipated Growth

The **PHOENIX FORWARD »** partners work collaboratively to support the expansion of existing businesses in the region. Since its inception, the partners have conducted over 2,000 visits to local companies and have helped companies find employees, provided expertise through the city's Management Technical Assistance Program, connected companies to grants to train existing employees and helped solve parking and a wide variety of other issues.

» **87.6% OF COMPANIES  
RECENTLY SURVEYED RATED  
THE BUSINESS CLIMATE AS  
EXCELLENT OR GOOD**



**2 of 3**  
companies project  
revenue to increase in  
the next 12 months

**OVER  
55%**  
OF COMPANIES VISITED  
WERE REFERRED TO  
BUSINESS STRENGTHENING  
RESOURCES

To learn more about the **PHOENIX FORWARD »** BRE Program, contact Senior Economic Development Manager, Greg Tilque  
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