Regional Economic Development Approach Drives Chamber in FY2018

Fiscal 2018 was a year of growth. It was a year of focus. It was a year of change. During this transformative year, the Greater Phoenix Chamber emerged stronger.

From modernizing our look and our office, refreshing our name, and refining our role in the Greater Phoenix region, the Chamber made significant progress on all fronts of our organization.

In service to our members, we’ve elevated our presence in public policy. As a result, we are the leading advocate for business at the state capitol and the City of Phoenix. With a robust Public Affairs program and renowned candidate vetting process, the Chamber represents our membership at every level of government. This year, the Chamber took positions on 69 legislative measures, supporting 31 bills that were successfully signed into law.

In the final months of the Chamber’s economic development initiative, Phoenix Forward>>>, the team continued to meet with businesses and connect them to business development resources. What began as a three-year capital campaign has evolved into a key pillar of the Chamber, and our work in economic development continues.

As a complement to those efforts, the Chamber is focused on creating the workforce and talent pipelines that businesses need to thrive. With our employer-led workforce collaboratives, we are leading the way in Arizona by creating solutions to bridge the talent gap.

Through our events, we convene leaders and community members to meet, learn, discuss, and connect on key issues impacting the Greater Phoenix region.

Last year, I was confident that we were becoming the Chamber of the future, and this year I’m proud to say that I think we have reached that goal.

I thank you all for your support and your investment, together we are moving Phoenix forward.

Sincerely,

Todd Sanders
President & CEO
Greater Phoenix Chamber
The Greater Phoenix Chamber promotes regional prosperity, serving as a catalyst for economic vitality and strong communities. Thank you to our champion investors for supporting the Chamber.
The Greater Phoenix Chamber promotes regional prosperity, serving as a catalyst for economic vitality and strong communities. The Chamber helps existing businesses in the community grow and prosper. As the largest business network in the Greater Phoenix region, the Chamber accelerates business.

**ACTIVE MEMBERS**
2,400

**NEW MEMBERS THIS YEAR**
215

**PREMIER MEMBERS**
240

**MEMBER RETENTION**
84%

**LEGACY MEMBERS**
(Companies that have been members for more than 15 years)
237

**MEMBER BY EMPLOYEE COUNT**
- 1 – 49 | 74%
- 50 – 249 | 15%
- 250 – 399 | 3%
- 400 + | 9%

**MEMBERSHIP BY INDUSTRY**
- Finance and Insurance | 25%
- Business Support Services | 14%
- Retail | 12%
- Bioscience & Health Care | 10%
- Hospitality, Tourism & Recreation | 13%
- Nonprofits | 6%
- Transportation, Logistics & Distribution | 3%
- Construction | 3%
- Education | 3%
- Government | 3%
- Manufacturing | 2%
- Consumer Services | 1%
- Other | 5%
The Chamber’s membership spans across 10 counties in Arizona, and includes members outside of the state with vested interests in Arizona’s future. The Chamber’s work in public policy and economic development benefits the entire state.

Viewed as Arizona’s leading chamber, the Greater Phoenix Chamber was selected to serve as the managing partner of Arizona Chamber Executives, the statewide organization assisting chamber executives to become informed, effective leaders in their communities.

Representing 55 chambers

90% of membership investments are tax-deductible

94% of your investments directly supports programs

Member concierge service available to premier level members
ADVERTISING FOR BUSINESS AS THE VOICE FOR GREATER PHOENIX

The Greater Phoenix Chamber Public Affairs team represents the voice of business at the Capitol and at City Hall. From supporting pro-growth legislation to opposing measures that unduly burden business, the Chamber is YOUR voice in politics.

BILL SPOTLIGHT

SB 1390 continues the additional TPT rate for education approved by the voters as Proposition 301 in November 2000, which would have expired June 30, 2021, for an additional 20 years. Prop 301 generates more than $640 million each year for education—including K-12, community colleges, and universities. The renewal of Prop 301 removes the risk of a funding cliff and allows meaningful conversations about new revenue sources to move forward, allowing for a long-term solution to increase education funding.

KEY SUCCESS

20X2020: In addition to restoring additional assistance funding, including $100 million in FY 2019, Governor Ducey and the Legislature authorized a funding plan intended to provide teachers with an average 20% raise by 2020. The Chamber supported the measure to sustain and promote the success of schools and students.

POLITICAL ACTION COMMITTEE

For nearly 40 years, the Greater Phoenix Chamber Political Action Committee (PAC) has identified and supported pro-business candidates for state and local offices, regardless of political affiliation. As the leading business voice, the Greater Phoenix Chamber strives to advocate pro-business, pro-growth policies, and candidates.

THREE YEAR LOOK BACK

125 CHAMBER-SUPPORTED BILLS SIGNED INTO LAW

95% OF OPPOSED BILLS DEFEATED

97% OF ENDORSED CANDIDATES ELECTED
The Business Retention and Expansion (BRE) team conducts personalized business outreach visits and connects companies with the resources needed to overcome challenges. The BRE team coordinates with organizations and relevant agencies to help business owners resolve issues and capitalize on growth opportunities.

**FY2018 VISITS** 240+

**MORE THAN** 3,000 **TOTAL BUSINESS RETENTION & EXPANSION VISITS**

**BRE VISIT HIGHLIGHTS**

- 98% of companies rate the business climate as excellent or good
- 9/10 companies project increases in revenue over the next 12 months

**BRE RESULTS**

- **CONNECTED** 12 COMPANIES TO THE STRENGTHENING WORKING FAMILIES INITIATIVE (SWFI) GRANT TO HELP TRAIN CERTIFIED NURSING ASSISTANTS (CNA).
- **REFERRED** 16 COMPANIES TO THE CITY OF PHOENIX BUSINESS & WORKFORCE DEVELOPMENT CENTER TO ASSIST THEM IN THE RECRUITMENT OF NEW EMPLOYEES.
- **CONNECTED ONE COMPANY WITH THE COMMUNITY DEVELOPMENT BLOCK GRANT (CDBG) PROGRAM TO HELP FUND** $500,000 IN BUILDING IMPROVEMENTS
Launched in 2016, the Greater Phoenix Chamber Foundation leads the charitable and education objectives of the Chamber by promoting economic prosperity and quality of life for the Greater Phoenix region. The Foundation furthers the Chamber’s mission by conducting research, forming partnerships, and hosting events focused on education, workforce development, wellness, and community development.

Through employer-led collaboratives and unique community partnerships, the Foundation is helping to identify and develop job-ready talent our economy needs to set Arizona apart in the race for economic prosperity.

Through our five workforce collaboratives, the Foundation brings together industry leaders, educators, and workforce development partners.

**WORKFORCE DEVELOPMENT**

<table>
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<tr>
<th>Workforce Collaboratives</th>
<th>Results</th>
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<tr>
<td>Compliance and Risk Management</td>
<td>Two career-based websites to connect business, education, and talent:</td>
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<tr>
<td>Construction</td>
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<td>Cybersecurity</td>
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<td>Financial Services</td>
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<td>Health Care: Hospitals</td>
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<tr>
<td><strong>200+ engaged employers</strong></td>
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Two career-based websites to connect business, education, and talent:

- [AZCyberTalent.com](http://AZCyberTalent.com)
- [AZComplianceRiskTalent.com](http://AZComplianceRiskTalent.com)

Job-training program to prepare individuals to sit for the series 7 exam. Pilot cohorts resulted in 15 individuals entering careers in financial services.

Led a group representing employers to D.C. to meet with the U.S. Department of Labor, Office of Apprenticeship and attend the U.S. Chamber of Commerce Foundation’s America Working Forward conference. This visit resulted in a proposal to develop a one-of-a-kind, apprenticeship model in Arizona that is currently under consideration with the U.S. Department of Labor.

[www.phoenixchamberfoundation.com](http://www.phoenixchamberfoundation.com)
Wellness AtoZ aims at making Arizona and the Greater Phoenix region known as a destination for healthy talent and healthy living.

Wellness AtoZ has served more than 200,000 individuals in its first year. In FY2018, Wellness AtoZ helped companies and individuals reach their wellness goals. Wellness AtoZ provides turnkey wellness options for small and large companies looking to supplement or create a wellness program for the employees. In fact, 39% of Wellness AtoZ employers have 100 or fewer employees. Wellness AtoZ supports businesses through WorkWell forums, bringing together more than 80 HR and business professionals on a quarterly basis. Additionally, Wellness AtoZ promotes healthy living and healthy habits through the bi-annual Wellness Wonders of Arizona challenges. This year more than 100 companies and 3,000 individuals participated in the two challenges.

**Official Wellness AtoZ Employers:**
- 53 companies
  - 26 platinum
  - 21 gold
  - 6 silver
- 200,000+ employees served

**Wellness Wonders FY 2018:**
- 100+ companies
- 3,000+ participants
- 12,000+ activities completed
- May 20th declared Wellness AtoZ Day by Governor Ducey

Governor Doug Ducey proclaimed May 20, 2018, as Wellness AtoZ Day. On this day, more than 100 attendees celebrated the end of the Wellness Wonders of Arizona challenge and participated in a group activity at the beautiful Papago Park!

**WELLNESS AtoZ**

**WorkWell:**
A platform for employers to share best practices and recognize companies that are leading the way in wellness.

**EatWell:**
Encourages healthy food choices in the workplace through guidelines for healthy snacks and catered meetings.

**LiveWell:**
A focus on preventative care as the ideal way for people to live longer and reduce overall health-care costs.

**PlayWell:**
Promotes a healthy, active lifestyle through signature wellness challenges.

www.wellnessatoz.org
Through events, programs, and content curation, the Chamber is leading the way for business professionals and community members to connect, collaborate, and move Phoenix forward.

**ECONOMIC OUTLOOK ‘18**
Perspectives from the Valley’s premier economic Forecast event.

**ATTENDEES: 800+**

**ATHENA AWARDS**
For more than 30 years, the Chamber has led the way by recognizing female leaders.

2017 Recipients: Mi-Ai Parrish, ASU; Michelle Just, Beatitudes; Drena Kusari, Lyft

**ATTENDEES: 800+**

**IMPACT AWARDS**
Highlighting the best of the best in Phoenix business.

2018 Recipients: APS, Delta Dental of Arizona, Equality Health, ISM Raceway, Phoenix Children’s Hospital, Phoenix Suns, Plaza Companies, SRP

**ATTENDEES: 600+**

**SHARING HIGHLIGHTS WITH MORE THAN 4,700+ COMMUNITY MEMBERS**
**TWITTER: 21,000+ FOLLOWERS**
**FACEBOOK: 5,000+ LIKES**
**NUMBER OF CONNECTIONS MADE: 5,100+**
**275,000+ WEBSITE VIEWS PER YEAR**
PROFESSIONAL DEVELOPMENT

From roaring mixers to targeted professional and business development, the Chamber provides vital resources and opportunities at all levels. Overall program attendees: 3,500+

ECONOMIC DEVELOPMENT INSIDER SERIES

This bimonthly, hour-long program is the Greater Phoenix Chamber’s exclusive series featuring insider information about the hottest economic and workforce development trends in Greater Phoenix.

ATTENDEES: 200+ NEW!

PROFESSIONAL WOMEN’S ALLIANCE

The Chamber brings women together by hosting a dynamic woman leader in the community each month who shares insight into leadership, career growth, community involvement, and women’s issues.

ATTENDEES: 800+

SMALL BUSINESS MASTER SERIES

Small to mid-sized businesses drive Arizona’s economy and the Small Business Master Series drives our business owners.

ATTENDEES: 300+ NEW!

VALLEY YOUNG PROFESSIONALS

Valley Young Professionals provides experiences for members to build lasting relationships; engage in professional development and become change-makers in the community.

ATTENDEES: 400+
2018 – 2019
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Freeport-McMoRan Inc.

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Phoenix Center for the Arts

Dirk Beth
Hyalescent Ventures

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Janet Spear
Celgene Corporation

Mike Tilton
Blue Cross Blue Shield of Arizona

Sarah Weiss
Elite Roofing Supply

Cale Whittington
Ernst & Young

John Wolfe
Cox Communications

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