

# 2019 ANNUAL REPORT



**GREATER PHOENIX**  
CHAMBER

**ADVOCATE  
DEVELOP  
STRENGTHEN  
CONNECT**

# A LETTER FROM THE PRESIDENT

ACCELERATING BUSINESS TOGETHER



Fiscal 2019 proved to be a big year for the Chamber.

From launching new programs to expanding our community presence, the Chamber is working to improve our economy, so your business thrives.

In service to our members, we've been the voice of business at every level of government. With the most robust Public Affairs program and renowned candidate vetting process, the Chamber proudly stands as the first line of defense for business with state and city government. This year, the Chamber took positions on 68 legislative measures, supporting 30 bills that were successfully signed into law.

Through the Chamber's economic development initiative, our Business Retention and Expansion (BRE) team continued to meet with businesses and connect them to resources to help them expand in Phoenix. Since 2015, we've completed more than 4,000 BRE visits with our partners. As a result of these visits, we launched Find Your PHX, a concierge, community integration service designed to help companies recruit new, executive-level talent.

As a complement to our economic development efforts, the Chamber is focused on building the workforce and talent pipelines that businesses need to thrive. With our employer-led workforce collaboratives, we are leading the way in Arizona and creating solutions to bridge the talent gaps in key industries. This year, we've increased those efforts and are focusing on key industries that are poised for growth in our state. A few examples are our Financial Industries Training program, and our Build Your Future campaign to increase awareness of the high-potential opportunities in the construction trades industry.

Throughout this year, we convened leaders and community members to meet, to learn, to discuss, and to connect on key issues impacting the Greater Phoenix region.

Last year, I discussed becoming the Chamber of the future, and this year, I can confidently say that we continue to push the envelope of what it means to be a chamber of commerce. I thank you all for your support and your investment. Together we are moving Phoenix forward!

Sincerely,

Todd Sanders, President & CEO

**@PHXCHAMBER**  
**@TSANDERSGPC**  
**#PHXFORWARD**

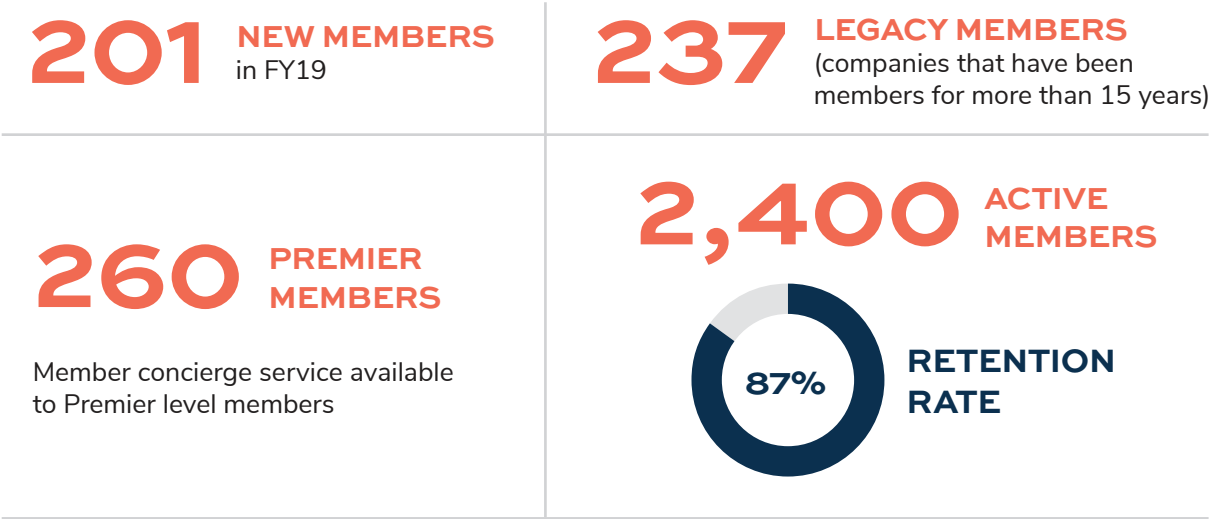




# THE GREATER PHOENIX CHAMBER

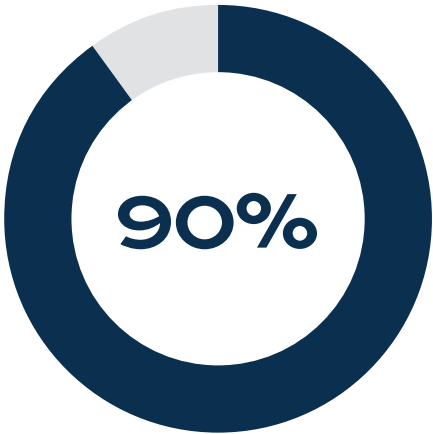
## ARIZONA'S LARGEST AND MOST PREMIER BUSINESS ORGANIZATION

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.

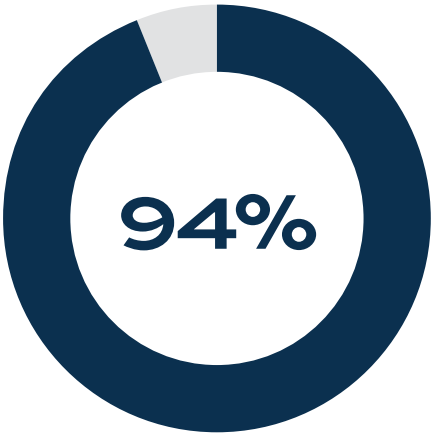




90% of membership investments  
are tax-deductible



94% of your investment directly  
supports programming



# PUBLIC AFFAIRS

## Advocating as the voice of business for Greater Phoenix

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

**NUMBER OF PA AND ISSUE COMMITTEE MEETINGS: 50+**



**Agriculture, Environment & Water**



**Budget & Tax**



**Education & Workforce**



**Insurance & Health Care**



**Legal & Regulatory Reform**



**Transportation & Infrastructure**

## THREE YEAR LOOK BACK

**98**  
CHAMBER -  
SUPPORTED  
BILLS SIGNED  
INTO LAW

**95%**  
OF  
OPPOSED  
BILLS  
DEFEATED

**93%**  
OF  
ENDORSED  
CANDIDATES  
ELECTED



## 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 voice business, the Greater Phoenix Chamber strives to advocate pro-business, pro-growth policies and candidates.

**66 endorsed candidates | 80% Chamber endorsed candidates secured election**

- **Federal issues:** The USMCA was crafted as a replacement and update to NAFTA, which has been an essential component of our economy's growth. Establishing a new, modern trade agreement with the two countries that share our nation's border is vital to not only Arizona's success but that of our country. The agreement enables more than \$1.2 trillion in trade between the U.S., Canada, and Arizona's leading trade partner, Mexico, to continue.
- **City issues:** This past fall, the Phoenix city council approved a proposal of much-needed renovations to Talking Stick Resort Arena (TSRA), a venue that drives Phoenix tourism and the economy. The business community stands in strong support of the TSRA renovation plan and is thankful for city support towards this economic driver.
- **Annual Executive Dialogue trip to Washington D.C.:** Join business leaders in our nation's capital for meetings with Arizona's Congressional Delegation and other key stakeholders to share the business community's priorities on a wide range of issues.

## LEGISLATIVE SESSION

**134** DAYS OF SESSION

**1,318** **BILLS INTRODUCED  
BY LEGISLATORS**

**50 BILLS  
SUPPORTED**

**18 BILLS  
OPPOSED**

**30** **CHAMBER-SUPPORTED  
BILLS SIGNED INTO LAW**

**17** **CHAMBER-OPPOSED  
BILLS DIED**

## KEY SUCCESSES

- Successfully advocated for passage of the Drought Contingency Plan to keep Arizona's economy thriving
- Promoted efforts to safeguard the integrity and accuracy of the statewide initiative process
- Promoted the expansion of economic development and investment through targeted tax policy
- Supported measures to provide equality amongst jurisdictions and products in relation to retail tax policy
- Defeated measures that would have cast Arizona in a negative light
- Advocated for a structurally balanced budget while investing in critical areas of need
- Supported insurance continuation for small business employees to promote a robust health care marketplace

## ISSUE SPOTLIGHT

### DROUGHT CONTINGENCY PLAN

Arizona and six other western states draw water from the Colorado River, which has its source as Lake Mead. In Arizona, roughly 40% of the water used comes from the Colorado River, supporting economic sectors; like agriculture and household uses.

Facing a 19-year drought, Arizona along with six other western states and Mexico were tasked with developing a plan by January 31, 2019 to conserve more water in Lake Mead, from which Arizona gets nearly 40% of its water.

Since July 28, 2018, 40 stakeholders representing diverse interests from across Arizona have worked to develop what's known as the Drought Contingency Plan (DCP). The plan balances water reductions in the state to ensure no one user is taking the brunt.

Two bills that enable Arizona to ratify the DCP were signed by Governor Ducey. One bill authorizes Arizona Department of Water Resources Director Tom Buschatzke to sign onto the interstate DCP on behalf of Arizona.

The other bill allows for certain water stakeholders within Arizona to make agreements on water usage rights and provides \$30 million for Lake Mead conservation, \$2 million for ground water conservation, and \$9 million for Pinal County agriculture infrastructure projects.

Governor Doug Ducey's signing of this historic legislation ratifying the DCP marks the passage of one of the most significant pieces of water legislation in Arizona since the Groundwater Management Act of 1980. The legislation allows Arizona to join six other western states and Mexico in signing onto an interstate water agreement and spells out ways Arizona will contribute to conserving more water from the Colorado River.

As of April 2019, Congress has passed, and the President has signed into law, the Colorado River Drought Contingency Plan Authorization Act, which permits the Secretary of the Interior to sign a DCP agreement with the Seven Basin States.

# ECONOMIC DEVELOPMENT

## Moving Phoenix forward

Through collaborative partnerships and a Business Retention and Expansion program, the Chamber is growing our economy from within.

More than **120** total Chamber led Business, Retention & Expansion visits in FY 2019

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More than **4,000** visits since 2015 with Arizona Commerce Authority and City of Phoenix

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- Launched Find Your PHX to assist companies recruiting talent to the Greater Phoenix region
  - Launched business resource page highlighting local business resources
  - Launched Pulse of Business survey
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## Connecting business to resources

- The connection to the Small Business Development Center class “saved my business”
- Connection to Community Development Block Grant funded \$125,000 in building improvements

## Economic Development partners



GET INVOLVED





## Find Your PHX

Find Your PHX is a concierge, community integration service meant to connect new executive recruits to their community. Launched in March, Find Your PHX helps businesses and hiring managers to sell new recruits on the local community and ensure that they Find their PHX!

[phoenixchamber.com/findyourphx](http://phoenixchamber.com/findyourphx)

## Phoenix Health Care Sector Partnership

The Phoenix Health Care Sector Partnership (PHCSP) is a collaborative of health care leaders, educational institutions, and community partners dedicated to improving health outcomes and the health care ecosystem in Greater Phoenix.

[phoenixchamber.com/phcsp](http://phoenixchamber.com/phcsp)

## Pulse of Business

The Pulse of Business is the Greater Phoenix Chamber's quarterly survey to assess the region's business climate.

- Ran four business community surveys
- 99% of companies rate the business climate as excellent or good
- 95.7% of companies project increases in revenue over the next 12 months

[phoenixchamber.com/econdev](http://phoenixchamber.com/econdev)

# THE GREATER PHOENIX CHAMBER FOUNDATION



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.

## Workforce

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

### Construction

Build Your Future Arizona  
coming Fall 2019

### Cybersecurity

Launched Talent Pipeline  
Management subcommittee

### Financial Services

Launched new Financial Industry  
Training program to train  
individuals for Securities Industry  
Essentials certification

### Health Care: Hospitals

Working with Maricopa County  
Community College District to  
enhance and create new training  
for specialty nurses

## Workforce Summit

The Foundation hosted its inaugural Workforce Summit to provide businesses tools to support talent development and attraction strategies. Creating robust talent pipelines is essential to business growth and requires partnerships between employers, education and training providers, and government.

The Workforce Summit highlighted effective partnerships that support business growth through enhanced talent pipelines.

- 150 + attendees
- 30 + workforce and education experts
- 10 + presentations

## Workforce Trip

The Foundation led a delegation of nearly 20 business leaders to Washington, D.C. to discuss workforce issues hindering business growth with policy experts and other businesses from across the nation.

- Attended the USCCF's Talent Forward conference
- Met with Trump Administration officials
- Participated in roundtable conversations with the U.S. Department of Labor and the U.S. Department of Education

Partnership with USCCF



Hosted TPM Upskill Academy of Arizona



Pilot partner in Job Data Exchange



Wellness AtoZ aims at making Arizona and the Greater Phoenix region known as a destination for healthy talent and healthy living. This year, Wellness AtoZ helped more Arizonans than ever reach their health and wellness goals.

NUMBER OF  
EMPLOYERS  
**100+**

NUMBER OF  
INDIVIDUALS REACHED  
**200,000**  
ARIZONANS

**350,000**  
NATIONWIDE  
WELLNESS ATOZ  
REACH

NUMBER OF  
WONDERS  
PARTICIPANTS  
**1,300+**

**70**  
AVERAGE NUMBER  
OF ATTENDEES AT  
EACH WORKWELL  
QUARTERLY FORUM



**LiveWell**



**PlayWell**



**WorkWell**



**EatWell**

## New in FY19: WellnessAtoZ por tu salud



Wellness AtoZ *por tu salud* was launched to increase the accessibility of Wellness AtoZ to the Hispanic community. Wellness AtoZ partnered with healthcare leader Equality Health to develop Spanish language Wellness AtoZ content.

Creating healthier communities within diverse populations is what we are about. We are excited to leverage our deep health knowledge and cultural expertise to help advance the Wellness AtoZ initiative and create greater access to personalized wellness information within the Hispanic community.

– Hugh Lytle, Founder, Chairman, and CEO of Equality Health.

By offering Spanish language, culturally relevant content, Wellness AtoZ can provide better resources to all Arizonans.



# CONNECTIVITY

## Cultivating community, convening leaders, and connecting resources

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.

SHARING HIGHLIGHTS  
WITH MORE THAN

**5,200**

COMMUNITY MEMBERS

TWITTER:

**21,511**

FOLLOWERS

FACEBOOK:

**6,587**

LIKES

NUMBER OF  
CONNECTIONS MADE:

**9,200**

AVERAGE NUMBER  
OF TOUCH POINTS  
(PER YEAR)

**325,000+**

MORE THAN

**100**

EVENT AND CONNECTION  
OPPORTUNITIES (ANNUALLY)

## Programs to develop leaders



### Economic Development Insider Series

The Greater Phoenix Chamber Economic Development Insider Series is a bimonthly, invitation-only opportunity for our top-tier members to connect with the highest-level Valley business leaders on topics including the economy, industry expansion, job growth, workforce trends and more!

Connections made: **350+**



### Professional Women's Alliance

Build your network, connect with peers and hear from inspiring businesswomen in the community at the Chamber's Professional Women's Alliance (PWA). 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.

Connections made: **1200+**



### Valley Young Professionals

Valley Young Professionals (VYP) is aimed at up-and-coming Valley professionals ages 25-39. The program provides experiences for members to build lasting relationships; engage in professional development and become change-makers in the community. The VYP program is designed to create innovative leaders for tomorrow by educating VYPs on issues that affect business leaders of today.

Connections made: **590+**

## Events to help connect and grow your business



### ATHENA Awards

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

2018 Recipients: Kathleen Duffy Ybarra, Duffy Group Inc.; Martha Martinez, Maricopa Integrated Health System, Terri Waibel, The Compassion Center

**ATTENDEES: 800+**



### IMPACT Awards Luncheon

Highlighting the best of the best in Phoenix business.

2019 Recipients: Barrow Neurological Institute, CopperPoint Insurance Companies, Desert Botanical Gardens, Elontec, **Fry's Food Stores**, Lyft, **University of Advancing Technology**, and Urbix Resources.

**ATTENDEES: 600+**



### Economic Outlook

The Valley's finest economic forecasting event explores local, national, and international economic trends. With timely and interesting economic information, the event provides business professionals, community developers, and political leaders with an idea of where the economy is headed.

**ATTENDEES: 800+**



### Mayor's State of the City Address

Mayor Kate Gallego's inaugural State of the City address hosted more than 1,100 business leaders and community members to hear her vision for the City of Phoenix.

**ATTENDEES: 1,100+**

# HOW THE CHAMBER HAS IMPACTED THE COMMUNITY:



## Supporting the Local Economy

The Greater Phoenix Chamber led the way in supporting the City of Phoenix and Phoenix Suns in the passage of an updated partnership agreement for the Talking Stick Resort Arena. Understanding the economic impact of the Arena to the region, the Chamber's marketing and advocacy efforts led to the passage of the deal, saving thousands of jobs and millions of dollars into the local economy. The revitalization of this facility will be crucial to the continued growth of downtown Phoenix.



## Advocating for Progress

The Greater Phoenix Chamber's Board of Directors took strong positions on multiple issues this year at the city, state and federal levels. In January 2019, the Board unanimously urged Congress to come to bipartisan resolution to re-open the government and put Americans back to work.



## Fostering Connections

The Greater Phoenix Chamber fosters connections that support your business. This year, through the IMPACT Awards program, start-up company, Urbix Resources, met and connected with Elontec, a company focused on helping companies move. Thanks to Elontec, Urbix is getting the services they need to successfully move their growing company to a new home, allowing them to focus on growing their business!



## Helping Businesses

This year the Greater Phoenix Chamber launched Find Your PHX. Find Your PHX is a concierge, community integration service meant to connect new executive recruits to their community. With Find Your PHX, businesses can focus on selling their company, while the Chamber handles selling their candidates on Phoenix.



# CHAMPION INVESTORS

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.



# 2019 – 2020

## BOARD OF DIRECTORS



Chair  
**MIKE HUMMEL**  
General Manager &  
CEO,  
Salt River Project



Chair-Elect  
**JOHN WOLFE**  
Senior Vice President  
& Southwest  
Region Manager,  
Cox Communications



Immediate Past Chair  
**SARAH A. STRUNK**  
Attorney,  
Fennemore Craig

**Maria Baier**  
Phoenix Suns

**Richard Bark**  
Freeport-McMoRan Inc.

**Kevin Bass**  
Enterprise Holdings

**Dirk Beth**  
Above DaaS, Inc.

**Mike Bontrager**  
Adolfson & Peterson  
Construction

**Lorry Bottrill**  
Mercy Care Plan

**Shawn Bradford**  
Epcor Water

**Anthony Bratti**  
Republic Media

**Brent Cannon**  
National Bank of Arizona

**Matthew Clyde**  
Ideas Collide

**Monica Coury**  
Arizona Complete Health

**Kevin P. Cummings**  
Lockton Companies, Inc.

**Ryan Curtis**  
Fennemore Craig

**Kimberly Davids**  
The Weitz Company

**Nancy Dean**  
Valley of the Sun United Way

**Stacy Derstine**  
Arizona Public Service

**Rick Dircks**  
Dircks Moving & Logistics

**Jose Esparza, Jr.**  
Southwest Gas Corporation

**Tommy Espinoza**  
Raza Development Fund

**Sean Ferretti**  
Arizona Cardinals

**Jim Flinn, FACHE**  
St. Luke's Medical Center

**Sara Gordon**  
JPMorgan Private Bank

**Melissa Gray**  
Avnet, Inc.

**Shirley Gunther**  
Dignity Health Corporate Center

**Phillip P. Guttilla**  
Polsinelli

**Michelle Just**  
Beatitudes Campus

**Paul Komadina**  
CBRE

**Alan Maguire**  
The Maguire Company

**Adam McAnally**  
Salt River Project

**Jeff McDermott**  
American Technology  
Specialists

**Erin Mettille**  
Slalom Consulting

**Jaime Molera**  
Molera Alvarez, LLC

**Annie Mooney**  
Phoenix Children's Hospital

**Amelia Murillo**  
Carlisle Companies  
Incorporated

**Christina Noble**  
Sonora Quest Laboratories/  
Laboratory Sciences of Arizona

**Don Pearson**  
Wells Fargo

**Kevin Quigley**  
Quarles & Brady LLP

**Josh Rawitch**  
Arizona Diamondbacks

**Frank Reid, III**  
Kolbe Corporation

**Doris Savron**  
University of Phoenix

**Scott Schoaf**  
SIEMENS Corporation

**Chip Scutari**  
Scutari & Cieslak  
Public Relations

**Amy Sena**  
State Farm Insurance

**Kimberly Shepard**  
Cigna

**Scott Smith**  
TowerHunter

**Mike Tilton**  
Blue Cross Blue Shield  
of Arizona

**Sarah Weiss**  
Elite Roofing Supply

**Cale Whittington**  
Ernst & Young