



2020 ANNUAL REPORT

ADVOCATE

DEVELOP

STRENGTHEN

CONNECT



GREATER
PHOENIX
CHAMBER

A LETTER FROM THE PRESIDENT

TAKING CARE OF BUSINESS, NO MATTER WHAT



Fiscal 2020 was a year of unexpected challenges, not just for the Greater Phoenix Chamber, but for every business and nonprofit across our state and nation. The first nine months of our year were business as usual, working for our member businesses and community—supporting economic prosperity, launching new programs, and expanding our reach and impact.

In service to our members, we have been, and will continue to be, the voice of business at every level of government. With the most robust Public Affairs program and renowned candidate vetting process, the Chamber always stands as the first line of defense for business with state and city government.

We innovated and built bridges of opportunities for economic success through our economic development efforts by providing a robust resource platform and ensuring businesses have access to local agencies and elected leaders.

As a complement to our economic development efforts, our team doubled down on strengthening Arizona's workforce and talent pipelines. A critical component for business success is access to qualified talent. With our employer-led workforce collaboratives, we led the way in Arizona and created solutions to bridge the talent gaps in critical industries.

Then, in March, with the disruption and challenges created by COVID-19, we pivoted. We didn't stop our work. We pushed through, harnessing our resources and access to key policymakers to support businesses and other nonprofits during an unprecedented global pandemic.

Our team focused on creating resources vital to helping businesses stay open during the pandemic and prepare for economic recovery.

From the beginning of the global pandemic, we launched two websites to keep you informed and connected and sent weekly updates to our members.

We worked with Arizona's Congressional Delegation to secure critical funding for businesses and nonprofits. Our team of public policy experts worked closely with Arizona's leaders to keep your business informed and ensured that local leaders understood what businesses needed to stay open, keep Arizonans employed, and ensure that their customers and staff stayed safe.

Additionally, we launched a weekly webinar series to connect businesses with experts and leaders directly. In the final three months of the fiscal year, we worked diligently to take care of business no matter what. I'm proud of our ability to meet the ever-changing needs of your business swiftly, and I look forward to supporting our community during the economic recovery.

Together, we will rise again!

Sincerely,

A handwritten signature in white ink that reads "Todd Sanders". The signature is fluid and cursive, with a large, stylized "T" and "S".

Todd Sanders, President & CEO

@PHXCHAMBER

@TSANDERSGPC

#TAKINGCAREOFBIZ

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 your continued support of the Chamber.



THE GREATER PHOENIX CHAMBER

WE TAKE CARE OF BUSINESS

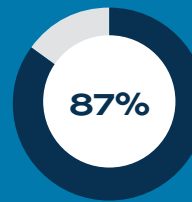
The Greater Phoenix Chamber promotes regional prosperity, serving as a catalyst for economic vitality and strong communities. The Chamber helps existing businesses in the community grow and prosper. As the largest business network in the Greater Phoenix region, the Chamber takes care of business.

190 **NEW MEMBERS**
in FY20

280 **PREMIER MEMBERS**
Member concierge service
available to Premier level
members

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

2,400 **ACTIVE MEMBERS**

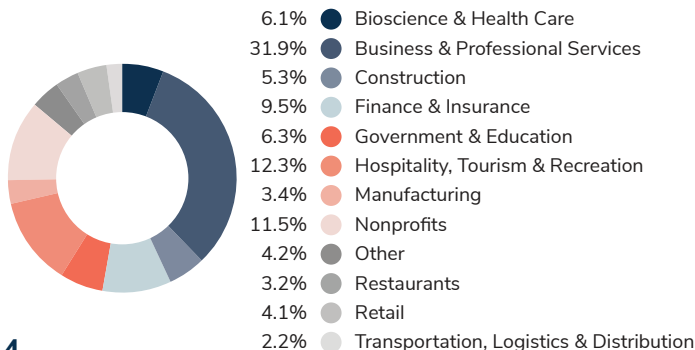


**RETENTION
RATE**

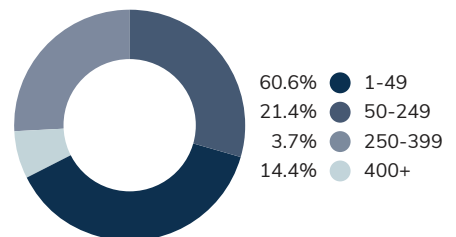
600,000 ANNUALLY

member company employees served by the Chamber

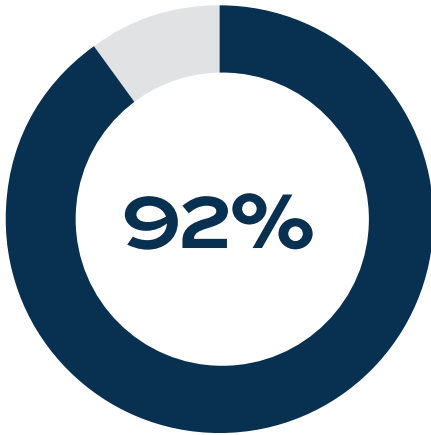
Membership breakdown by industry



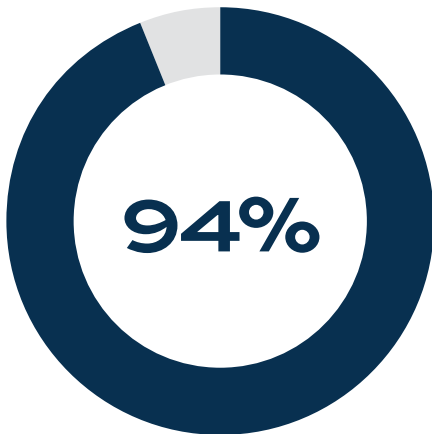
Membership by employee count



A SMART INVESTMENT



92% of membership investments are tax-deductible



94% of your investment directly supports programming

“After being a Chamber member for just over a year, I can unequivocally say it has been worth every penny. There have been an abundance of opportunities that the hard-working staff at the Chamber provide to me as a small-business owner. Those opportunities provided direct value for my organization, my employees, and my own professional growth. My only regret is for not joining the Greater Phoenix Chamber sooner!”

- Mike Noble, Chief of Research and Managing Partner Future leaders
OH Predictive Insights



PUBLIC AFFAIRS

Taking care of politics, so you can take care of business

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 in politics.

NUMBER OF PUBLIC AFFAIRS AND ISSUE COMMITTEE MEETINGS: 50+



Agriculture, Environment & Water



Insurance & Health Care



Budget & Tax



Legal & Regulatory Reform



Education & Workforce



Transportation & Infrastructure

KEY LEGISLATIVE SUCCESSES

Utility and energy choice

This vital legislation sponsored by Senate President Fann and House Speaker Bowers was designed to protect balanced energy solutions in Arizona for consumers and businesses. The Chamber applauds the efforts of legislators on both sides of the aisle who worked to protect access to natural gas for Arizonans. The Chamber strongly believes that natural gas provides an affordable option to businesses and residents and is an integral part of Arizona's energy ecosystem.

Hospital assessment

This priority bill brought needed revenue into the Arizona hospital system by maximizing the use of federal funds through AHCCCS. These funds are needed more than ever during the current pandemic to provide valuable resources for our health care providers.

School flexibility

This legislation aided in establishing emergency measures for schools related to the COVID-19 pandemic. The bill outlined several key directions for schools to administer given the status of the virus. The measure protected employee and teacher wages, established graduation and grade assessment measures for the 2019-20 school year, and created guidance for conducting schoolwork through alternative formats, such as online and webinar-style classes.

Budget

The Chamber has always been a steadfast supporter of a structurally balanced budget that prioritizes areas of critical need, and this year was no different. The Chamber supported the Legislature in taking decisive action on passing a budget earlier in the Session that recognized the coming downturn in revenue. The budget ensured state agencies and providers had budgetary certainty and guidance during the initial stages of the pandemic.



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

SUPPORTED 59 CANDIDATES IN THE 2020 PRIMARY ELECTION

www.phoenixchamber.com/pac

Federal issues

The federal stage was dominated this spring by the need for pandemic relief and aid legislation. The Chamber was supportive of the federal government's action to provide assistance to Arizona's business community through the Coronavirus Aid, Relief, and Economic Security (CARES) Act.

City issues

Water continues to be a main topic of discussion in Arizona. The City of Phoenix increased its water rates this past year in order to repair and update old infrastructure while also investing in the future of the city. The Chamber was supportive of this necessary adjustment in rates as a means to make updates to the city's critical water infrastructure.

Annual Executive Dialogue trip to Washington D.C.

This year, 14 business leaders joined the Chamber in the 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.

2020 LEGISLATIVE SESSION

135
DAYS OF SESSION

1,734
**BILLS INTRODUCED
BY LEGISLATORS**

THREE-YEAR LOOK BACK

83
**CHAMBER
SUPPORTED BILLS
SIGNED INTO LAW**

97%
**OF OPPOSED
BILLS DEFEATED**

ECONOMIC DEVELOPMENT

Fostering innovation, so you can take care of business

Through collaborative partnerships and innovative programs, the Chamber supports businesses by growing our economy from within.

More than **5,000** visits since 2015 with Arizona Commerce Authority and City of Phoenix

Business surveying to determine most urgent needs.

Connecting businesses to the resources and programs they need:

- ✓ Robust resource page to direct businesses to critical local, state, and federal agencies
- ✓ Direct connections to local agencies and elected leaders
- ✓ Meaningful access to subject-matter experts and industry leaders

Find Your PHX

Find Your PHX is a concierge, community integration service meant to connect new executive recruits to our community. Launched in March 2019, Find Your PHX helps businesses and hiring managers to sell recruits on Phoenix and helps the recruits more quickly integrate into the community once they land in this area.

phoenixchamber.com/findyourphx

2019 Health Care Report

In an update to the Phoenix Forward Health Care Industry Overview white paper of 2017, this report examines the current and future state of the health care ecosystem in the Greater Phoenix region. Phoenix is the second-fastest growing metro area in the country and the health care sector is expected to continue its growth in Arizona and nationally, outpacing occupations in all other sectors.

phoenixchamber.com/healthcarereport

LOOKING AHEAD THE FUTURE OF ECONOMIC DEVELOPMENT

The needs of the Greater Phoenix business community changed drastically with the COVID-19 pandemic, causing the Chamber to reevaluate economic development efforts and respond to the current needs of businesses. With input from key community leaders, the Chamber will lead into the future with a focus on:

Business recovery

The COVID-19 crisis has deeply affected the Greater Phoenix region with thousands of jobs lost, businesses closed, and employees furloughed across multiple industry sectors. As a result, the economic boom this region was experiencing will take a united, concerted effort to revitalize and return to boom levels.

Data analytics

The Chamber collects valuable business and workforce data, which can supplement existing data in the marketplace. The Chamber will fill data gaps with a Consumer and Business Confidence Index, Arizona Economic Dashboard, and raw workforce data.

Learn more!

Visit phoenixchamber.com/econdev for updates as the program expands.



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 convening industry leaders, education providers, and community partners to create a stronger, healthier workforce for Arizona. The Foundation's charitable activities focus on community development, improving health and prosperity for the region.

WORKFORCE

The Foundation serves as an intermediary between business and education, convening four employer-led workforce collaboratives to address the growing skills gap facing our community. Each collaborative focuses on engaging key stakeholders to develop and champion holistic and scalable workforce solutions for the Greater Phoenix region and the state of Arizona.

The State of Arizona's Workforce

The Foundation produced a report on Arizona's labor market, including current and future talent gaps in key industry sectors, which debuted at the inaugural State of Workforce event. This report features seven industries essential to Arizona's local economy.

www.phoenixchamberfoundation.com/wfreport

To learn more about the Greater Phoenix Chamber Foundation visit www.phoenixchamberfoundation.com/annualreport.

WORKFORCE COLLABORATIVES

TOTAL EMPLOYERS ENGAGED: 300 +



Construction

- Launched Build Your Future Arizona in October 2019 with over 62 million media impressions to date
- Over 9,000 students and influencers impacted through career days



Financial Services

- Completed curriculum review in preparation for the Fall 2020 launch of a revised, for-credit financial services program with Maricopa County Community College District



Cybersecurity

- Launched Apprenti Arizona, transitioning nine individuals into IT-related roles over a one-year apprenticeship



Hospitals

- Launched and evaluated Critical Care Unit specialty nurse program pilot. In total, 26 experienced and new grad nurses and clinical educators participated to provide a comprehensive assessment of the pilot

www.phoenixchamberfoundation.com/workforce

The Foundation launched ElevateEdAZ, which is focused on preparing individuals for college and career through stronger alignment between education, business, and the community

ElevateEdAZ transforms education through three mutually reinforcing pillars:

1. Teaching and Learning by providing students meaningful learning that gives them the technical knowledge and skills to be successful in college, careers, and life.
2. The School Experience by providing students career development, integrating related pathways, and providing practical application through work-based learning.
3. Business and Civic Engagement by building stronger employer and civic engagement in career connected learning.

- Performed an education landscape analysis of Greater Phoenix, confirming a misalignment between high-school preparation and employer expectations
- Formed business and education working groups to inform our strategic planning process

PARTNERSHIPS



THE ACADEMIES AT
SOUTH MOUNTAIN





Wellness AtoZ makes Arizona and the Greater Phoenix region known as destinations for healthy talent and healthy communities. Wellness AtoZ is a free resource for companies looking to build or enhance an internal wellness program. This year, Wellness AtoZ helped more Arizonans than ever reach their health and wellness goals.

NUMBER OF
EMPLOYERS

120+

NUMBER OF
INDIVIDUALS
REACHED

200,000
ARIZONANS

4

WORKWELL
FORUMS



LiveWell



PlayWell



WorkWell



EatWell

WellnessAtoZ Day

Wellness AtoZ Day, recognized by the State of Arizona and Governor Doug Ducey, is a day to acknowledge the positive health and wellness opportunities that Arizona has to offer. On May 17th, the Foundation celebrated physical activity and healthy lifestyles. The community was encouraged to practice health and wellness virtually by participating in one or more activities with partner organizations to promote health and wellness.



CONNECTIVITY & EXPOSURE

Cultivating connections, so you can take care of business

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.



GREATER PHOENIX CHAMBER
VALLEY YOUNG PROFESSIONALS

Developing the leaders of the future

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

Chair: Ritta Rabanni, Clear Channel
Vice Chair: Andy Forsell, Lockton Companies

Highlighting the best of the Valley



ATHENA Awards Luncheon Women Mean Business

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

135+ nominees | **11** finalists
750 + attendees

2019 Recipients

Cindy Dach, Changing Hands; **Sherri Collins**, Arizona Commission for the Deaf and Hard of Hearing; and **Reyna Montoya**, Aliento



GREATER PHOENIX CHAMBER
IMPACT AWARDS

IMPACT Awards Celebrating Excellence in Business

Highlighting the best of the best in Phoenix business for more than 30 years

45+ nominees | **20** finalists

2020 Recipients

250 or fewer employees: Galvanize, Musical Instrument Museum, RED Development, and Paradox

More than 250 employees: Kitchell, A New Leaf, Inc., Republic Services, and Terros Health

www.phoenixchamber.com/events



LEADING THROUGH CRISIS

The COVID-19 pandemic changed the way the city, country, and the world does business. In March, the Greater Phoenix Chamber and its members navigated through significant uncertainty, and promote Arizona's economic recovery.

The Chamber adjusted operations to respond to the new virtual world while remaining steadfast in our commitment to the community. The Chamber developed new programs and initiatives that ensured businesses to stay informed, connected, and supported.

Responding with urgency

- Conducted three monthly impact surveys to understand and respond to business needs
- Launched a Community Health website to provide accessible health-related information
- Provided weekly community health updates to Chamber members with relevant local updates
- Created a COVID-19 Business Resource page in English and Spanish to ensure businesses had critical information



Working with local leaders

- Community collaboration allowed members informed by working with local leaders and other community leaders
- Organized daily calls with Greater Phoenix Chamber to provide businesses and other stakeholders with the most current and relevant information
- Advocated for key business interests to the Arizona state and federal government
- Collaborated with Arizona's business community to secure federal support for Arizona

Greater Phoenix Chamber quickly responded to the health crisis to keep our members and staff safe, to help

commitment to supporting businesses. Quick and effective response, paired with innovation, allowed the Chamber to stay healthy.

s

allowed the Chamber to keep working closely with elected officials and business leaders. Governor Doug Ducey's Office to support chambers of commerce with information and support programs at every level.

Congressional Delegation to Arizona

Connecting businesses to experts

Although our members were unable to gather together in-person, the Chamber continued to connect people. The Chamber launched Business in Focus, a weekly webinar series to support businesses and connect professionals with subject matter experts.

Featured speakers included:

- Senator Martha McSally
- Congressman David Schweikert
- Congressman Greg Stanton
- City of Phoenix Mayor Kate Gallego
- Sheriff Paul Penzone
- Sandra Watson, President & CEO, Arizona Commerce Authority
- Small Business Administration representatives
- Workspace experts



LEADING THROUGH CRISIS

Creating solutions

The pandemic created many new challenges for businesses and the community, and escalated the need to rapidly resolve existing community issues. The Chamber was at the forefront in developing meaningful solutions for the community.

- The Chamber started a community supply drive to support local health care providers and nonprofit organizations. Through a collaborative platform, the Chamber connected businesses in need of critical Personal Protection Equipment supplies with providers.
- Wellness AtoZ launched LiveWell Now! - a weekly newsletter supporting individuals while working from home and social distancing.

Tackling the digital divide

The closure of Arizona schools highlighted the digital divide that prevented students from access to learning in a new virtual environment.

- More than **100,000** Arizona students do not have access to a computer
- More than **200,000** students lack adequate connectivity

The Foundation launched a community laptop drive with key stakeholders to provide laptop and internet access to Arizona's K-12 students to support virtual learning.

- More than **1,000** laptops donated

Laptop drive partners



The Foundation also partnered with the U.S. Chamber of Commerce Foundation on the “Every Student Connected” initiative to raise public awareness regarding the digital divide.

Supporting businesses & promoting safety

The Chamber promoted two, statewide social media campaigns, encouraging supporting local businesses through reopening, and encouraging people to wear masks to slow the spread of the virus.



THANK YOU, MEMBERS!

The Chamber would like to extend a special thank you to our members and investors who responded to immediate critical needs and enabled the Chamber to provide the above programs in response to COVID-19.



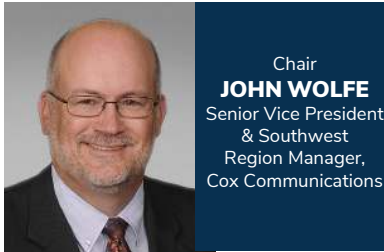
Aetna/Mercy Care
Maricopa Community Colleges
Maricopa Community Colleges Foundation
Phoenix IDA

2020 – 2021

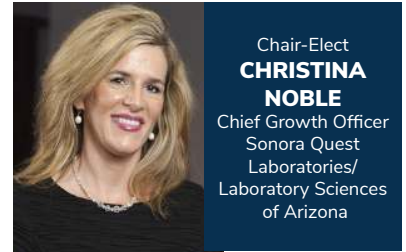
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General Manager &
CEO,
Salt River Project



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



Chair-Elect
CHRISTINA NOBLE
Chief Growth Officer
Sonora Quest
Laboratories/
Laboratory Sciences
of Arizona

Maria Baier
Phoenix Suns

Richard Bark
Freeport-McMoRan Inc.

Dirk Beth
Above

Mike Bontrager
Alston Construction

Lorry Bottrill
Aetna Mercy Care

Brent Cannon
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College of Management

Matthew Clyde
Ideas Collide

Monica Coury
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Arizona's Family

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CBRE

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Cigna

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ADP, Inc.

Scott Smith
TowerHunter

Mike Tilton
Blue Cross Blue Shield
of Arizona

Jim Tomes
Telgian Holdings, Inc.

Michelle Walker
SSC Underground

Sarah Weiss
Elite Roofing Supply

Tim Wetzler
Enterprise Holdings

Cale Whittington
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Ed Zuercher
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