

## MEETING MINUTES

Office of Economic Development  
Economic Development Advisory Board  
57 E. 1<sup>st</sup> Street  
Lower Level Council Chambers  
Mesa, AZ 85201

Date: January 3, 2017      Time: 7:30 A.M.

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### **MEMBERS PRESENT**

Jeff Pitcher, Chairman  
Natascha Ovando-Karadsheh, Vice Chair  
Terry Benelli  
James Christensen  
Deb Duvall  
Matt Likens  
Dominic Perry

### **EX-OFFICIO**

Mayor John Giles (excused)  
Chris Brady (excused)  
Rich Adams  
Brian Campbell  
Jeffrey Crockett  
Sally Harrison

### **STAFF PRESENT**

Bill Jabjiniak  
Kelley Keffer  
Pat Block

### **MEMBERS ABSENT**

Laura Snow

### **GUESTS PRESENT**

Mark Freeman, Councilmember Elect  
David Short

#### **1. Chair's Call To Order**

Chair Jeff Pitcher called the Economic Development Advisory Board meeting to order at 7:32 a.m. He welcomed Councilmember Elect Mark Freeman to the meeting.

#### **2. Items from Citizens Present**

None.

#### **3. Approval of Minutes from the December 6, 2016 Board Meeting**

Chair Pitcher called for a motion to approve the minutes from the December 6, 2016 meeting.

**MOTION:** Terry Benelli

**SECOND:** Deb Duvall

**DECISION:** Passed Unanimously

#### **4. Discussion of Economic Development with Councilmember Elect Mark Freeman**

Chairman Pitcher invited each of the board members to provide a brief introduction for the benefit of Councilmember Elect Mark Freeman. One by one, the individual board members introduced themselves to Councilmember Elect Freeman. Chair Pitcher then asked the non-voting members of EDAB to introduce themselves.

Director Jabjiniak stated that it was great to have Councilmember Elect Freeman at today's meeting. He shared that the Economic Development Advisory Board was very important to him, noting that it is made up of people with much expertise and wisdom regarding what is happening in the community. He noted that the board members were in place to help in the overall processes concerning economic development in Mesa. Director Jabjiniak pointed out that it was important for the Councilmember Elect to interact with the board members as economic development was a team sport and requires a lot of different people to be successful. He stated that he is looking forward to a very productive time ahead.

Councilmember Elect Freeman introduced himself, stating that he was a fourth generation Arizonan, noting that his grandfather was one of the founders of Mesa, Charles Crismon. He shared his great love for Mesa. He stated that he thought that economic development was very important for a city and drives their economic engine. He shared that he thought thinking outside the box and being innovative was very important to entice businesses like Santander, ATS and Dexcom to locate in Mesa. He stated that these businesses will rejuvenate the west side of Mesa. He desires to raise Mesa's median income from its current \$46,000 to \$48,000 a year, to a higher level. He also desires to strengthen the community. He believes neighborhoods are impacted by economic development, particularly noting that without strong neighborhoods, businesses will not choose to relocate to Mesa. He also believes having a strong job pool is important. He acknowledged that he is new to this part of the process, but said that he is very open and willing to dialogue with the board members and partner with them. He revealed that he had been a Mesa firefighter for 31 years, where he served as a captain and paramedic, and he strongly believes in the concept of teamwork. He also noted that he was a "special teams" captain. He mentioned that he had the opportunity to rescue many people during his career and now he wants to help rescue Mesa.

#### **5. Downtown Mesa Association**

Chair Pitcher moved Agenda Item 5, a presentation on the Downtown Mesa Association until later in the meeting.

#### **6. Director's Update**

Bill Jabjiniak stated that although he had been off for about two weeks during the holidays, the phone did not stop ringing during that time. He shared that he had been contacted by someone who had recently been awarded a federal contract and needed to know how to set up temporary trailers for office space in the Falcon Field area. He also shared that there are two or three active projects in southeast Mesa they are currently working on and those projects are beginning to move along. Director Jabjiniak also pointed out that some of these projects are having issues with their timeframe colliding with the regulatory process. He mentioned a furniture company that would like to come into the area, but the company doesn't want to do the roadway improvements as required by a new development. He noted another potential project in southeast Mesa, pointing out that this project has to go through a process that takes about six months. He revealed that he is seeing activity pick up. He stated that currently he expects there to be more small projects (between 100 and 200 employees), not the mega projects that they have had in the recent past. Director Jabjiniak also noted that they are still active with a data center community. He noted some state legislation has impacted this project. He reminded the board that while data centers do not create a lot of direct jobs, they provide many indirect benefits, like bringing

contractors in, bringing people here that spend money on lodging and restaurants, and they also add to tax revenues. He shared that Apple's Global Command Center had no trouble hiring their first 100 people. He also shared that, since LaunchPoint had been relocated approximately seven months ago, from southeast Mesa to the Downtown area, they have roughly tripled the participants. He said it is important for his department to be flexible and continue to advocate for different projects along the way.

Comment/Question: Brian Campbell mentioned that over the holidays, he had the opportunity to meet with a company based in the San Francisco area. He indicated that this company had been very successful with an emerging scientific technology and they are being courted for a medical device application of this technology. Mr. Campbell further shared that this company has ties to Arizona and would like to come to Arizona. He asked if they had a system in place to work with this company to help bring them in. He noted that the company is particularly concerned with the workforce component with some of their applications. Mr. Campbell asked if this situation would be a LaunchPoint process, but wasn't sure because this company was farther along in the process and had been doing what they do for about 20 years. He specifically asked Matt Likens for an answer to his question.

Response: Matt Likens answered that in general there is a perception that you can't get the right employee base locally to support a new technology like the one mentioned, but he stated that this perception is wrong and that Mesa needed to change this perception. Mr. Likens shared that during his experience with Ulthera, in which they grew from 2 to 220 employees, they found Arizona State and the Biomedical Engineering program to be a rich source of potential talent. He indicated that most of that talent has been going elsewhere, but shared that they need to tap into this talent pool. He also said that if a business needed to go outside the state for other types of talent needs, it is not difficult to get people to relocate to Arizona.

Comment/Question: Brian Campbell revealed that those involved in this company have previously been on the faculty at ASU and also have other ties to ASU. He believes this company would be a natural fit and that their concerns can be worked through. However, he mentioned that he has seen this workforce issue previously, when a company was considering relocating elsewhere due to this perception that Arizona was lacking a qualified workforce. He asked if there were ways at the local level to take advantage of the fact that Arizona does have an adequately trained workforce. He believes this would give them a great competitive advantage.

Response: Director Jabjiniak stated that workforce is the number one issue they are seeing, not just in medical devices, but across the different spectrum of industries. He said that while ASU is definitely growing in this area, they need to engage at the community college level as well. Director Jabjiniak also reminded the board that E.V.I.T. was a great pipeline. However, he shared that the colleges are saying that the students they are getting are not quite at the level they should be for college. They will need to address how they can get them to the proper level. He also pointed out that even some of the skills being taught today aren't today's newest technologies, but he indicated that there is some new leadership at the Community College District and this should bring some needed change. He also stated that ASU would be a big part of the puzzle, because they are producing much talent locally. He also noted that GPEC is seeking to address the workforce development issue as well.

Comment: Brian Campbell shared that the message he hears down at the Capitol and the Legislature is that the money is not going to be there at the state level. He believes they need to look at ways to be creative and think outside the box at the local level, because that is what will separate Mesa from other communities. He said that Mesa is losing opportunities, not just within the state, but within the country. He thought bringing these different educational institutions together with some type of initiative would be helpful.

Question: Jeff Pitcher asked who were Mesa's biggest competitors.

Answer: Brian Campbell revealed that Mesa's toughest competitor right now is Utah. He pointed out that there are regions that they aren't able to compete in, but in the regions they do compete in, from a cost, workforce and toolkit standpoint, Utah is the only state that beats them routinely in those markets. Mr. Campbell indicated that Mesa regularly comes in ranked between 2 and 5 and Utah is consistently hitting the number 1 position. He said they have met with the Governor's office to re-tool some of their development options that are available at the state level. These are options that don't cost more money, but will make the region more competitive. He pointed out that Utah has been very good at coordinating their pipeline from a workforce standpoint. He stated that it would behoove this board to start looking at some of Utah's "best practices" and try to implement them on a local and regional level.

Comment/Question: Rich Adams reminded the board that they have one of the leading technology companies in the area with Apple. He wondered if it was possible to partner with Apple in this pursuit. He didn't know what that partnering would look like, but he thought that it would behoove Apple to be in a cutting-edge type of area. He asked if this type of partnering with Apple was a possibility.

Response: Bill Jabjiniak mentioned that although Apple is a member of the Chamber of Commerce, he wouldn't expect to see an Apple representative showing up at a board meeting on a regular basis. He said that he has met with management and that is where they were informed that the hiring process had gone very well. It is his desire to maintain a positive relationship with Apple. He mentioned Boeing as an example, noting that they had recently been consolidating and relocating jobs, 180 of which were brought to Mesa. He further stated that they already get a lot out of the Apple name, just by them being located in Mesa. He noted that potential employees tend to find Apple, so their hiring process looks a little bit different than other companies who have to actively search for candidates. He indicated that there are other employers such as Dexcom that are looking for a very high level employee. He shared that the OED has offered Dexcom some space to hold interviews. Dexcom is looking for PhD level candidates. Director Jabjiniak pointed out that the hiring process really comes down to being an individual case-by-case basis for each employer.

Comment: Natascha Ovando-Karadsheh suggested that they get some testimonials from the companies who have successfully hired locally, like Apple. This might help dispel the myth about an inadequate workforce.

Response: Bill Jabjiniak pointed out that they had done this with Ulthera. He said that Matt Likens had been helpful with the testimonial that is on the City's website when he was the CEO of Ulthera. He also indicated that Mr. Liken's successor had also been very cooperative, but he stated that

he doesn't expect Apple to do this type of testimonial. He did reiterate that Apple's presence in Mesa is definitely a marketing piece if they can get the word out.

Comment/Question: Brian Campbell noted that there was so much information within the Apple deal – the way it came together and the many partners in the community that made it work. He wondered if there was a way they could turn that into a type of primer to share how the entire process works from start to finish. He mentioned that they would need to protect the names and change the details, but he thought it would be very helpful to have some type of device to share with Council members and others to show how a great deal comes together. He also shared that this would help educate people when they go down to the legislature. He stated that this would show how companies are thinking and how they go about analyzing an offer put before them, and what takes place when they aren't able to make a deal because of their tax structure. He asked if they could build on the Apple deal to help push other deals forward.

Response: Bill Jabjiniak answered that in some ways they are already doing just that. They try and follow the model and attempt to tell the story, but they do so on a lower level, individually, on a case-by-case basis. He indicated that getting through the regulatory process can be daunting for a business. If the OED can help cut the regulatory environment or cut the development risk, businesses become very open to discussion.

Question: Jeffrey Crockett asked Bill Jabjiniak to help him understand further the situation regarding workforce development and the perception problem surrounding it. He asked if there was an actual workforce development issue or if they had a perception problem or if it was both. He asked if there were holes in workforce development. He also asked how they might make headway on this problem during 2017.

Response: Bill Jabjiniak answered that it was both a perception problem and a reality problem. He shared that in certain industries, they don't currently have the right workforce. However, he said as diverse as the valley is, there is a strong workforce here, but it requires working harder to find it. He mentioned that the perception held by the big companies is that an adequate workforce is not available in this area. Director Jabjiniak stated that in order to make progress they will need to continue to tell the story, and continue to point to the number of graduates from Arizona State University in their many different programs. He shared that ASU is adding new programs all the time. He further shared that there are some issues in the K-12 education component, as well as at the Postsecondary level. He believes this is more than just a Mesa problem, but a regional problem as well, and will require a statewide initiative and a commitment to that initiative.

Comment: Deb Duvall said that in her experience in education and more recently in her experience at the state level, she has seen that this type of effort really does need to be a statewide effort. She noted that the State of Arizona has a reputation that it is not graduating a sufficient percentage of students from high school or college. She further noted that the state's average income is lower than many other states. From a general perspective, as well as in regards to workforce development and graduation rates, she noted that this applies to all of us in Arizona, not just Mesa. She told the Board that the biggest detriment to this issue is the fact that Arizona funds education less than any other state in the nation. This headline is seen in newspapers and publications across the country. She suggested the need to share the successes that Arizona students are having. She further pointed out, that although the funding in Arizona is the worst in the nation, the results are not as poor as might be expected, considering

the low funding. Arizona is only slightly below mid-point of the 50 states. She further suggested highlighting the positive aspects that their schools, universities, and community colleges are doing. She mentioned that Arizona has a joint technological district process in Arizona, which E.V.I.T was the first of, and which she still considers to be the best. She pointed out that these schools do wonderful things in the area of technology and skill development. She doesn't believe that those schools are receiving a significant amount of attention for the good work that they are doing.

Comment: Brian Campbell acknowledged that this board all understands that this is a bigger problem, but our partners are not going to be changing the funding model in 2017. He said that although our legislature is not going to open the purse strings on funding, other states that we are competing with, have legislatures that will be providing funding, so it is important to find an innovative way, outside the box, to deal with this issue. He noted that they offered a solution in 2016 with an education initiative on the ballot, but the initiative was not embraced by the voters. He suggested learning from that failure and moving forward. He pointed out that there are some creative ways available to them, but that they need to be ready to take advantage of those tools and step forward as a City, and as an East Valley region, and push some of those ideas.

Comment: Deb Duvall said it was unfortunate that sometimes when the legislature attempts to do something that is perceived to be beneficial to the business community, such as tax incentives or tax breaks, these same things often undercut and diminish the amount of funding available for education. She further shared that the education community does not have much hope from this legislature or state leadership of any significant improvement in funding.

Comment: Brian Campbell stated that there are positive models that don't cost a lot. He indicated that they have been looking at Orlando as a good regional model. They have a similar problem with education funding in Florida. He said that GPEC will continue to look at these "best practices" in other communities, but that there is a definite need to think outside the box.

Chair Pitcher asked if there were any further comments or questions.

Comment/Question: Councilmember Elect Mark Freeman shared that he appreciates everything that has been said at today's meeting. He reminded the board that during his opening remarks, he mentioned the workforce issue. He wants to make sure they have the maturity in the workforce to compensate for the businesses that want to come to Mesa. He mentioned that it sounds like Mesa is really struggling in this area. He asked why Santander, Dexcom and American Traffic Solutions (ATS) located in Mesa. He also said he believed it was important to have good, attractive neighborhoods. He noted that millennials like to live in heritage or historic type districts and this helps revitalize these neighborhoods. He further believes that if you have strong neighborhoods, then Mesa will have good qualified employees to work in these businesses.

Response: Bill Jabjiniak shared that the common thread through all three of the businesses mentioned (Santander, Dexcom and ATS) was access to available workforce. He said that the west side of Mesa is very accessible to Greater Phoenix. Having a certain number of qualified people within a certain drive time was very important to all three of these businesses. He noted that the Fiesta District had turned around a lot quicker than expected, and part of that was due to affordable properties, but it was also because there is a qualified workforce within a 30-minute drive of that area. This is the reason why he continues to push for a certain quality of job in Mesa.

He noted that he doesn't regularly go after retail, but he does go after high-earning jobs with good benefit packages. This type of high-earning job will draw an attractive workforce, who then will create a demand for housing, and who will shop at local retail, providing a long-term economic benefit. He noted that, because of this, the west side of Mesa is very desirable.

Comment: Rich Adams said if he is down at the legislature, sitting in front of the Governor, pitching for more money for education, and it is clear that there was an available workforce for these businesses that have located in Mesa, why would the legislature think it necessary to provide more money. He stated that he sees this as the biggest perception problem.

Comment: Bill Jabjiniak said that what is important is that if you walk through ATS, it is a great Class "A" looking office and there are people everywhere. They have 500 employees. He indicated that Santander will eventually have over 970 employees over multiple shifts, indicating that they currently have 300 to 400 employees. He said Mesa still needs to improve in developing a workforce with a very high level skillset. He observed that if Mesa is going to grow in the area of medical devices, it must provide a workforce with these type of high level skills. He revealed that when companies are evaluating the Mesa market, they also look at total cost of operating. He shared that a site selector comes through and looks at tax incentives and tries to figure out how much it will cost to hire someone in this market, versus how much it costs to hire someone in another market. He pointed out that our area is definitely more affordable in terms of hiring and the cost of housing.

Comment: Brian Campbell mentioned a presentation by Dr. Crow that he had made last month, in which he made many similar points. Dr. Crow had indicated that the problem is that our area wants the availability of high level jobs, but they don't have the workforce for it. Mr. Campbell said that technology is starting to eliminate mid-level jobs in the areas of transportation, trucking and others, and he believes this will result in a shift to more high-level jobs being available. He noted that if Mesa doesn't have the workforce, they won't be able to fill those types of jobs. This is why he sees the education component as such an integral piece.

Jeff Pitcher thanked everyone for their input and suggested in the interest of time, they move on to Agenda Item 5, Downtown Mesa Association.

## **5. Downtown Mesa Association**

David Short, Director, Downtown Mesa Association introduced himself. He provided a brief overview of the Downtown Mesa Association. DMA was established in 1985. They were the first business improvement district in the state of Arizona. He said they were the original Mesa square mile, located between Broadway and University and between Mesa Drive and Country Club. He stated that this area represents over 475 property owners and 400 businesses. He shared that their total budget was just over \$800,000 this year. He discussed the services the DMA provides. They provide public space maintenance, which consists of emptying trash cans, reclaiming grocery carts, graffiti removal and removing homeless campsites. He said that they had recently begun a new program, in partnership with the City of Mesa and Mesa Police Department, to address the homeless population in Mesa. They will be a part of the Navigator Program, which is run through Community Bridges. This will mean a full-time Navigator will be in the Downtown Area. This person will reach out to the homeless population and try to get them into shelters and help them find available services. He further shared that the DMA also provides parking

management, in which they manage 16 parking lots, patrol and clean 6,175 parking spaces, administer permits, and issue warnings/violations. The DMA also is involved in marketing and promotion, as well as event coordination, which Mr. Short indicated he would discuss later in his presentation.

Mr. Short revealed that the DMA had recently re-branded and that they have a new logo design, a website redesign, and that a new tagline, "Make Your Mark," was created. Mr. Short said they also publish print materials. These consist of Downtown brochures, Sculpture Guides, Where to Eat flyers, Downtown Dollars, and other event flyers and posters, as well as occasional utility bill inserts. He said they are also responsible for the banners in the Downtown area. These consist of Seasonal Banners for Spring Training, Holiday, Arts and Culture, Celebration of Freedom and Hometown Heroes. They also have year-round banners that provide branding for Downtown Mesa. He also shared that the DMA has 8 double-sided kiosks that they update bi-annually. He discussed two programs they have implemented in the last several years. He stated that the two programs were: Downtown Dollars and Downtown Gift Cards. He indicated that they have sold and redeemed over \$25,000 in gift cards since the program's inception in 2012. He further shared that the DMA also markets available property in the Downtown Area on their website. Mr. Short shared that when he began working with the DMA a little over five years ago, he was tasked with bringing more events to the Downtown area. In 2008, the DMA sponsored 2 events and produced 1 event. In 2016, the DMA sponsored 10 events and produced 36 events. He shared with the board some of the events they have produced: Motorcycles on Main, Wedding Walk, Indie Fest, Trick or Treat Main Street, Kidtastic, Downtown Brewfest, and the Downtown Mesa Easter Egg Hunt. These 36 events attracted over 32,000 attendees over the course of the past year. He shared some of the other events that they sponsor: CycleMesa, Merry Main Street, 2<sup>nd</sup> Friday Nights Out, Southwest Maker Fest, MACFest, as well as many others.

David Short said that over the years the DMA has been able to build up reserve funds to reinvest in Downtown Mesa. They have reinvested in the following: Holiday Lights and Merry Main St., Banner Production and Modifications, Downtown Improvements, Sculpture Maintenance and Insurance, Property Owner Assessment Abatement (during light rail construction) and extra staffing and cleaning during construction. With the success of their events, they have been able to put additional dollars into the Downtown area, separate from their funding. They were able to contribute \$275,000 to sponsorship of events in Downtown, as well as \$475,000 to contribute to the production of Downtown Mesa events. Over the past five years, DMA has invested \$250,000 above contract/assessment funding. At the height of the DMA in 2008, their budget was just over one million dollars. In 2016, they operated with an \$825,000 budget and they are providing more services than they did previously. He stated that with the continued success of Downtown, this will bring additional employees, employers and residents, and this will require more cars that need to be parked, more parking to enforce, and more people to clean up after. He indicated it is the DMA's desire to maintain the high degree of service that they have been providing well into the future.

Chair Pitcher thanked David Short for his presentation. He then called for comments or questions.

Question: Deb Duvall asked what the vacancy rate of the businesses within the Downtown Development area was.

Answer: David Short answered that the vacancy rate is currently around 13%.



Question: Deb Duvall asked if that number had stayed relatively constant.

Answer: David Short answered that the vacancy rate has improved with the addition of light rail. He said they have seen a lot of buildings change ownership and new businesses come into the area. The challenge they have faced with the Downtown area is the sprinklers in the buildings. A building may be perfect for a business or a restaurant to open up in, but it can require a large investment to overhaul the sprinkler systems. He noted that he is encouraged by the amount of activity they are seeing.

Comment: Bill Jabjiniak noted that in the past they had instituted a sprinkler assistance program that would help a property owner to install sprinklers. The City asked the property owner to provide the design and the City would pay for the installation up to \$20,000. He said that as of today, they have not even gone through \$100,000 of the money available for these improvements. He indicated it is largely because the property owners look at the tenants to make the improvements in their properties. The original idea behind the program was that the property owners would get the properties ready for potential restaurants and other potential businesses to come in.

Comment: Bill Jabjiniak said that David Short had done a fantastic job over his five years of employment as the Director of the DMA. He pointed out that he is doing much more with less money. He shared that the DMA's budget is wrapped into the Economic Development budget. He said that David Short has a lot of interaction with the City Manager and staff. He called attention to the presence of Kelley Keffer, noting that she was a Project Manager for the Economic Development team and her area of responsibility was the Downtown area. He pointed out that Mr. Short has been able to be creative even though he has less money to work with. He pointed out that Mr. Short had taken Merry Main St. to a new level this year. He stated that the Downtown area didn't have a major blight issue, but it had an activation issue. All of these events that the DMA is involved in, are helping turn this activation issue around and bringing lots of people to the Downtown area.

Comment: Jeffrey Crockett thanked Mr. Short for the fantastic work he was doing. He said this is what makes a community and this is the way to build a community that workers want to live in.

Comment: Bill Jabjiniak said it is very important to the community to have an active and successful Downtown.

Comment: David Short shared that the Downtown area is the heart of the community. He indicated that when he realized they were going to have to build an events schedule, he expected this to be a difficult task, but the Mesa community wants to come out and support the Downtown area and wants to have their own events in their own community.

Comment: Mark Freeman shared that he had gone Downtown to the ice skating rink with his children and grandchildren. He said they had a great time and the place was packed. He visited the area several times and the only disadvantage he saw, was when he rode the light rail and used the "free pass" ride, he mentioned that he had to fight the transient and homeless problem on the light rail. He shared that this was a little concerning to him. He indicated that the Mayor has spoken to him about how they can mitigate the problem and reduce the impact of the transient problem in the Downtown area. He believes this will be crucial moving forward. He asked for feedback or suggestions from EDAB on ways to address the transient/homeless problem in Mesa.

Comment: David Short said that the Navigator program he had previously mentioned, had just started in November, but he anticipates this program providing better information on the extent of the problem and how they might best address it.

Comment: Jeffrey Crockett said he appreciated David's presentation and he also appreciated the Councilmember Elect's comments. He mentioned a conversation he had with a restaurant owner in the Downtown area in which he asked the restaurant owner if business was better now that the light rail was up and running and the construction is complete. The restaurant owner answered that business had picked up, but although he thought it was great to have the light rail completed, he was concerned with the transient/homeless problem around the light rail. Mr. Crockett shared that he recognizes that they are addressing this problem, but he encouraged David to also engage some of the businesses along Main Street in those efforts. He said he appreciated the sensitivity to find assistance for these people, noting that it wasn't just a matter of moving them further down the light rail, but in helping them find places where they can receive help. He appreciates the difficulty inherent in the problem.

Response: David Short said this is one of the challenges with managing public right-of-way's. They are not like a mall or private entity that can ask the homeless/transients to move because they are trespassing, so they have to take a different approach.

Jeff Pitcher thanked everyone for their comments. He asked Director Jabjiniak to pick up where he had left off with his Director's Report.

Bill Jabjiniak said he was looking forward to a strong 2017. He pointed out that they were undertaking some brand refreshing. They will be updating this information on the web and in hard material. He shared that they have some second visits coming up in the next two weeks. He also indicated they will be holding some roadshows. This year the focus will be on commercial brokers and developers. He noted that Business 2 Baseball dates had been scheduled. He noted that February 28<sup>th</sup> was Broker and Developer's Day at the Cubs vs. Angels game at Sloan Park. He also noted that they will also have Industry Day on March 3<sup>rd</sup> at the A's vs. Giants game at Hohokam Stadium. He noted that Cubs tickets are hard to come by this year. He shared that Spring Training begins in February this year. The World Series trophy will be here for the Cub's opening game. Director Jabjiniak shared that the Mayor's State of the City address would be January 31<sup>st</sup>. He suggested that the board members consider buying a table. He said there would be a strong economic development piece to the Mayor's State of the City. Lastly, Director Jabjiniak updated the board on the accreditation process the OED was going through. He shared that their application has been submitted. He thanked the board members who wrote Letters of Support for the application. The next step will be scheduling a site visit. He hopes to see all of the EDAB members engage with the members of the accreditation team. The visit lasts for a day and a half to two days. He will provide further information as soon as he receives the dates for the visit. He said he is anxious for an independent set of eyes to provide feedback on what they are doing right and what they can improve upon going forward.

Jeff Pitcher thanked everyone for participating in today's discussion. He thanked Councilmember Elect Freeman for being in attendance. He pointed out that the board members are happy to help him in any way he needs.

**7. Other Business**

Chair Pitcher announced that the next meeting of the EDAB board is February 7, 2017.

**8. Adjournment**

With no further business before the board, Chair Jeff Pitcher adjourned the meeting at 8:42 a.m.

Submitted By:

  
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William J. Japjiniak  
Economic Development Department Director  
(Prepared by Debbie Frazey)