# YTD Metrics

# YTD FY20 Quick Overview

## Prospect Stats

**103%**
of Goal

**14%**
International

**68%**
of Last Year

**13 Companies**
Have Located in FY20

**$1.04 Billion**
In Capital Investment

**3,222 Jobs**
Created in the Region

**$70,824**
Avg. High Wage Salary

*Numbers as of September 30*

# Locates FY15 - FY19
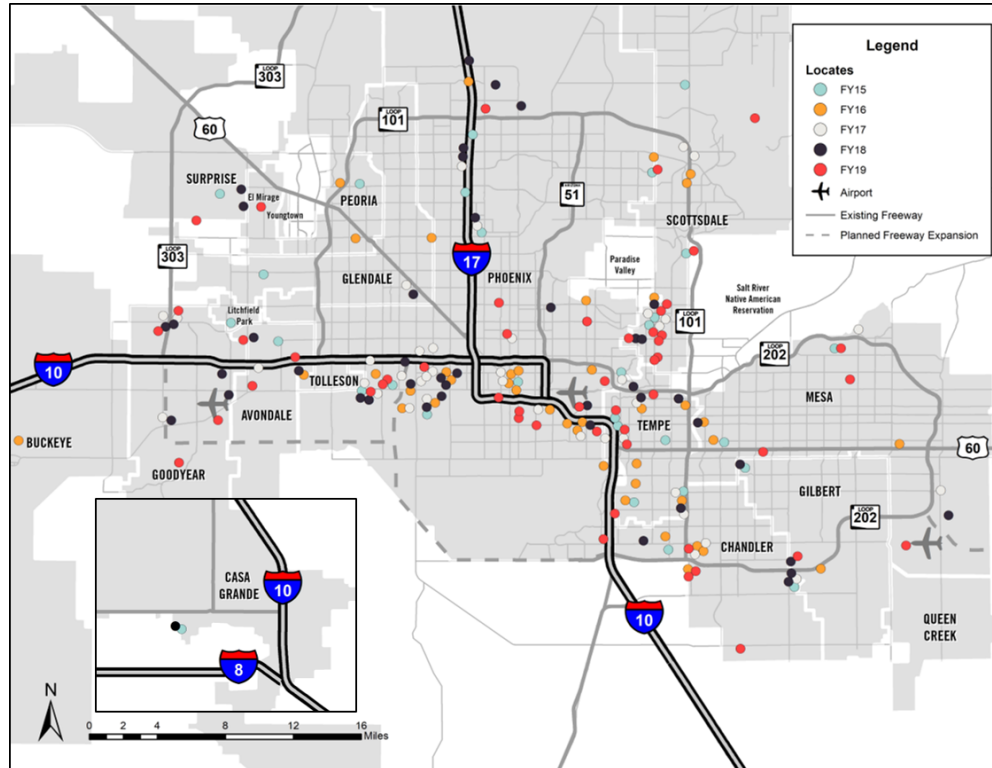
GPEC
&
City of Mesa

# City of Mesa

## Regional Results Summary

| | FY 19 | FY 18 | 5 Year Total |
|---|---|---|---|
| **Payroll Generated** (in millions of dollars) | $524.58 | $565.29 | $2,197.2 |
| **Jobs** | 8,791 | 8,606 | 39,511 |
| **High-wage Jobs** | 5,153 | 5,143 | 19,837 |
| **Average Salary** | $59,672 | $65,686 | $55,610 |
| **Qualified Prospects** | 277 | 279 | 1,337 |
| **Assisted Locates** | 50 | 42 | 209 |
| **Capital Investment** (in millions of dollars) | $1,181.2 | $1,182.7 | $5,099.0 |

## Results Through Regional Success

The City of Mesa benefits from site location projects and GPEC activities that occur across the region. Economic development projects create value by generating public and private revenues.

When a company selects a Greater Phoenix location, all communities benefit with increased tax revenues.

Commute patterns and retail studies show that employees of 'locates' live and spend their incomes in all Greater Phoenix communities.

GPEC-assisted locates have created **9,501** jobs in Mesa over the past 5 years.

# 5-Year Trend on Revenue Return

**$55**
of direct revenue for every
$1 invested[1]

**$96**
of total revenue for every
$1 invested[2]

**Revenue Return**
**55:1**

**$421.0M**
in new consumer spending[3]
generated by new Mesa jobs
and employed Mesa residents.
An addition of $301.9 million
created by multiplier effects,
results in total consumer
spending of $722.9 million

**Funding in FY20:**
$239,427
(AZ Office of Economic
Opportunity 2018 Population)

**$56.4M**
in new Mesa direct revenues[3]
(boosted to $98.5 million when
including related multiplier effects
of $42.1 million)

1 Includes property, sales and utility taxes, as well as state-shared and other local revenues.
2 Includes direct revenues plus those generated by related supplier and consumer jobs.
3 Revenue estimates are from the Greater Phoenix Consensus Impact Model. In 1999, GPEC and our members
developed the region's first-ever consensus-based revenue and economic impact model. Based on nationally
accepted multiplier data provided by IMPLAN, the model is customized to calculate economic and revenue
benefits for GPEC's members and the State of Arizona.

# Returning Value
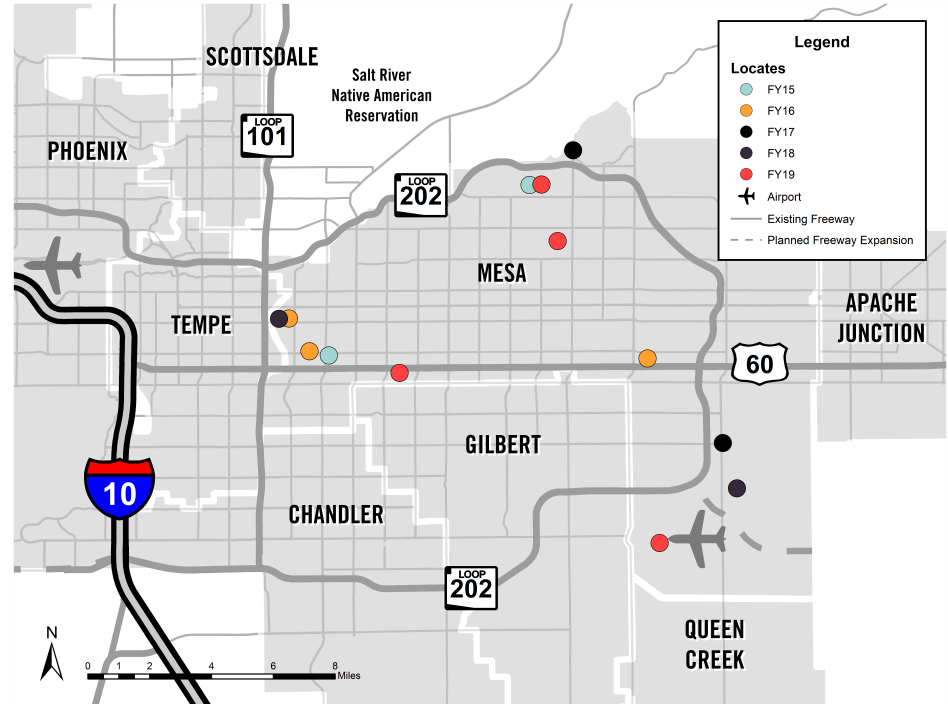
# Action Plan Goals

# FY20

Elevate the **brand** identity to **deepen our reach** into targeted markets.

Attract and grow businesses while cultivating new models that create and retain **quality jobs** in **globally competitive sectors**.

Drive organizational effectiveness in business development and regional competitiveness through **data science**, **predictive analytics** and **value-added research**.

**Elevate** engagement with stakeholders and **foster** strategic relationships.

Heighten awareness of and participation in topics addressing **diversity**, **inclusion**, **sustainability** and an **equitable economy**.

Embed an organizational culture of **operational discipline** and **relentless commitment** to **The GPEC Way**.

# Greater Phoenix

# Greater Together

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