



ECONOMIC DEVELOPMENT ADVISORY BOARD MINUTES

October 7, 2025

The Economic Development Advisory Board of the City of Mesa met in the boardroom at 120 North Center Street, on October 7, 2025, at 7:30 a.m.

BOARDMEMBERS PRESENT

J. Steven Beck*
Michelle Genereux
Charles Gregory*
Amanda Kay
Anthony Ruiz
Frank Sanders
Andrew Schreiner
Susan Stephensen

BOARDMEMBERS ABSENT

Kurt D. Ferstl (excused)

STAFF PRESENT

Jaye O'Donnell
Brent Stoddard
Nick Juszczak
Kim Lofgreen
Maribeth Smith
Rob Stirling
Benjamin Snow
Sarah Tolar

EX-OFFICIO MEMBERS PRESENT

Richard Blake*
Sonny Cave*
Mark Drayna
Sally Harrison
Natascha Ovando-Karadsheh

EX-OFFICIO MEMBERS ABSENT

Mark Freeman, Mayor (excused)
Scott Butler, City Manager (excused)

GUESTS

Jackie Orcutt

(*Participated in the meeting via video conference equipment)

1. Call meeting to order.

Chair Michelle Genereux called the meeting to order at 7:30 a.m.

Chair Genereux excused Board members Beck and Kay from the beginning of the meeting; they arrived at 7:32 a.m. and 7:37 a.m., respectively.

2. Items from Citizens Present.

There were no items from citizens present.

3. Approval of minutes from the September 2, 2025, Economic Development Advisory Board meeting.

It was moved by Board member Frank Sanders, seconded by Board member Anthony Ruiz, that the September 2, 2025, Economic Development Advisory Board meeting minutes be approved.

Upon tabulation of votes, it showed:

AYES – Genereux-Gregory-Ruiz-Sanders-Schreiner-Stephensen

NAYS – None

ABSENT – Beck-Ferstl-Kay

Chair Genereux declared the motion carried unanimously.

4. Hear an industrial market update presentation, followed by a discussion.

Jackie Orcutt, Executive Vice President with CBRE, provided a comprehensive overview of the industrial real estate market across the Greater Phoenix area, with a focus on the Southeast Valley.

She noted that the Southeast Valley continued to experience rapid population growth, an expanding housing base, and strong educational and workforce training infrastructure. In contrast, the Southwest Valley was largely dominated by 3PL, e-commerce, and big-box distribution users. The Southeast Valley had a more educated workforce and was growing at a faster rate, attracting global industry leaders such as Boeing, Intel, and other aerospace manufacturers.

Ms. Orcutt reported that the Greater Phoenix industrial market totaled approximately 441 million square feet, with annual growth increasing from 10 million square feet to 30 million square feet in recent years. The Southwest Valley accounted for approximately 30 million vacant square feet or 15.1%, while the Southeast Valley had 14 million vacant square feet or 14.5%.

Approximately 9.6 million square feet were delivered in 2024 in the Mesa Gateway submarket, resulting in a total vacancy rate of 36.5%. At peak market in 2022 the vacancy rate was lower than 2%. The composition of available buildings was noted to be shifting, with higher vacancy rates in the 100,000–200,000 square foot range. The 0–25,000 square foot buildings are expected to lease quickly. Larger 200,000+ sq. ft. buildings had performed surprisingly well, with several leases and letters of intent in place.

Between 2022 and 2023, the submarket saw a 131.25% increase in total transaction volume due to lack of product. Since then, Mesa Gateway transaction volume has steadily increased to 8 – 12.5% annually. So far, there have been 78 transactions over 200,000 square feet or more than 8 times as many as last year. In 2025, total absorption in the Mesa Gateway area was projected at 4 million square feet.

User analysis showed 70.5% specialized manufacturing and 29.5% general warehousing tenants. Currently, there are 35 manufacturing/high-tech/aerospace tenants looking at an average size of 220,000 square feet. This significant activity is driven by major employers such as LG and Gulfstream whose facilities were expected to catalyze supplier growth in 2026.

Ms. Orcutt summarized absorption trends, projecting that buildings under 50,000 square feet would likely be absorbed by end of 2026, while 200,000+ square feet product would also lease steadily. However, mid-size buildings (50,000–199,999 square feet)—currently representing 43 vacant buildings—could take two to three years to absorb.

She emphasized that workforce quality, education, and training availability remained primary drivers of tenant demand. Building availability, power capacity and infrastructure were also major considerations for large users.

Board member Sonny Cave inquired about alternative and renewable energy integration.

Ms. Orcutt confirmed that national and international companies increasingly sought renewable energy options and considered solar and gas generation for supplemental power. She noted that typical manufacturing sites required 3,600 amps, with some projects demanding 5 MW or higher. Coordination

with SRP and APS was ongoing to meet long-term industrial energy demands. Sr. Project Manager Nick Juszcak added that on-site solar was limited by roof area, noting that five acres were required to generate one megawatt.

Economic Development Director Jaye O'Donnell inquired about companies delaying or relocating projects due to power constraints. Ms. Orcutt confirmed that while a few had moved out of state, most were waiting in queue for power allocation rather than leaving the market. (See pages 1-15 in Attachment 1)

5. Hear a presentation on the City of Mesa Workforce Development Strategic Plan, followed by a discussion.

Sarah Tolar, City of Mesa Education and Workforce Administrator, and Benjamin Snow, City of Mesa Deputy Economic Development Director, presented an update on the City of Mesa Workforce Strategic Plan previously developed 3 years ago. The initiative focused on aligning education, business, and workforce development strategies to strengthen Mesa's economy and talent base. City of Mesa stakeholders include job seekers, employers, business and industry, educators, students, and non-profits. Each has different priorities and needs.

Strategic priorities include supporting workforce alignment and growth, building intentional connections, enhancing internal workforce development opportunities, and improving post-secondary attainment. Mesa continuously assesses workforce needs to ensure job seekers and employers are equipped with the right tools and information. Strategies include identifying barriers and gaps, disseminating information, making data-driven decisions, and informing stakeholders. The City of Mesa's role as a convener includes acting as the liaison and connector for Mesa job seekers, employers, and educators. Expanding internal workforce development programs for City employees, including tuition reimbursement, employee resource groups, apprenticeships, and internships. Programs such as Mesa College Promise and Read On Mesa early literacy initiatives are supporting Mesa's goal to reach 60% post-secondary attainment by 2030.

Board members provided positive feedback, emphasizing the importance of maintaining cross-sector collaboration and highlighting Mesa's leadership in workforce innovation. (See pages 1-16 in Attachment 2)

6. Hear a presentation on the Office of Economic Development Brand Refresh, followed by a discussion.

Kim Lofgreen, the Office of Economic Development's Marketing and Business Development Manager, introduced a new branding framework and PowerPoint template for the Office of Economic Development. The branding project included market research, stakeholder interviews, and analysis of Mesa's differentiators, challenges, and opportunities.

Mr. Lofgreen shared the brand message and voice, as well as new vision and mission statements. Value propositions were categorized by the type of business, partners and retailers and aimed to promote Mesa as a connected, collaborative, and forward-looking business destination.

Examples of unique positioning included:

- Mesa has an openness to growth, a helpful economic development group, and the ability to adapt and scale to meet business needs.
- Mesa benefits from strong regional labor pools and proximity to STEM education assets (ASU Polytechnic, community colleges).

- Mesa's location is seen as strategic within Greater Phoenix, offering airport proximity, access to transportation networks, and geographic advantages for logistics and aviation.

An example of objectives included:

- The Mesa Office of Economic Development's new brand messaging will reflect the city's entrepreneurial spirit, cultural diversity, and leadership in key sectors like advanced manufacturing, healthcare, and education. By highlighting what makes Mesa unique, the brand will position the city as a vibrant, future-ready destination for investment, talent, and innovation within the Greater Phoenix region.

The proposed tagline, "Mesa Works," was well-received, with participants noting its flexibility across audiences. Visual materials, including website mockups, digital ads, and brochures, were displayed.

Board members Natascha Ovando-Karadsheh and Frank Sanders recommended emphasizing metrics, incentives, and data visibility in future marketing collateral. Board member Cave suggested integrating sustainability messaging into the brand narrative, highlighting Mesa's efforts to mitigate heat and promote renewable energy adoption.

Mr. Lofgreen will take these recommendations under advisement and develop industry-specific landing pages with key data and talking points for site selectors. (See pages 1 – 29 in Attachment 3)

In response to a comment about incentives, Director O'Donnell provided an overview of Mesa's current economic development incentives, noting ongoing challenges due to state-level restrictions such as the gift clause. She highlighted the success of performance-based development agreements like Medina Station, which leveraged public infrastructure reimbursement tied to tangible outcomes.

Board members agreed on the importance of communicating Mesa's competitive tax structure and emphasizing workforce and location advantages as part of its economic narrative.

7. Economic Development Director's current events summary including conferences attended.

Director O'Donnell highlighted upcoming ribbon cuttings and groundbreakings including KTR (Kids that Rip) at Cannon Beach - the ultimate indoor action sports playground, Miniso located in the Mekong Plaza expansion, the FlightSafety International groundbreaking, and the XNRGY ribbon cutting.

Ms. O'Donnell commented on a recent international sales mission to SEMICON Taiwan with the Arizona Commerce Authority. The delegation visited the TSMC Newcomer Training Center, which opened in 2021, and trained 56,000 individuals over the past four years. The delegation also provided community pitches to Taiwanese companies and spoke about the differences in building and operating in Arizona versus Taiwan. Wednesday through Friday the delegation attended SEMICON Taiwan. There were 1,200 exhibitors. China Airlines and Starlux announced direct flights between Taiwan and Phoenix beginning in December and January. The Office of Economic Development is working with the Arizona Commerce Authority on a mission to SEMICON Japan in December with city leadership. Representatives from the Office of Economic Development are attending SEMICON West this week. California and Arizona will alternate hosting the conference annually. Day one attendance in Phoenix included more than 20,000 attendees.

Board member Sanders shared that he was speaking at SEMICON West this afternoon.

At the recent International Economic Development Council (IEDC) Conference the department was recognized in the gold category for best print brochure - Asian District. Ms. O'Donnell reported FY25/26 business attraction achievements which included 16 company locates, 1,700 jobs with an average wage of \$72,000, and \$8.5M in capital investment.

8. Introduction of new business to be discussed at a future meeting.

No new business.

Chair Genereux shared that Board member Amanda Kay was moving to Texas and thanked her for her service on the Board.

9. Schedule of meetings.

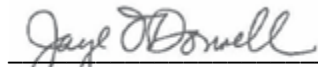
The next Economic Development Advisory Board meeting is scheduled for November 4, 2025.

9. Adjournment.

Without objection, the Economic Development Advisory Board meeting adjourned at 9:07 a.m.

I hereby certify that the foregoing minutes are a true and correct copy of the minutes of the Economic Development Advisory Board meeting of the City of Mesa, Arizona, held on the 7th day of October 2025. I further certify that the meeting was duly called and held and that a quorum was present.

Submitted by:



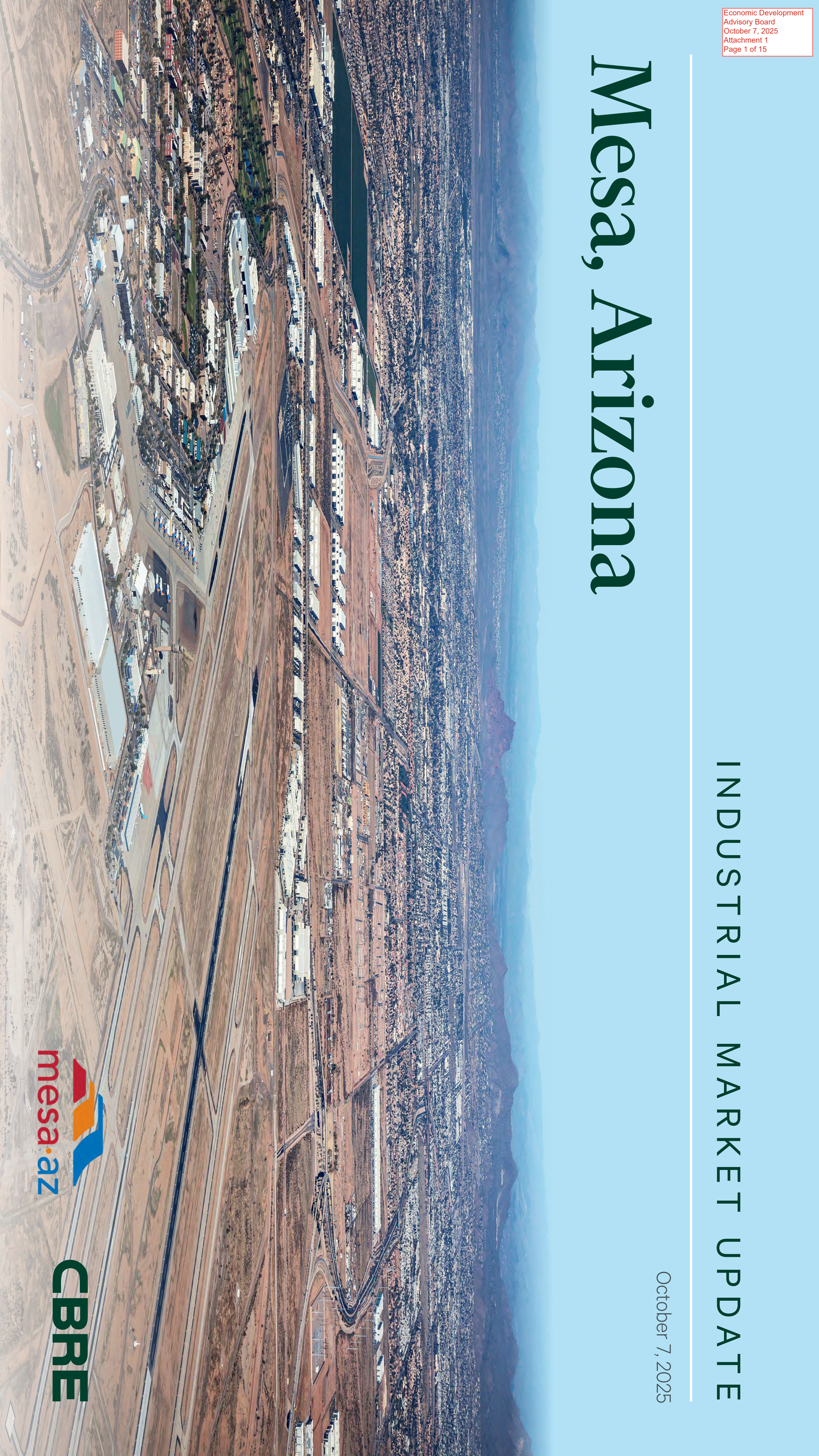
Jaye O'Donnell
Economic Development Director

ms
(Attachments – 3)

INDUSTRIAL MARKET UPDATE

October 7, 2025

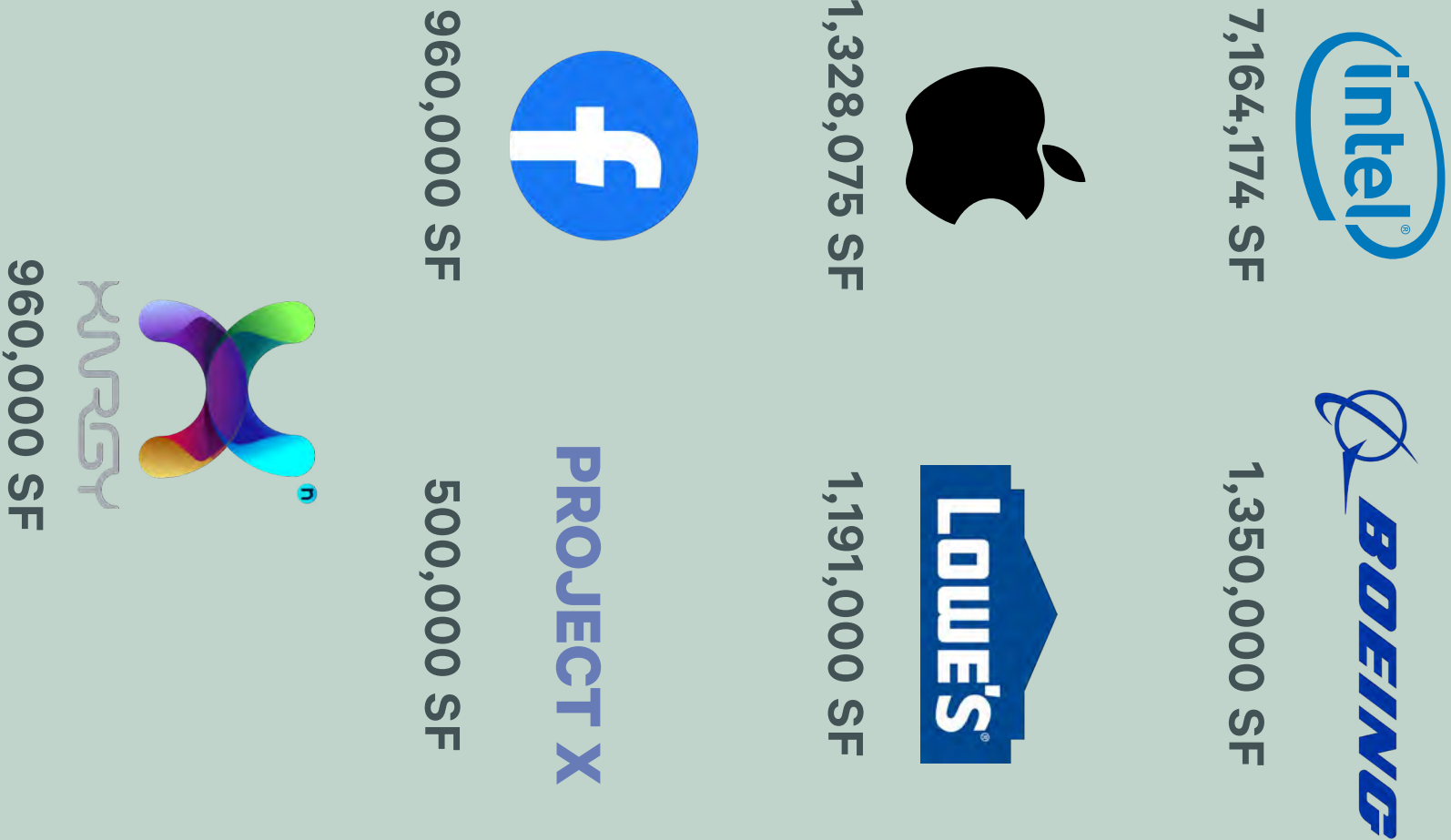
Mesa, Arizona



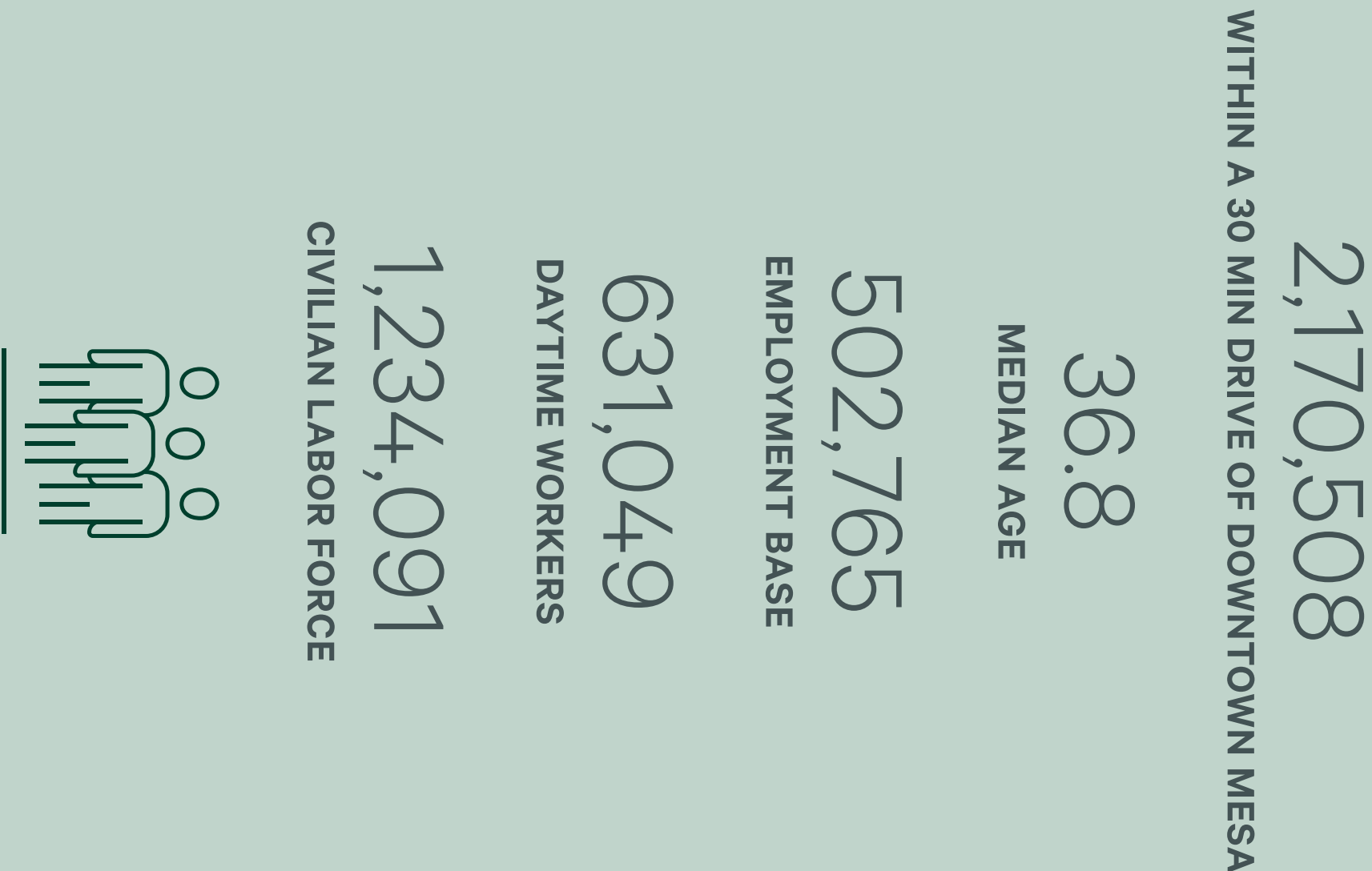
Why Mesa?

Southeast Valley

Largest Occupiers



Population



Education



Education



Why Mesa?

Southwest Valley

Largest Occupiers

 **amazon**  **Walmart**

7,436,010 SF 2,700,000 SF

 **pepsi**  **TARGET**

1,894,000 SF 1,623,000 SF

 **Marshalls**

1,500,000 SF

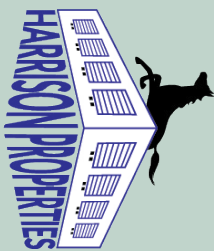
Largest Owners

 **PROLOGIS**

 **COHEN**
Asset Management, Inc.™

 **starwood**
Hotels and
Resorts

 **Blackstone**

 **HARRISON PROPERTIES**

Population

1,012,646

TOTAL POPULATION

32

MEDIAN AGE

206,540

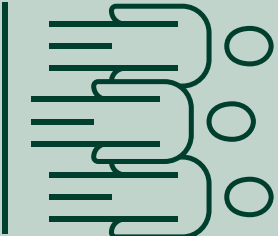
EMPLOYMENT BASE

261,773

DAYTIME WORKERS

454,538

CIVILIAN LABOR FORCE



Education

14.5%

BACHELORS DEGREE

7.7%

GRADUATE DEGREE

24%

HIGH SCHOOL

Wages

\$78,082

MEDIAN HOUSEHOLD INCOME

\$100,205

AVERAGE HOUSEHOLD INCOME

Greater Phoenix Submarket Vacancy

Area	Existing Properties				Under Construction & Completed				Absorption				Asking	
	Total		Vacant		U/C		Completed		Gross		Net		NNN	
	#	NRA	SF	%	SF	Qtr 2	YTD	Qtr 2	YTD	Qtr 2	YTD	Avg		
Pinnacle Peak	18	1,357,947	16,324	1.2%	0	0	0	4,556	4,556	4,556	0	\$	121	
Sun City	51	2,175,122	226,651	10.4%	114,543	0	0	79,826	82,174	10,276	19,260	\$	140	
North Glendale	32	750,043	34,348	4.6%	0	0	0	10,663	11,913	-5,168	-19,214	\$	130	
Deer Valley	541	17,912,920	1,696,082	9.5%	255,158	414,864	717,990	338,860	707,780	208,591	356,848	\$	135	
Grand Avenue	294	12,084,056	500,468	4.1%	292,751	0	0	164,323	209,085	-3,173	51,054	\$	0.73	
North Black Canyon	165	4,200,869	493,361	11.7%	0	0	0	50,568	96,153	-6,594	7,837	\$	1.00	
West Phoenix	620	14,342,829	545,266	3.8%	0	0	0	99,957	170,749	-71,407	-156,172	\$	0.85	
Northwest Valley	1,721	52,823,786	3,512,500	6.6%	662,452	414,864	717,990	748,753	1,282,410	137,081	259,613	\$	1.11	
Glendale	70	6,321,925	817,675	12.9%	772,320	311,660	311,660	5,070	80,925	-41,140	-178,455	\$	1.25	
North Goodyear	157	55,700,656	16,358,088	29.4%	150,615	0	6,706,334	918,371	2,144,211	1,154,599	1,909,320	\$	0.77	
South Goodyear	139	26,420,689	5,433,923	20.6%	1,222,549	0	0	1,197,083	2,046,792	938,701	1,099,003	\$	0.92	
Tolleson	233	47,347,369	1,579,113	3.3%	230,232	0	0	1,112,553	2,707,436	153,534	-196,782	\$	0.79	
Southwest Phoenix	717	54,188,340	4,515,932	8.3%	926,198	0	129,138	983,826	1,386,324	88,142	-20,389	\$	0.89	
Buckeye	17	8,086,091	1,301,371	16.1%	162,000	0	0	0	641,906	0	641,906	\$	-	
Southwest Valley	1,333	198,065,070	30,006,102	15.1%	3,463,914	311,660	7,147,132	4,216,903	9,007,594	2,293,836	3,254,603	\$	0.84	
South Central Phoenix	496	17,708,832	700,910	4.0%	357,721	0	0	230,277	516,495	20,489	-68,537	\$	1.05	
North Airport	396	13,547,058	483,514	3.6%	659,917	0	0	216,272	266,230	86,294	54,781	\$	1.16	
South Airport	640	20,216,237	784,314	3.9%	216,800	0	0	358,622	463,494	-134,213	-164,794	\$	1.14	
Northwest Tempe	321	10,527,586	790,398	7.5%	162,967	0	0	103,786	150,706	-214,811	14,823	\$	1.18	
Southwest Tempe	371	12,003,189	704,703	5.9%	171,025	0	0	180,979	256,882	-57,642	-117,120	\$	0.89	
Airport Area	2,224	74,002,902	3,463,839	4.7%	1,568,430	0	0	1,089,936	1,653,807	-299,883	-280,847	\$	1.14	
Central Phoenix	84	2,406,855	73,862	3.1%	0	0	0	56,040	65,465	25,198	13,920	\$	1.09	
Scottsdale Airport	355	6,999,582	532,771	3.3%	0	243,360	243,360	98,865	175,427	-49,298	-96,720	\$	1.65	
Scottsdale	120	4,490,630	78,904	1.8%	305,375	0	0	38,018	43,571	25,233	24,890	\$	1.71	
Salt River	10	158,921	3,219	2.0%	0	0	0	1,263	1,263	-1,956	-1,956	\$	1.07	
Northeast Valley	569	14,055,988	688,756	4.9%	305,375	243,360	243,360	194,186	285,726	-823	-59,866	\$	1.57	
East Tempe	239	4,837,023	135,365	2.8%	693,678	0	0	24,706	56,804	-51,785	-32,616	\$	1.28	
Mesa	199	5,585,976	205,548	3.7%	0	0	0	126,248	203,259	61,391	-39,105	\$	0.98	
Falcon Field	113	5,470,212	379,633	6.9%	301,311	96,143	149,788	96,862	110,581	37,440	35,176	\$	1.38	
Apache Junction	4	128,918	0	0.0%	0	0	0	0	0	0	0	\$	-	
Phoenix Mesa Gateway	267	27,217,884	9,944,551	36.5%	2,473,858	878,459	1,053,459	1,603,688	2,516,943	1,617,833	2,541,043	\$	1.18	
Gilbert	563	15,627,305	386,318	2.5%	36,705	304,723	304,723	260,094	380,476	291,170	177,421	\$	1.24	
Chandler Airport	116	9,291,145	1,476,784	15.9%	432,098	0	68,095	323,283	434,672	297,766	384,422	\$	1.68	
Chandler	537	34,710,019	2,408,823	6.9%	606,432	0	0	444,365	680,263	-16,621	-116,948	\$	1.25	
Southwest Valley	2,038	102,868,482	14,937,022	14.5%	4,544,082	1,279,325	1,576,065	2,879,246	4,382,998	2,237,194	2,949,393	\$	1.26	
Total	7,885	441,816,228*	52,608,219	11.9%	10,544,253	2,249,209	9,684,547	9,129,024	16,612,535	4,367,405	6,122,896	\$	1.08	

* CBRE recently audited and updated our Industrial Inventory to align closer with National Research standards. This resulted in a change of NRA compared to previous reports.

New Construction & Vacancies

Vacant Availabilities

Size Range	Total # Vacancies	Total SF
0-25K SF	28	280,062
25-50K SF	11	394,237
50-100K SF	17	1,335,549
100-150K SF	15	1,809,215
150-200K SF	11	1,977,515
200-250K SF	6	1,268,970
250-300K SF	3	804,801
300K SF +	2	963,829

93

Total # Vacancies

8,834,178

Total Vacancy SF

Mesa Gateway Historical Deliveries by Size

2023 Deliveries			2024 Deliveries		
Range	# of Buildings	Total SF	Range	# of Buildings	Total SF
0-100KSF	38	1,513,251	0-100KSF	33	1,671,542
100KSF-200KSF	12	1,631,914	100KSF-200KSF	24	3,490,125
200KSF-400KSF	8	2,010,752	200KSF-400KSF	12	2,979,572
400KSF+	1	1,263,080	400KSF+	3	1,501,258
2023 Total	6,418,997		2024 Total	9,642,497	

2025 Deliveries		
Range	# of Buildings	Total SF
0-100KSF	26	1,416,404
100KSF-200KSF	4	489,990
200KSF-400KSF	4	1,069,108
400KSF+	1	1,254,194
2025 Total	4,229,696	

2,473,858

Total Under Construction

Transaction Breakdown

Mesa Gateway Transactions | By Count

2025	Size	PHX	SEV	PMGA
	10K SF - 50K SF	153	59	21
	50K SF - 100K SF	35	14	5
	100K SF - 200K SF	9	1	1
	200K SF - 400K SF	26	7	7
	400K SF+	9	1	1
	TOTAL:	232	82	35

2024	Size	PHX	SEV	PMGA
	SUB 100K SF	273	92	31
	100K SF - 200K SF	27	10	7
	200K SF - 400K SF	14	2	2
	400K SF+	14	0	0
	TOTAL:	328	104	40

2023	Size	PHX	SEV	PMGA
	SUB 100K SF	213	75	30
	100K SF - 200K SF	30	7	5
	200K SF - 400K SF	13	1	1
	400K SF+	6	1	1
	TOTAL:	262	84	37

Between 2022 and 2023 there was a **131.25%** increase in total transaction volume due to lack of product.

Since then, Mesa Gateway transaction volume has steadily increased to **8 -12.5%** annually.

So far, there have been 78 transactions over 200K SF. More than **8 times** as many as last year.

2022	Size	PHX	SEV	PMGA
	SUB 100K SF	123	62	9
	100K SF - 200K SF	43	15	6
	200K SF - 400K SF	15	5	0
	400K SF+	19	1	1
	TOTAL:	200	83	16

2021	Size	PHX	SEV	PMGA
	SUB 100K SF	232	194	34
	100K SF - 200K SF	33	4	2
	200K SF - 400K SF	17	2	2
	400K SF+	13	0	0
	TOTAL:	295	200	38

Transaction Breakdown

By Count

2025	Size	PHX	SEV	PMGA
	10K SF - 50K SF	3,417,721	1,334,269	534,059
	50K SF - 100K SF	2,512,219	1,000,639	331,658
	100K SF - 200K SF	1,388,099	151,264	151,264
	200K SF - 400K SF	7,068,182	1,581,918	1,581,918
	400K SF+	6,484,221	500,000	500,000
	TOTAL:	20,870,442	4,568,090	3,098,899

2024	Size	PHX	SEV	PMGA
	SUB 100K SF	8,009,135	2,828,587	1,008,898
	100K SF - 200K SF	3,581,377	1,260,375	878,135
	200K SF - 400K SF	3,597,514	499,876	499,876
	400K SF+	10,288,312	-	-
	TOTAL:	25,476,338	4,588,838	2,386,909

2023	Size	PHX	SEV	PMGA
	SUB 100K SF	7,042,630	2,254,836	963,234
	100K SF - 200K SF	4,189,765	1,013,255	710,303
	200K SF - 400K SF	3,740,456	353,665	353,665
	400K SF+	4,858,580	1,263,080	1,263,080
	TOTAL:	19,831,431	4,884,836	3,290,282

In 2025 we are on track to sign more than **4M SF** of transactions with an average size of **115,000 SF**, supported by larger deals.

2022	Size	PHX	SEV	PMGA
	SUB 100K SF	5,595,602	2,092,075	353,011
	100K SF - 200K SF	5,837,944	1,942,461	871,382
	200K SF - 400K SF	4,155,891	1,300,988	0
	400K SF+	12,394,391	1,194,623	1,194,623
	TOTAL:	27,983,828	6,530,147	2,419,016

2021	Size	PHX	SEV	PMGA
	SUB 100K SF	10,177,416	6,609,074	1,213,179
	100K SF - 200K SF	4,198,262	474,786	260,348
	200K SF - 400K SF	4,371,008	485,726	485,726
	400K SF+	8,925,215	0	0
	TOTAL:	27,671,901	7,569,586	1,959,253

Mesa Gateway Leases

Year-to-Date 2025

#1

PROJECT X

500,000 SF

Skybridge Arizona

#2

XNRGY

377,401 SF

Centris Industrial

#3

hims & hers

289,462 SF

Palm Gateway Logistics

#4

HADRIAN™

270,000 SF

The Cubes

Property Name	Project Total SF	Tenant	Area Leased	Signed Date	% Project Available	Industry
Skybridge Arizona - Phase I Building 2	500,000	Project X	500,000	6/17/25	0%	Hight-Tech Manufacturing
Centris Industrial at Mesa - Building B	421,682	XNRGY Climate Systems	377,401	6/30/25	0%	Hight-Tech Manufacturing
Palm Gateway Logistics Center - Building 4	611,496	HIMS	289,462	1/17/25	53%	Life Science
XNRGY BTS	275,000	XNRGY Climate Systems	275,000	4/15/2025	0%	Hight-Tech Manufacturing
The Cubes at Mesa Gateway - Building A	1,802,080	Hadrian	270,000	7/2/25	15%	Hight-Tech Manufacturing
Power 202 Logistics - Building 4	542,498	Swire Coca-Cola, USA	239,120	3/11/25	51%	Food and Beverage
The Landing	1,462,825	Sonepar Mountain Holdings	235,094	8/22/25	7%	Manufacturing
Hub at 202 - Phase I - Building 3A	1,505,053	Strive Pharmacy	223,442	8/12/25	59%	Life Science
Superstition Commerce Park - Building D	962,454	Science of Skincare	94,184	2/11/25	78%	Consumer Products
Elliot Gateway - Building A	517,264	Bob Dale Gloves & Imports	80,648	9/11/25	91%	Manufacturing
The Landing	1,462,825	Fujifilm Electronic Materials	53,716	4/7/25	7%	Hight-Tech Manufacturing
Elliot 94 - Building A	214,548	Abbott Label	50,509	5/7/25	0%	Manufacturing
Advanced Industrial Center - Building 3	335,066	Carter Architectural Panels	44,980	5/6/25	0%	Construction/Building Materials
Superstition Commerce Park - Building F	962,454	Gift Health	42,770	8/7/25	78%	Life Science
Eastmark Center of Industry - Building A	1,641,352	Rexel	42,083	4/7/25	97%	Transportation/Distribution
Superstition Commerce Center	138,618	Mygrant Glass Company, Inc.	40,503	5/1/25	0%	Transportation/Distribution
Advanced Industrial Center - Building 3	335,066	Floworks International	34,920	4/4/25	0%	Manufacturing

Mesa Gateway Leases (cont.)

Year-to-Date 2025

#1

PROJECT X

500,000 SF

Skybridge Arizona

#2



377,401 SF

Centris Industrial

#3

hims & hers

289,462 SF

Palm Gateway Logistics

#4

HADRIAN™

270,000 SF

The Cubes

Property Name	Project Total SF	Tenant	Area Leased	Signed Date	% Project Available	Industry
Power Gateway 202 - Building B	266,118	Owl Vans	33,298	5/15/25	38%	Manufacturing
Pursuit Park- Building 2	896,281	Apex Power Conversion	31,290	4/30/25	97%	Hight-Tech Manufacturing
Germann Commerce Center - Building D	377,900	AZ Dynamics	29,120	1/16/25	81%	Other
Gateway Technology Commerce Center - Building A	138,914	East Coast Contractors	27,172	6/26/25	0%	Construction/Building Materials
Advanced Industrial Center - Building 2	335,066	Shift Speed Shop	26,911	5/15/25	0%	Automotive/Aerospace
Elliot Tech Center - Building B	247,398	Arvida Labs	25,148	5/1/25	55%	Life Science
Superstition Commerce Park - Building F	962,454	Gio Design	24,602	9/23/25	78%	Consumer Products
The Pointe at Power Marketplace	92,310	Fun Factory	18,372	5/19/25	30%	Consumer Products
Power Gateway 202 - Building B	266,118	Matterhorn Industries	16,341	5/21/25	38%	Manufacturing
Hawes Commerce Park - Building 1	154,282	New Level Contracting	16,204	8/26/25	74%	Construction/Building Materials
The Brickyards on Ellsworth - Building 2	603,459	DBZ Enterprises	15,509	4/22/25	84%	Manufacturing
Germann Commerce Center - Building B	377,900	Stone Fox Properties	14,480	5/21/25	81%	Construction/Building Materials
The Brickyards on Ellsworth - Building 1	603,459	Turf It	12,177	4/22/25	84%	Construction/Building Materials
Power Commerce Center - Building 3	146,052	Heartland Emergency Essentials	12,171	2/1/25	25%	Consumer Products
The Brickyards on Ellsworth - Building 1	603,459	The Flooring Outfit	11,389	4/9/25	84%	Construction/Building Materials

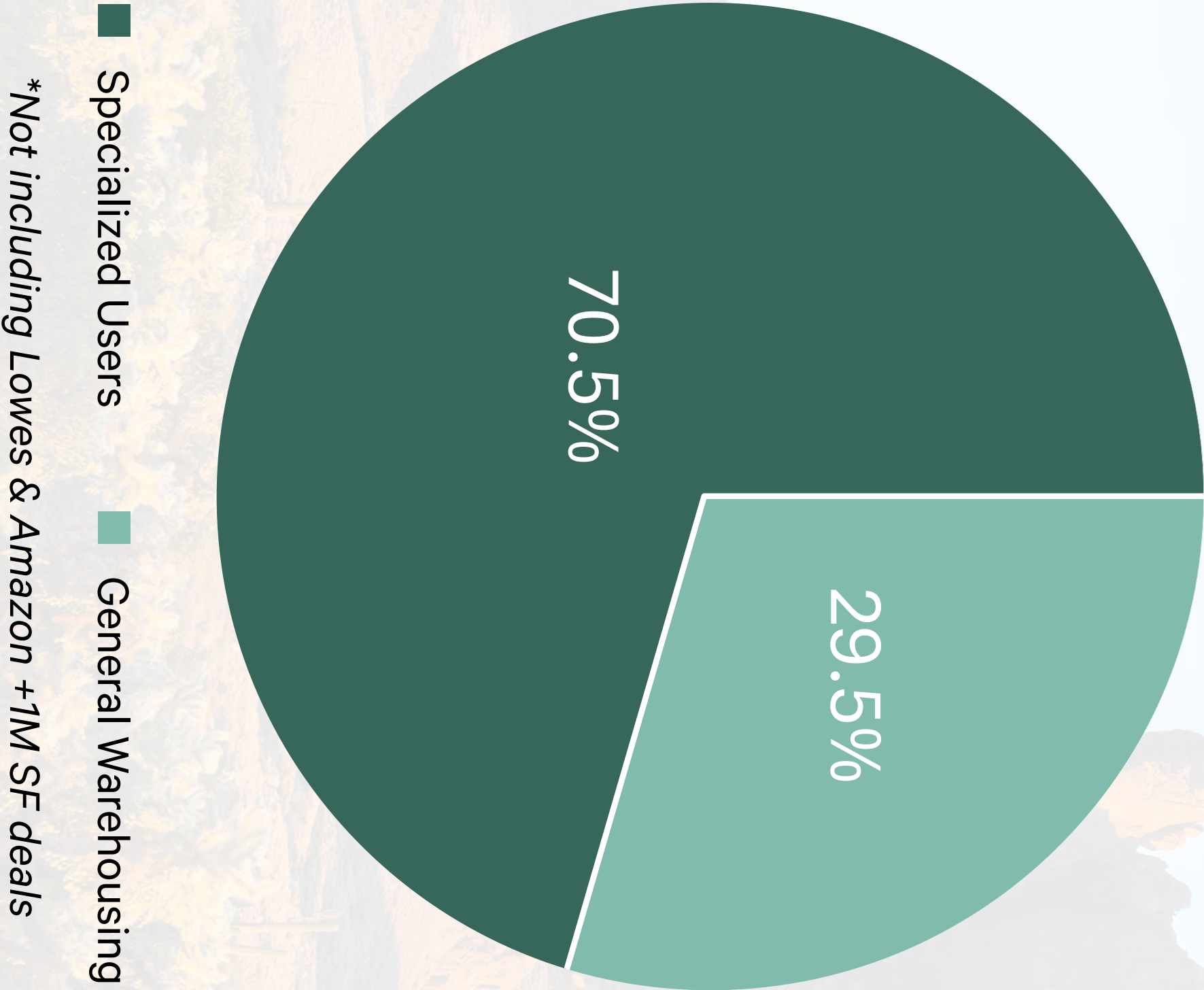
Total Area Leased: 2,933,016 SF

Total Deal Count: 31 Deals

Average Deal Size: 94,613 SF

Mesa Gateway User Types

SEV & Valleywide September 2025



■ Specialized Users ■ General Warehousing

**Not including Lowes & Amazon +1M SF deals*

Specialized Users



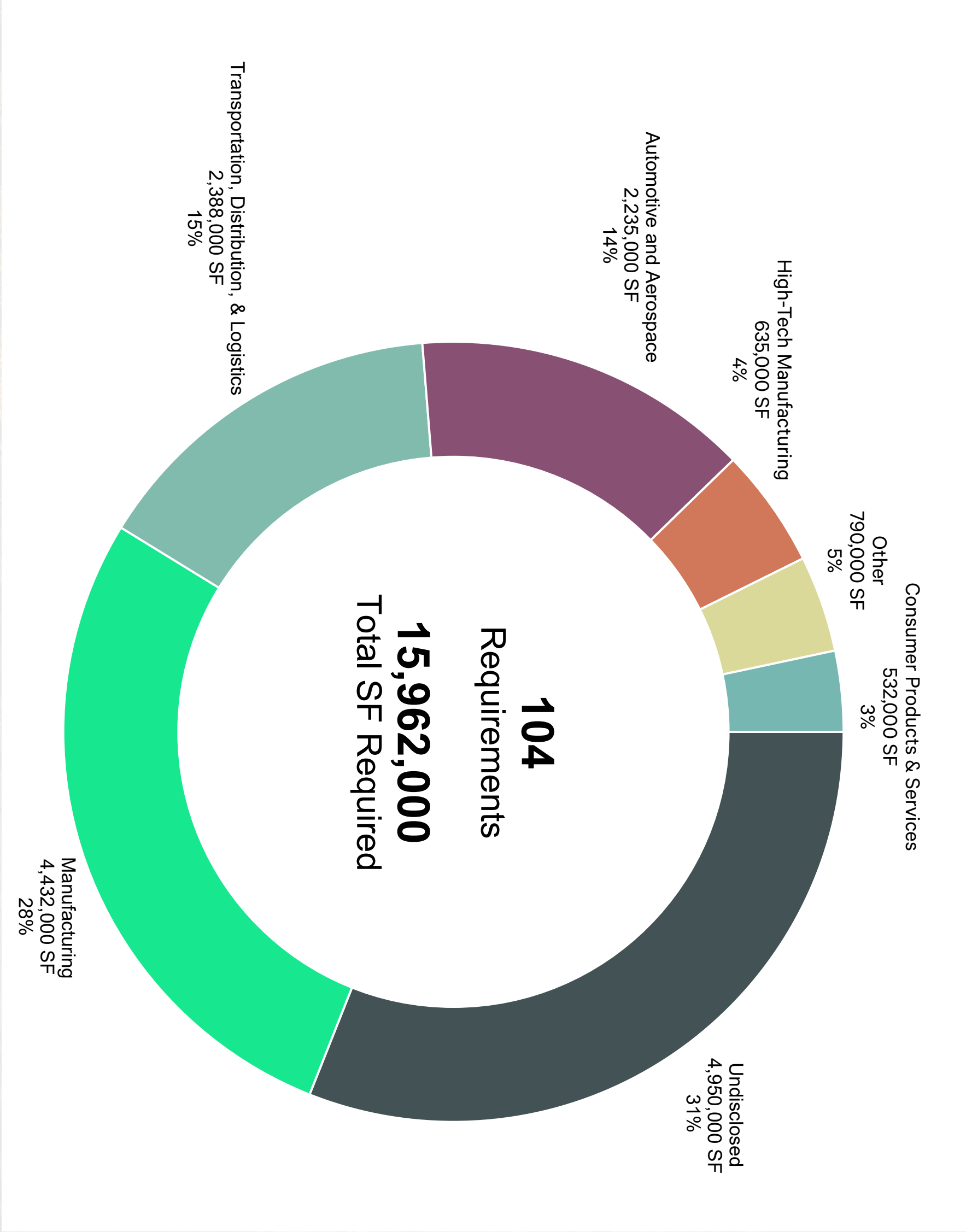
General Warehousing



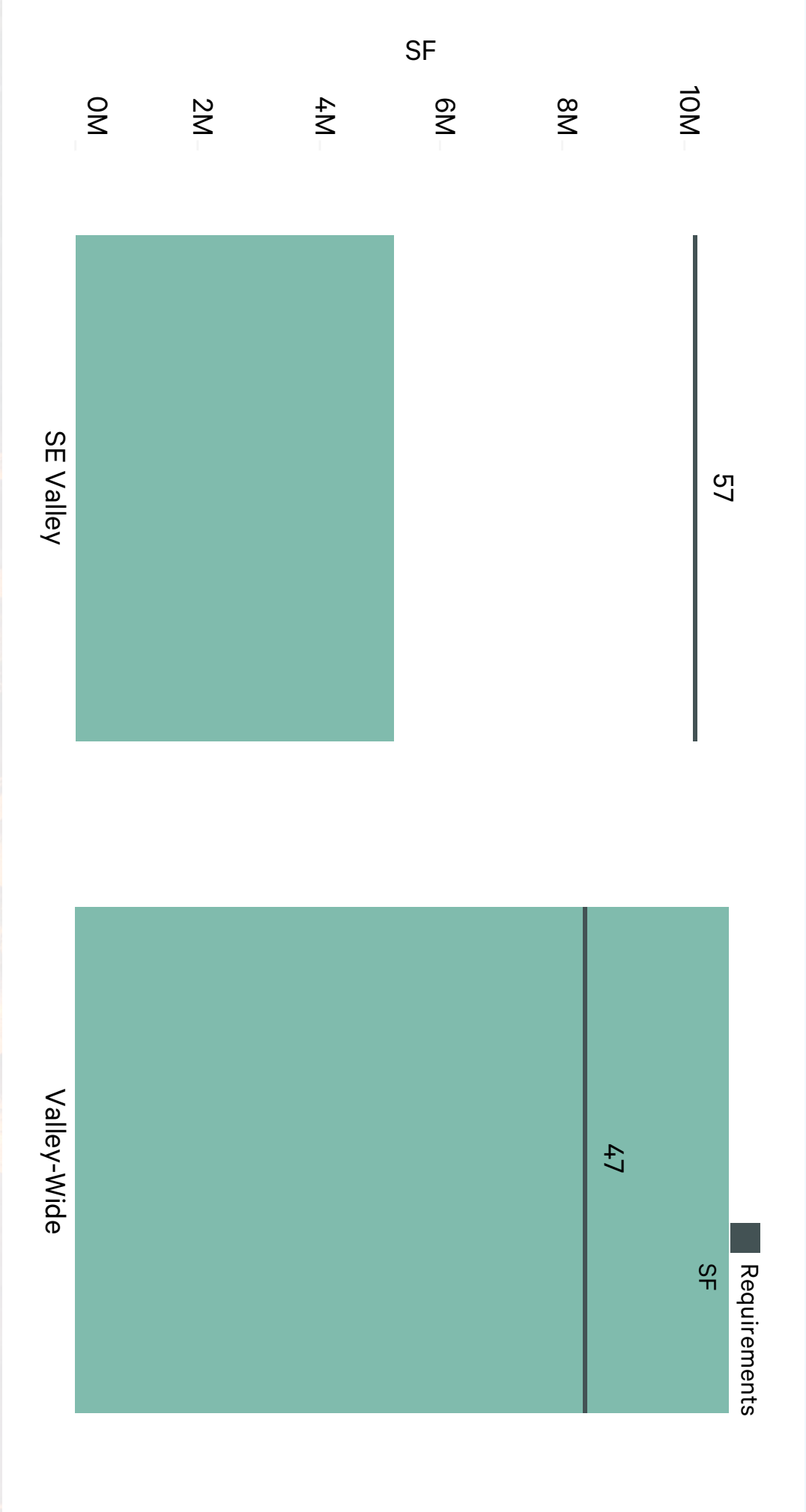
Tenants in the Market

SEV & Valleywide September 2025

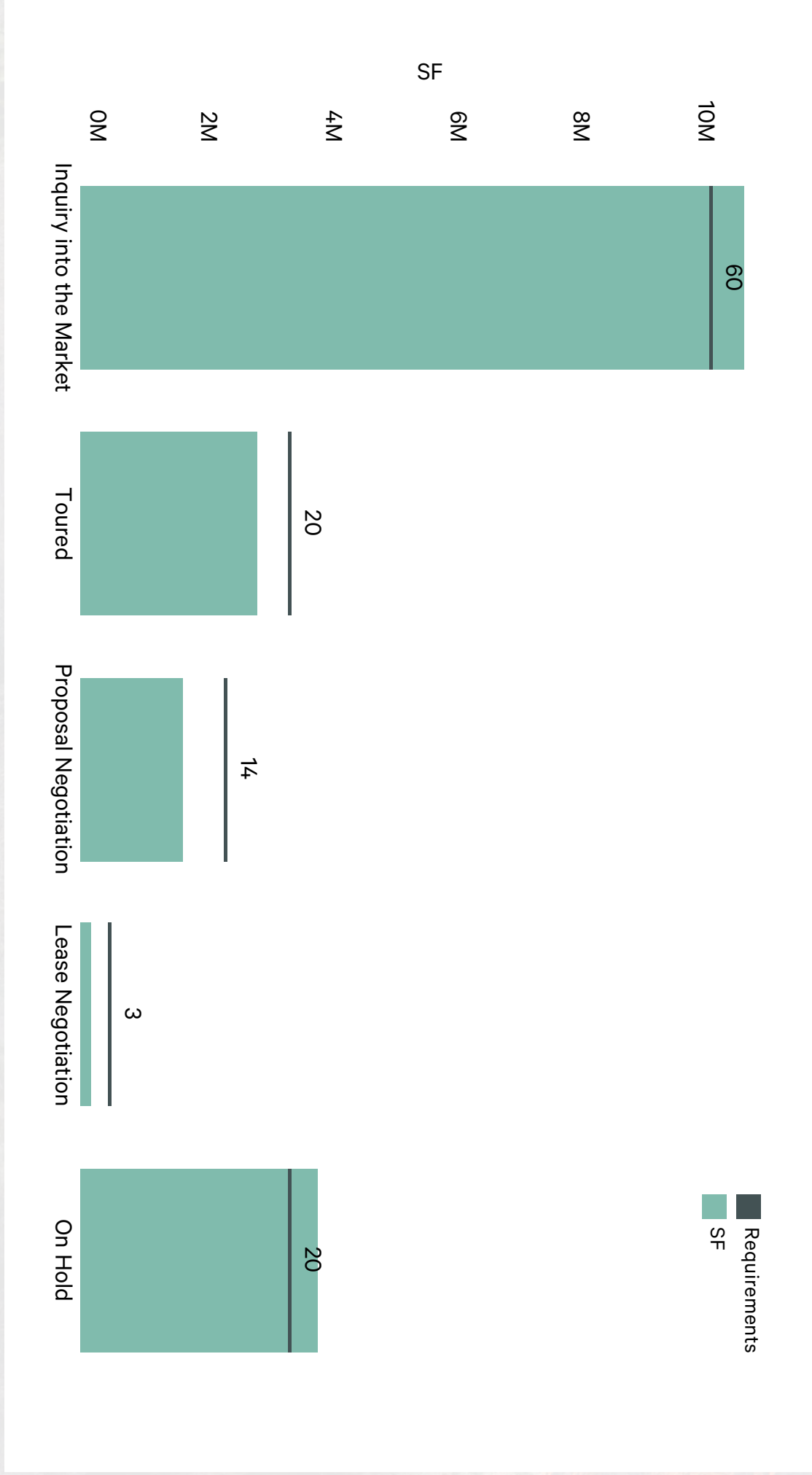
Industry Demand



Target Submarket



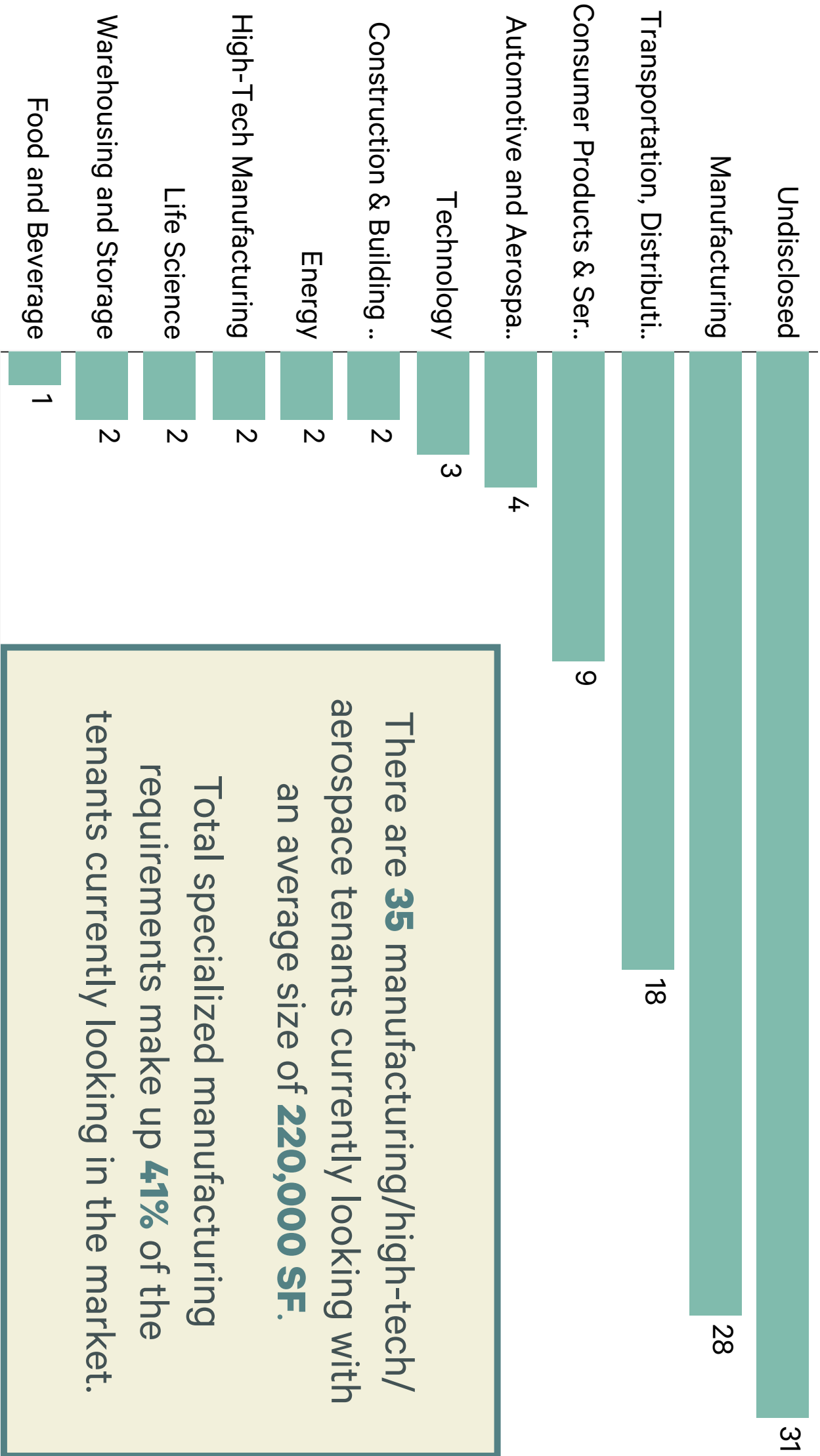
Current Deal Status



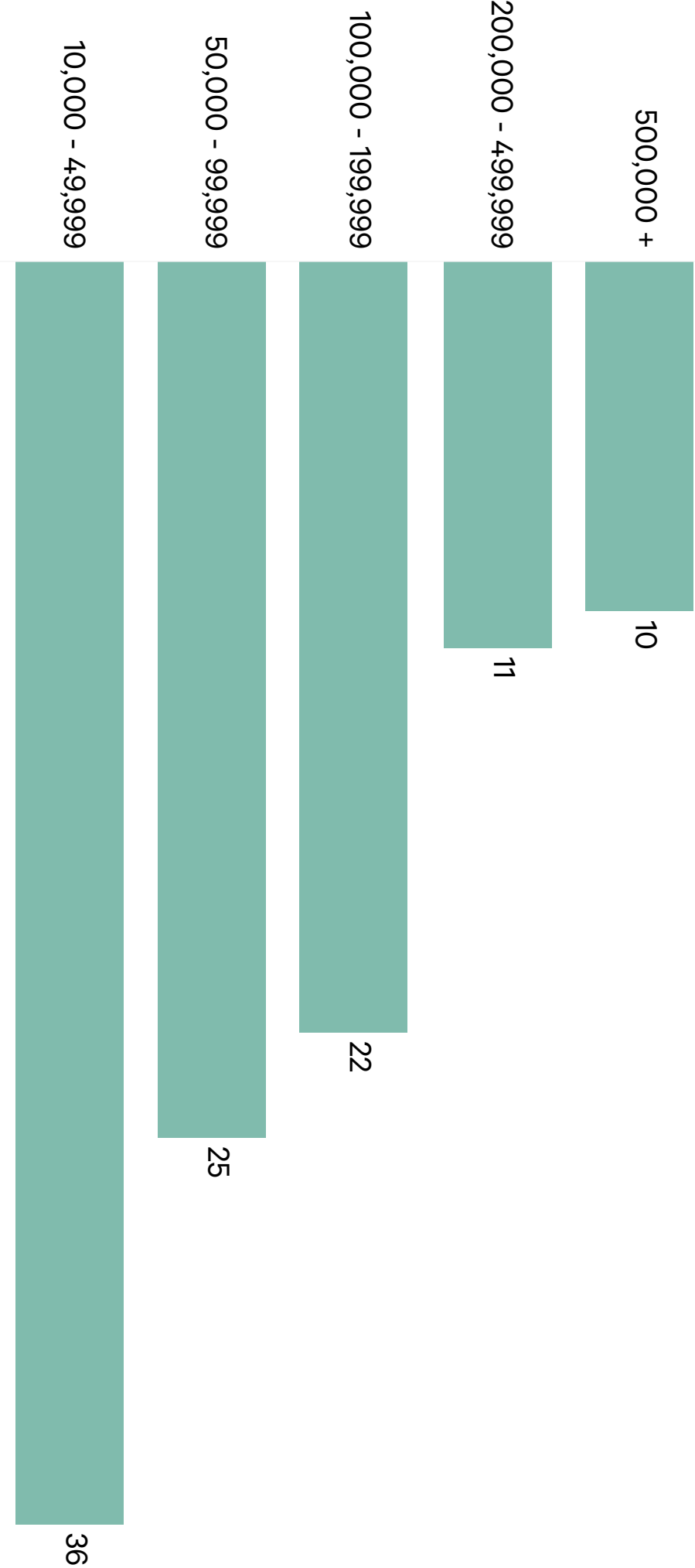
Tenants in the Market

SEV & Valleywide September 2025

Requirements by Industry



Requirements by Size Range (SF)



Mesa Gateway Trends

PMGA Deals Over 200K SF

Year	Deal Count	Total SF
2021	2	485,726
2022	1	2,458,003
2023	1	353,665
2024	1	229,881
2025	7	2,134,519

12

Total Deal Count

5.6M

Total Square Feet

Year	Average Transaction Size (Minimum 25,000 SF)
------	---

2022	269,798
2023	84,097
2024	63,967
2025	112,035

2M

SF Deals Signed



Vacant Availabilities

Size Range	Total # Vacancies	Total SF
0-25K SF	28	280,062
25-50K SF	11	394,237
50-100K SF	17	1,335,549
100-150K SF	15	1,809,215
150-200K SF	11	1,977,515
200-250K SF	6	1,268,970
250-300K SF	3	804,801
300K SF +	2	963,829

43

Total # Vacancies between 50k-200k SF

Totalling

5,122,279 SF

Summary

How long will this take to absorb?



>50,000 SF
Buildings on track to absorb by
end of 2026

50,000 SF- 199,999 SF
Buildings likely will take up to
2-3 years to absorb

<200,000 SF
Buildings on track to absorb by the
end of 2026

Where is Mesa Gateway vacancy today?



36%

Today there is 8.834M SF
of vacant product, of which
over 5M SF is attributed to
vacancies between
50K - 199K SF.

What do tenants in the market need?





High employment, quality job-
driven tenants want:

- > Large buildings
- > Heavy power
- > Additional land

> Industrial zoning that allows
them to function with both
product storage and
manufacturing space.

Thank You



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City of Mesa

Workforce Development Strategic Plan

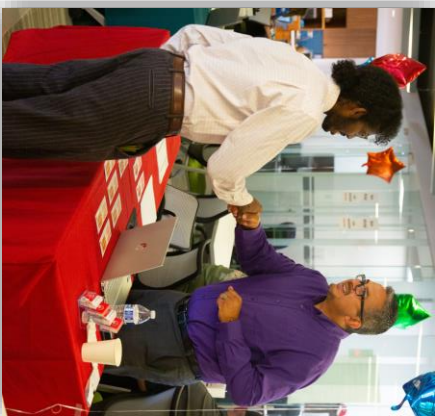
Economic Development Advisory Board

Ben Snow, Economic Development Deputy Director

Sarah Tolar, Education and Workforce Administrator

October 7, 2025

Building Mesa's Workforce of Tomorrow



The City of Mesa is committed to aligning education, business, and workforce development strategies to create a strong, inclusive, and future-ready talent pipeline. This strategy outlines our coordinated approach to:

- Understand both Mesa and regional workforce trends
- Align city and regional resources
- Eliminate barriers to education and employment
- Build meaningful, intentional partnerships across sectors



ty of Mesa Stakeholders

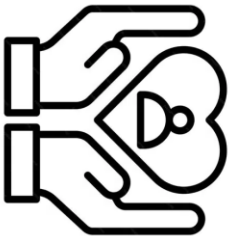
have different needs and priorities.

- Job Seekers
- Employers
- Business and Industry
- Educators
- Students
- Non-profits



City of Mesa Collaborative Response

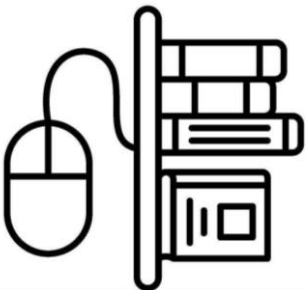
SERVICES TO COMMUNITY



Community &
Human Services



Education &
Workforce



Job Seeker Resources

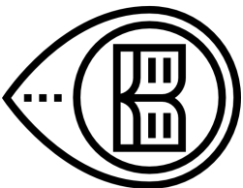


COLLABORATION
Department and
Community Partnerships

SERVICES TO BUSINESSES



Economic
Development



Business Resources

Strategic Priorities

1. Support Workforce Alignment & Growth
2. Build Intentional Connections
3. Enhance Internal Workforce Development Opportunities
4. Improve Post-Secondary Attainment

Support Workforce Alignment & Growth

Mesa continuously assesses workforce needs to ensure job seekers and employers are equipped with the right tools and information.

Key Strategies

- **Identify Barriers and Gaps:** Understand workforce demands and align resources to fill gaps.
- **Share and Distribute Information:** Disseminate labor market trends and forecasts.
- **Data-Driven Decisions:** Use real-time analytics from data.mesaaz.gov to guide action.
- **Inform Stakeholders:** Leverage dashboards like the Education & Workforce Roundtable to support measurable, data-informed outcomes.

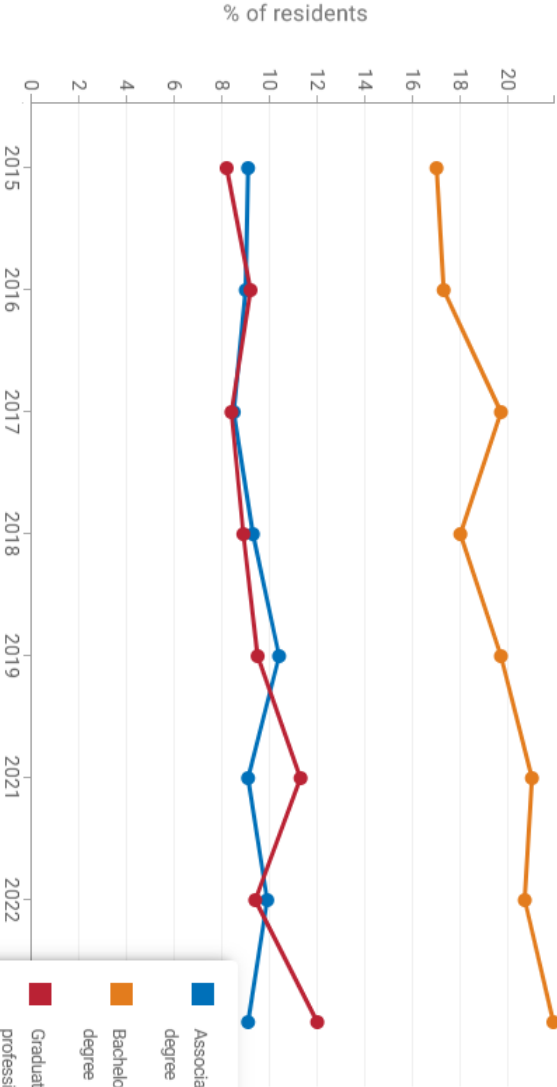
Education and Workforce Development Roundtable Dashboard

Table of Contents

- Preschool Enrollment
 - [Licensed Preschool / Childcare Center Capacity](#)
 - [Number of Preschools / Child Care Centers per 1,000 Children](#)
- On-Time High School Graduation
- High School Drop-Out Rate
- Teacher Salary Averages
- Post-secondary Enrollment
- Mesa College Promise
- Post-secondary Attainment
- Community Partnerships
- Unemployment Rate
- Mesa Job Demand by Industry

Mesa Adults with Post-secondary Credential

% of residents age 25+ with post-secondary credential. Source ACS 1-Year Estimates



Build Intentional Connections

In its role as a convener, the City serves as the liaison and connector for Mesa job seekers, employers and educators for available resources and support.

Key Strategies

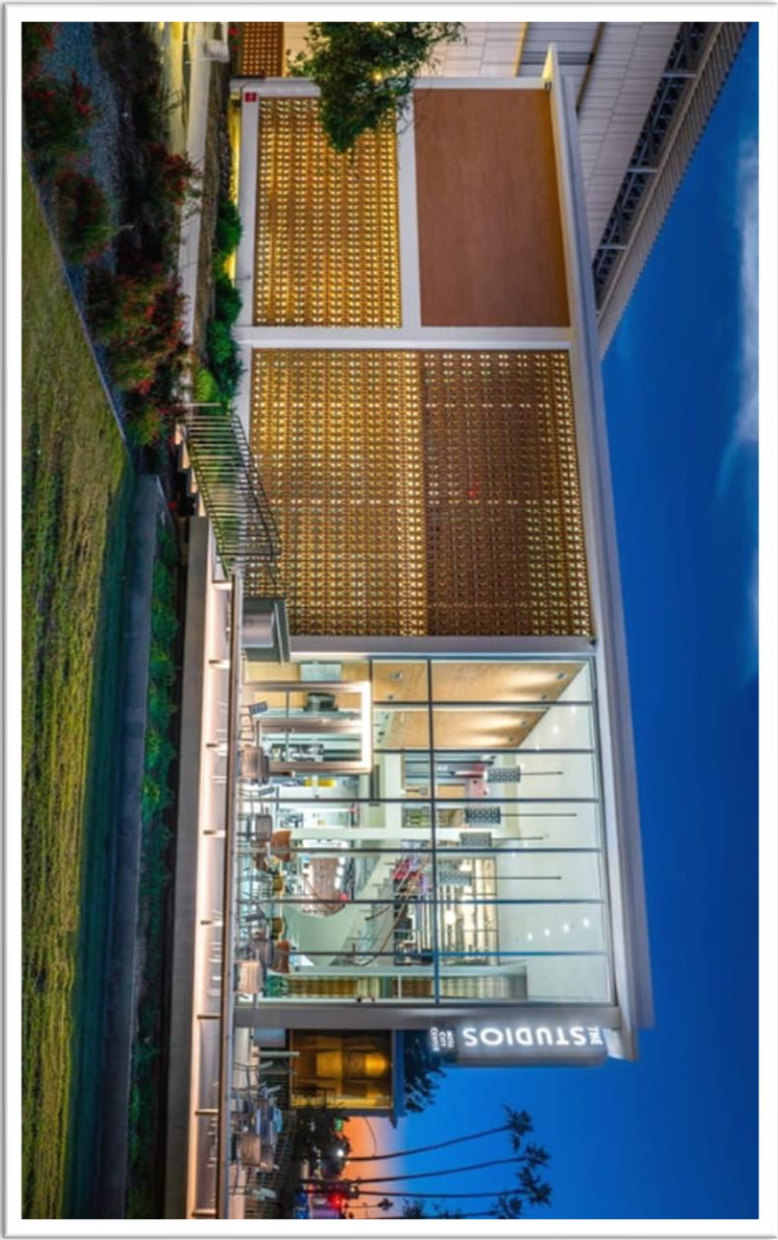
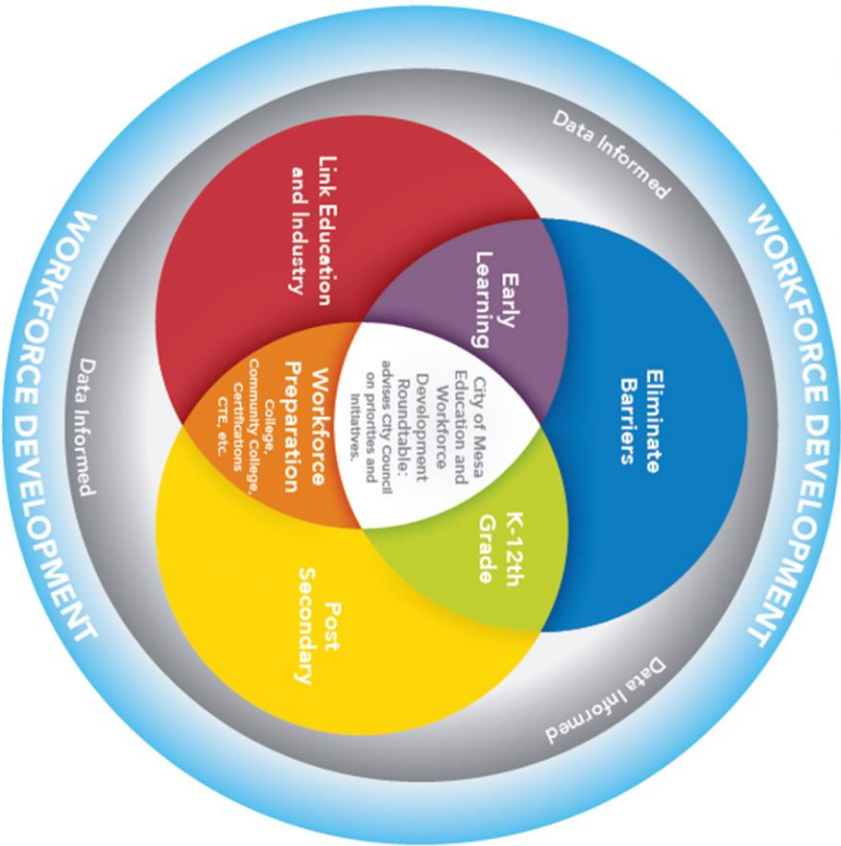
- **Business Connection:** Facilitate strong ties between industry leaders and educators
- **Education Connection:** Support alignment between Career & Technical Education pathways with high-demand sectors
- **Job Seeker Connection:** Promote awareness of workforce and career-readiness programs

Mesa's Education and Workforce Development Roundtable

City of Mesa Education and Workforce Development Roundtable

Share expertise to coordinate goals, amplify resources, track data, and advise the City Council on the highest priorities that will strengthen, streamline, and align Mesa's education and workforce needs.

Strategic Focus Areas 2025



Mesa Builder Business @ The Studios

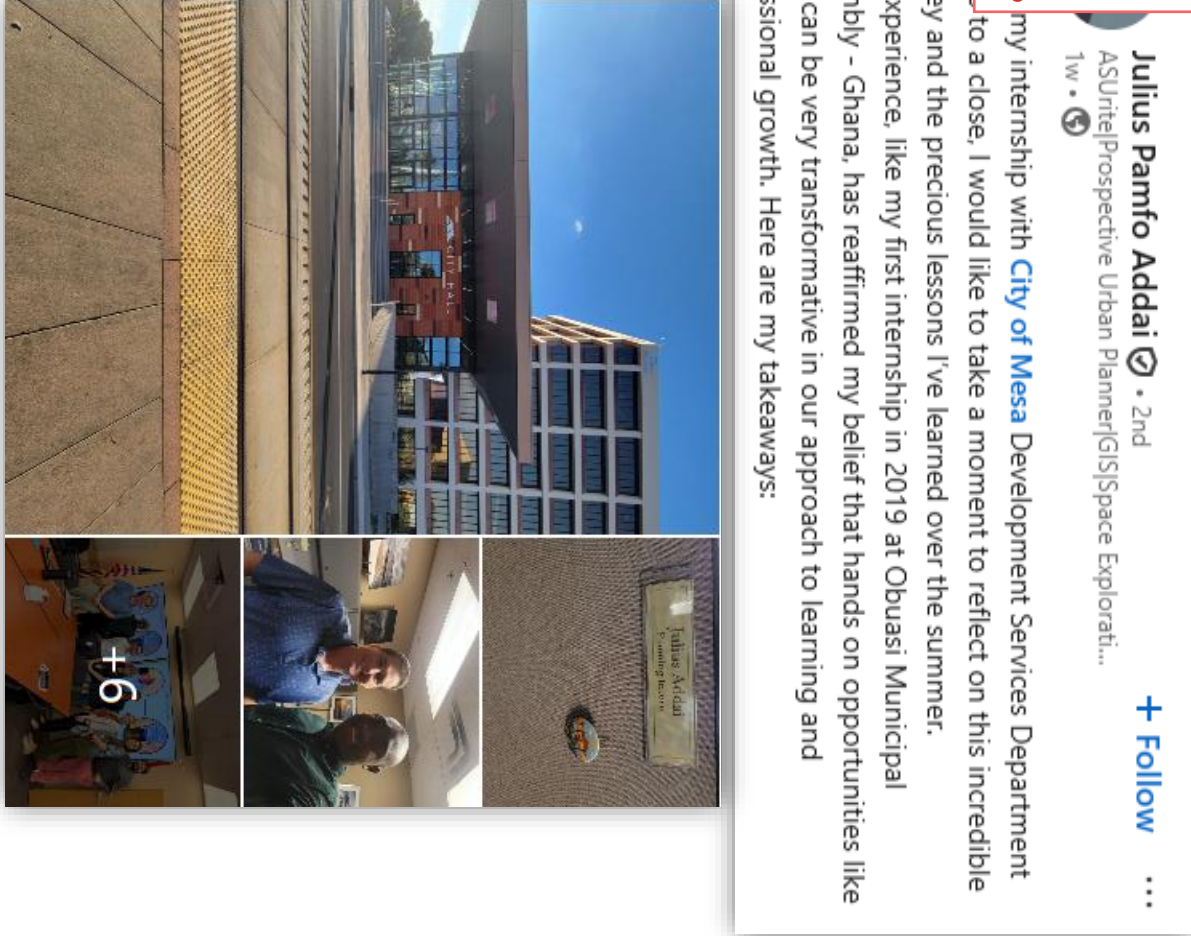
. Enhance Internal Workforce Development Opportunities

The City, in a unique position as one of Mesa's top employers, develops and models best practices by leveraging local resources to enhance workforce retention and establish talent pipelines for City jobs.

Key Strategies

- **Employee Development:** Tuition reimbursement, training, certifications
- **Internal Advancement:** Clear promotion pathways within departments
- **Educational Partnerships:** Internships and apprenticeships aligned with city jobs
- **Community Outreach:** Inform residents of career opportunities with the City

Work-based Learning Experiences



Employee Resource Groups

- Mesa Hispanic Network
- Women Leading Mesa
- Mesa Black Employee Network
- Next Gen Mesa



Improve Post-Secondary Attainment

The City will remove barriers and leverage partnerships, align with local, state and national efforts and amplify career path opportunities to create a more equitable and accessible education-to-career pipeline for all community members.

Key Strategies

- **Address Systematic Barriers**
- **Enhance Promotion of Community Early Literacy Programs and Resources**
- **Support for Regional and Statewide Initiatives**
- **Enhance Community Career Path Opportunities**

Growth Occupational Trends and Educational Requirements

Attachment 2
Page 14 of 16

Occupation Title	2023 Estimates	2033 Projections	Percentage Change
Nurse Practitioners	4,971	8,881	78.7%
Physician Assistants	2,987	4,668	56.3%
Medical and Health Services Managers	7,031	10,820	53.9%
Solar Photovoltaic Installers	672	1,019	51.6%
Physical Therapist Assistants	1,008	1,508	49.6%
Occupational Therapy Assistants	939	1,396	48.7%
Data Scientists	2,389	3,540	48.2%
Substance Abuse, Behavioral Disorder, and Mental Health Counselors	7,043	10,190	44.7%
Home Health and Personal Care Aides	55,725	79,537	42.7%

Educational Requirements

High School Diploma/GED

Associate's Degree and/or Industry Certification

Bachelor's Degree

Bachelor's Degree + Master's/Doctorate



When Arizona Reads, Arizona Thrives



Questions?

Office of Economic Development Brand Refresh

Economic Development Advisory Board
October 7, 2025

Kim Lofgreen
Marketing/Business Development Manager



AGENDA

- Discovery / Research
 - Brand Message and Voice
 - Value Proposition
 - Unique Positioning
 - Objectives
 - Brand Application

Discovery/Research



SCOVERY / RESEARCH

Digital Surveys

Mesa Businesses & Entrepreneurs	Site Selectors	Brokers & Developers

One-on-One Interviews

Recent Locates	Site Selectors	Brokers & Developers	Partners

SCOVERY / RESEARCH RESULTS

Summary

Key Differentiators

Pro-Business, Collaborative Culture

Affordability with Availability

Skilled Workforce and Talent Pipeline

Quality of Life and Infrastructure

Positioned for Possibility

Challenges and Opportunities

Location

Program Awareness

Competition

Marketing Visibility

Brand Perception

Brand Message and Voice



SION

The Mesa Office of Economic Development envisions a vibrant, innovative, and inclusive economy that attracts investment, supports business growth, and enhances quality of life for all who live, work, and thrive in Mesa.

Describes a desired future state that is aspirational, concise, and inspiring. It should clearly articulate what the organization wants to become and be remembered for.

MISSION

Mesa's Office of Economic Development (OED) works to enhance Mesa's economy by fostering a culture of quality, supporting the creation of higher wage jobs, promoting direct investment, and increasing prosperity of our residents. OED staff accomplishes this mission by championing Mesa as a premier location for business, targeting key industries that provide high wage jobs, and building future sustainability for the community. OED is the primary point of contact for existing and prospective businesses, site selectors, developers, and community stakeholders to obtain technical expertise and support services necessary to properly evaluate business opportunities in Mesa.

Describes the organization's purpose, its target audience, the reason for its existence, and how it achieves its goals.

“ELEVATOR” SPEECH

Mesa is a city grounded in partnership and built for progress. Strategically connected to the Greater Phoenix Metro Area, equipped with ready infrastructure, and committed to thoughtful, long-term growth, Mesa offers more than opportunity – it offers alignment. The Mesa Office of Economic Development builds on those strengths, supporting businesses with a skilled workforce, responsive leadership, and a focus on doing things the right way. We’re here to help businesses grow – with purpose and partnership.

Introducing Mesa OED,
summarizing what we do,
explaining our unique value
proposition, and ending with a
clear call to action.

POSITIONING STATEMENT

Mesa, Arizona offers a rare combination: strategic access, workforce strength, and room to grow – all in a city that puts people first and powers business forward. The Mesa Office of Economic Development is the team that helps businesses connect to those opportunities – with the guidance, partnerships, and support to turn potential into progress.



RAND VOICE

Confident, Practical, Forward-Looking, and Human

Mesa OED’s voice should reflect a city and organization that gets things done – with clarity and conviction. It’s confident in its strengths, practical in its promises, and always looking ahead. While grounded in business realities, it also speaks with warmth and optimism – because Mesa is built for people as much as for progress.

- Optimistic but not fluffy
- Clear and direct
- Strategic with a sense of possibility
- Supportive and collaborative, not boastful

BRAND ATTRIBUTES

Our Personality –

The Four

Characteristics of

Our Brand Voice

→ **Connected**

Strategically located, easy to navigate, and built for business.

→ **Forward-Looking**

Mesa embraces a long-term view, actively investing in future-ready industries, infrastructure, and workforce development.

→ **Collaborative**

Built on partnerships with industry, education, and community stakeholders.

→ **Actionable**

Ready with infrastructure, talent, space, and support to promote success today and tomorrow.

BRAND ATTRIBUTES

Connected

Forward-Looking

Collaborative

Actionable

Exciting

Supportive

Optimistic

Eclectic

Safe

Diverse

Friendly

Dynamic

Responsive

Prosperous

Engaging

Successful

Innovative

Welcoming

Value Propositions



VALUE PROPOSITIONS

Businesses

SMALL BUSINESSES & ENTREPRENEURS

- Support You Can Reach
- A Community That Grows with You
- Built to Launch and Grow

LARGE BUSINESSES &

CORPORATE RELOCATIONS

- Workforce, Reliability, Room to Grow
- Built for Continuity, Designed for Scale
- A Livable Choice for Your Team

VALUE PROPOSITIONS

Partners

SITE SELECTORS

- Positioned to Deliver
- Speed and Certainty in the Process
- A City That Stands Out in the Metro

BROKERS & DEVELOPERS

- Demand-Ready Inventory
- Aligned to Help You Build
- Ahead of the Curve on Talent and Tech

VALUE PROPOSITIONS

etailers

→ A Ready Market

→ Placemaking Momentum

→ A Partner in Retail Growth

Unique Positioning



NIQUE POSITIONING

- **Pro-Business, Collaborative Culture**
- **Affordability with Availability**
- **Skilled Workforce and Talent Pipeline**
- **Quality of Life and Infrastructure**
- **Positioned for Possibility**

Objectives



OBJECTIVES

- **Promote Connected Infrastructure and Access**
- **Deliver Clear Messaging and Support Materials**
- **Position Mesa as an Innovation Hub with Room to Grow**
- **Build a Modern, Recognizable OED Brand**
- **Create a Bold Identity That Sets Mesa Apart**

Tagline



GLINES

Talent. Space. Speed.

Built for business.

Ready to scale.

People focused. Business friendly.

Moving business forward.

Skilled and ready.

Mesa works.

Brand Application





About Business Environment Available Properties Business Districts Industries



Built for business.

Mesa
works.



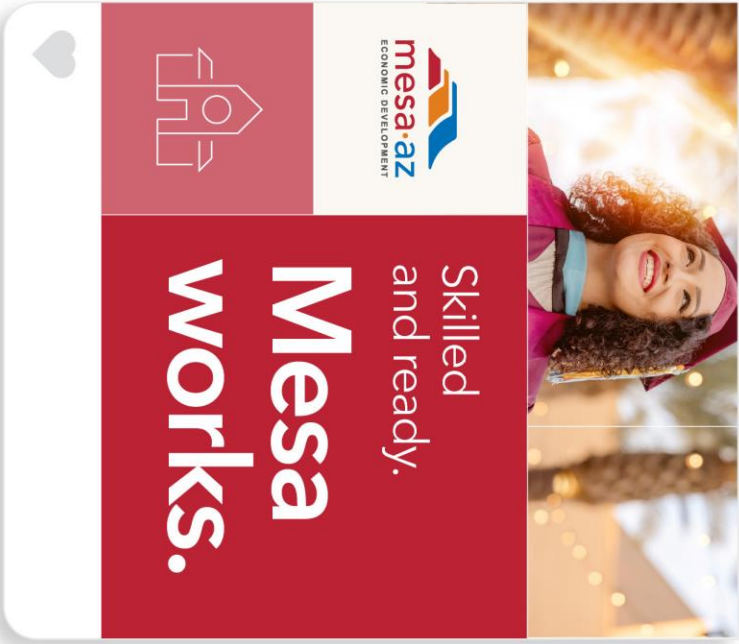


Ready to scale.

Mesa
works.



GITAL ADS



ROCHURES



Day Connected.

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Office of Economic Development

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■ SelectMesa.com

■ Mesabusinessbuilder.com



Mesa-Economic-Development



Mesabusinessbuilder



BetterLifeMesa



mesa·az
ECONOMIC DEVELOPMENT