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Economic Reporter

A QUARTERLY NEWSLETTER PRODUCED BY
THE CITY OF MESA OFFICE OF ECONOMIC DEVELOPMENT

SECOND QUARTER 2011

Mesa wins First Solar's U.S. manufacturing facility NEW FACTORY WILL CREATE 600 JOBS

First Solar, Inc. announced it will build its new U.S. manufacturing center in Mesa, Ariz. First Solar will invest about \$300 million in the factory, which will create approximately 600 jobs and will include four manufacturing lines with a capacity to produce more than 250 megawatts (MW) of advanced thin-film photovoltaic (PV) modules per year. The new factory, in combination with First Solar's recently expanded facility in Perrysburg, Ohio, will increase First Solar's U.S. production capacity to more than 500MW per year.

Construction will begin in the second quarter of 2011 and is expected to last a year, creating an average of 400-500 construction jobs. Module shipments are scheduled to begin in the third quarter of 2012. The facility is located on a 135-acre site that was previously home to a General Motors vehicle testing facility and is designed to accommodate future expansion. The facility will include a 3MW rooftop solar installation as well as an extensive ground-mounted PV testing facility. The factory will utilize First Solar's continuous manufacturing process which transforms a sheet of glass into a complete solar module in less than 2.5 hours, which contributes to the industry-leading energy payback time and low carbon footprint of systems utilizing First Solar's thin-film modules.

"Supportive state and federal policies have provided the visibility needed for the U.S. to become our fastest-growing market, and the Mesa factory will enable us to meet that growing demand," said Bruce Sohn, President of First Solar. "Programs such as Department of Energy loan guarantees and the solar investment tax credit are crucial to helping the renewable energy industry quickly reach the scale needed to compete with fossil fuels. Over the long-term, programs like these facilitate the market growth and investment that will support the future expansion of this factory."



"The U.S. has always led the world in innovation and Arizona is proud to be on the leading edge of the energy evolution," said Arizona Senator John McCain. "First Solar's announcement to build a new factory in Mesa and deploy their domestically manufactured modules in solar projects like Agua Caliente in Yuma County will not only create job opportunities for Arizonans but also represents another important step toward greater energy security."

"First Solar's investment is significant for both Mesa and our region," said Mesa Mayor Scott Smith. "The location also confirms the Gateway area's potential to become a major center of economic growth, innovation and high-wage jobs."

The new Mesa facility is approximately 30 minutes from First Solar's corporate headquarters in Tempe, where it employs about 200 associates. First Solar's North American project pipeline includes more than 2.4 gigawatts (GW) of projects expected to create approximately 2,000 construction jobs and drive \$6 billion of infrastructure investment over three years.

For more information, please visit www.firstsolar.com.

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*The Economic Development
Advisory Board meets the
first Tuesday of every month
at 7:30 am in the Lower Level
Council Chambers (57 East
First Street). All meetings are
open to the public.*



The Quick Job *By Bill Jabjiniak*

Success results from quality planning and preparation

The first quarter of 2011 was very busy and productive for Mesa's Office of Economic Development (OED). Several new projects were announced recently including Crescent Crown Distributing, Able Engineering, Promise Hospital, Santé of Mesa, and First Solar manufacturing facility, projected to create more than 1,475 new jobs in the near future. Often we celebrate the opening of new companies or expansions in Mesa without a full understanding of the teamwork it takes to actually land the project. Announced projects are the result of months of hard work and dedication from team members in several departments including the City Manager's Office, Development and Sustainability Services, Engineering, Legal, Communications and Economic Development. In many cases, the project also requires collaborating with people outside the City.

For example, the past 12 months, the OED is leading the effort for the Higher Education Recruitment and Development Initiative. The individuals (both city staff and Economic Development Advisory Board members) working to shape this piece of our economic development program are an invaluable resource. Engaging a strong team to develop the plan and process ensures a more successful recruitment effort.

Last year, the City completed a Higher Education Feasibility and Market Study and a business development strategy to recruit post-secondary partners to Mesa. In March 2011, the OED issued a Request for Interest and Information (RFI) to solicit higher education providers for their interest in expanding to the City of Mesa.

Mesa's vision is to create a new campus of higher learning with clusters of three to five colleges or universities offering four-year or graduate degrees in key program areas to serve residents, attract out-of-state students, create high quality jobs, develop the workforce and build wealth in the community.

This development strategy is a partnership opportunity for institutions to expand market share, build their brand and promote long-term sustainability. The City's objective is to leverage various city-owned assets to generate significant economic impact. Respondents to the RFI will be evaluated on the potential return on investment (ROI) for the community as well as the institution. ROI is measured by several factors including job creation, programs offered, number of students and other community benefits.

This process is expected to generate a qualified list of institutions willing and able to begin a more formal site selection process and eventually negotiate with the City of Mesa to establish a mutual partnership and implementation plan. Any post-secondary institutions the City is currently working with are eligible and encouraged to submit proposals.

Further details and the RFI forms are available at http://mesaaz.gov/economic/HigherEd_RFI. Responses to the RFI are due May 6, 2011.

As always, I welcome any questions or comments at william.jabjiniak@mesaaz.gov.

Promise Healthcare relocates Long-Term Acute Care (LTAC) hospital to Mesa



Mayor Scott Smith, Vice-Mayor Scott Somers and Council Member Dave Richins, along with hospital executives and community and business leaders

celebrated the grand opening of Promise Hospital of Phoenix's newly relocated long-term acute care (LTAC) hospital in a hospital (HIH) located on the north side of the Arizona Regional Medical Center Campus (ARMC). The hospital's relocation exemplifies the positive community healthcare and economic development impact, benefits and advantages of Mayor Smith's "H.E.A.T." economic development initiative and supports efforts for Downtown Mesa revitalization.

The Mesa site is 30,000 sq. ft. with two floors, 37 rooms, and 48 beds. The unique LTAC environment provides acute medical care and aggressive therapy services for patients with unresolved, acute, or catastrophic illnesses, as well as multi-organ disease processes who require an average length of stay of 25 days or more. Promise specializes in acute respiratory/pulmonary care (including ventilator management and weaning), infectious disease management (including long-term IV antibiotics), advanced wound management, complex medical management, and treatment for multi-organ failure and post-surgical complications.

The hospital's relocation is anticipated to generate 150 new skilled jobs and provide major capital improvements to the facility. For further information, visit www.promise-phoenix.com.

Santé Partners opening rehabilitation facility in Mesa

Santé Partners announced the opening of their first transitional rehabilitation center, Santé of Mesa, in May 2011. Their new center will be located at 5358 E. Baseline Road, and will bring an estimated 75 new jobs and \$15 million in capital investment.



Santé of Mesa's mission is to meet the physical, occupational and speech rehabilitation needs of patients, and optimizes recovery with care, comfort, and support between the hospital and home. Guests receive one-on-one care and individualized treatment in a comfortable, therapeutic environment with several outdoor areas designed for patient "well being."

Santé offers 70 private patient suites focused around a large state-of-the-art rehabilitation therapy gym and amenities that resemble an extended stay hotel. Featured amenities include: private suites; private bathrooms with showers; kitchenettes; flat screen HDTVs; Wi-Fi; and many additional features similar to an extended stay hotel. In addition, Santé of Mesa will offer a walk-in bistro, an outdoor healing garden, restaurant-style dining 24 hours a day, a life enrichment center with internet stations, and a hair and nail salon.

For further information, visit www.santemesa.com.

Mountain Vista Medical Center receives Level IV Trauma Center designation

More than 24,000 people are traumatically injured every year in Arizona. Mountain Vista Medical Center (MVMC) is currently the only health care facility in the Metropolitan Phoenix area with the Level IV

Trauma Center designation from the Arizona Department of Health Services, bureau of Emergency Medical Services & Trauma System. This designation means that MVMC has specific standards of care that include guiding hospital and emergency personnel in determining the level of trauma care a person needs and whether the hospital has the resources to care for the patient.



A trauma center is a health care facility that has the resources and capabilities necessary to provide trauma services at a particular level to injured patients. Trauma centers are classified as levels I, II, III and IV depending on their resources, admissions, staff, research and education involvement. Arizona currently has eleven (11) Level IV Trauma Centers and eight (8) Level I Trauma Centers.

For more information, visit www.mvmedicalcenter.com or call 1.877.924.9355.

World's largest helicopter MRO company Able Engineering moving to Mesa



In March, 2011 City Council and Mesa leadership approved a Memorandum of Understanding with Phoenix-Mesa Gateway Airport and Able Engineering (Able) to construct what will become the Airport's largest building. Anticipated to be 180,000 sq. ft., the Maintenance Repair and Overhaul (MRO) facility will be leased to Able Engineering, the world's largest helicopter MRO. This facility, and the presence of Able, will further promote Phoenix-Mesa Gateway as a perfect destination for new passenger, cargo and corporate service.

Able Engineering services and repairs many of the world's commercial, cargo, and package delivery companies and a growing segment of domestic and international military air forces. Able currently has 250 full-time employees with an average salary of \$75,000. Their new Mesa facility, scheduled to open in mid 2012, will enable them to grow to 500 employees by 2015.

The MRO facility will be owned by the airport and the construction will be publicly bid. Interested vendors are encouraged to contact Phoenix-Mesa Gateway Airport for further information at **480.988.7600** or www.phxmesagateway.org.

MD Helicopters awarded Army contract

MD Helicopters Inc., of Mesa has been awarded a \$186 million contract by the Army to build rotorcraft for training exercises in Afghanistan. The project is great news for the Mesa-based helicopter manufacturer, which is one of the city's major business success stories. The contract calls for six MD 530F Helicopters to be built initially and as many as 54 aircraft over the life of the four-year contract.

"This is a great day for MD and for me," said Lynn Tilton, chairman and CEO of MD Helicopters. "We feel privileged by the opportunity to support the U.S. Army and deeply honored by the significance of the award."

Company officials said the MD 530F is a perfect fit for the Army training mission. Compared to other MD Helicopters in the 500 series, the 530F's tail boom is extended eight inches, and the tail rotor blades are also lengthened to provide increased thrust and directional control at high altitudes. Officials also said the helicopter has greater take-off power at significantly higher hover ceiling levels than its competitors and is known for its speed, agility, low direct operating costs and the ability to operate with ease in confined spaces.

Read more at www.mdhelicopters.com.

Phoenix-Mesa Gateway Airport receives grant for second terminal expansion



The Federal Aviation Administration (FAA) awarded Phoenix-Mesa Gateway Airport Authority \$9.75 million to construct Phase II of the Charles L. Williams passenger terminal. The FAA awarded \$8.9 million to PMGA in September 2009 for the Phase I expansion which added two gates and 25,000 sq. ft. to the existing terminal. Phase I was completed in November 2010.

Phase II construction will add 30,475 sq. ft., including two gates increasing the total to eight, restroom facilities and will be completed October 2012.

For more information, visit www.phxmesagateway.org.

Allegiant announces nonstop service between Minot, ND and Phoenix-Mesa



Allegiant began a new, non-stop travel service between Minot, ND and Phoenix-Mesa March 2011.

"I want to thank Allegiant for recognizing the opportunity to bring direct air service from Minot to Mesa," Mayor Curt Zimbelman said. "I know the people of this region appreciate the nonstop, low-cost flights and will support the service."

The new flight operates twice a week with service on Thursday and Sunday. Flights depart Minot at 6:35pm arrive in Phoenix-Mesa at 8:25pm. Flights depart Phoenix-Mesa at 2:10pm and arrive Minot at 5:55pm (all times are local). Visit www.allegiant.com for additional information.

Predictive Biomarker Sciences has cancer drug breakthrough

Predictive Biomarker Sciences, Inc. (PBS) is a Mesa biotech company partially owned by the Translational Genomics Research Institute (TGen). PBS has shown how an experimental cancer drug made by a Belgian company kills cancer cells.

Unibioscreen, a private Belgian developer of oncology drugs, teamed up with PBS last fall to use the Mesa's company's screening tool to help determine which genes are affected by the compound it is developing.

PBS's role is proving that a gene known as MCL1 - which previous studies have shown causes cancer cells to grow out of control - can actually be shut off by Unibioscreen's compound. MCL1 is prevalent in leukemia, non-small-cell lung cancer and other cancers of the prostate and pancreas.

"PBS-Bio is currently focusing its efforts on cancer drugs, but the technology could be used in other diseases. When the company begins to reach out to other diseases, it will most likely start with inflammatory diseases, such as Multiple Sclerosis and arthritis, and infectious diseases," said Dr. Edward Smith, president and CEO of PBS-Bio. To read more, visit www.pbs-bio.com.

World Wide Technology moves to Mesa from Tempe



World Wide Technology, Inc., the St. Louis-based systems integrator, will relocate its local facilities from Tempe to 30,000 sq. ft. at Broadway 101 Commerce Park, located in Mesa at the southeast corner of Loops 101 and 202 on Broadway Road.

Several existing tenants include Siemens, Boeing/Aviall, NAPA Auto Parts, Patterson Companies, Inc., LifeCare Solutions, PCT International and Superior Pool Products.

For details on Broadway 101, visit www.broadway101commercepark.com, and go to <http://www2.wwt.com> for information on World Wide Technology.

Mesa's Business 2 Baseball scores home run

Mesa's Business 2 Baseball (B2B) event series in March was a tremendous success hosting more than 250 attendees from Mesa businesses, the broker and developer community and prospects considering Mesa for expansion.

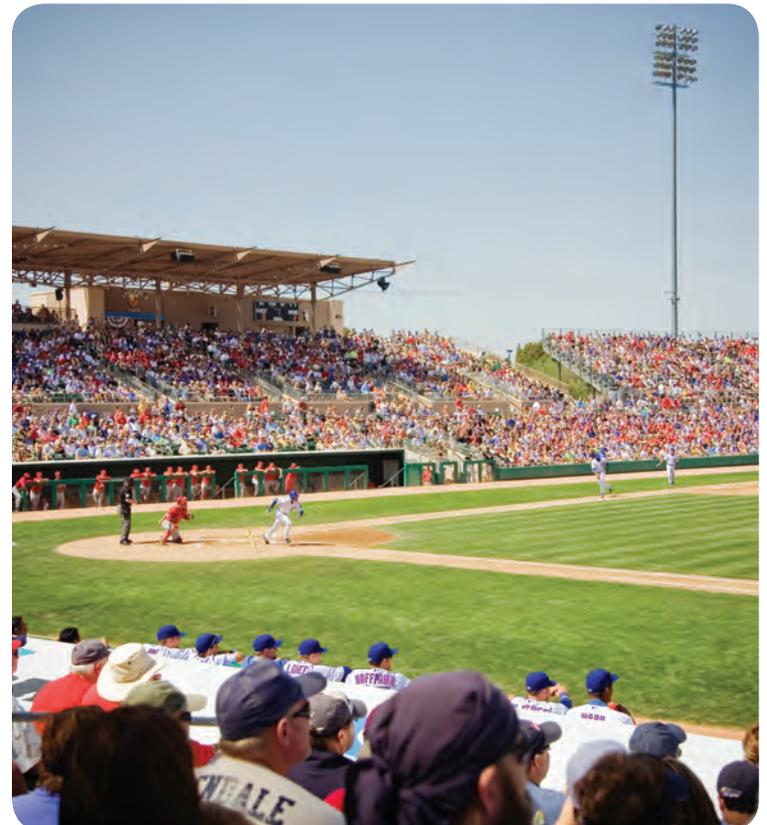
The fourth annual B2B Chicago Cubs Spring Training networking events were presented by **Mountain Vista Medical Center** at Hohokam Stadium, March 3, 9 and 18. Companies developed new and existing relationships, met the Mayor and City Council, and learned about Mesa's business development opportunities.

BUSINESS 2 BASEBALL 2011 WAS CO-SPONSORED BY:

- Mutual of Omaha Bank
- Downtown Mesa Association
- SRP
- PCT International
- Cassidy Turley/BRE Commercial
- Lincoln Properties

The City of Mesa appreciates the support of our sponsors!

For information about future event sponsorships, please contact Jaye O'Donnell at [480.644.3457](tel:480.644.3457) or jaye.o'donnell@mesaaz.gov.



Jabjiniak to serve on Mountain Vista Medical Center's Board of Directors



City of Mesa Economic Development Director William Jabjiniak has been appointed to serve as a member of the Mountain Vista Medical Center (MVMC) Board of Directors. The appointment was made by Paul Jenson, IASIS Healthcare's Executive Vice President, Western Hospitals, and MVMC CEO Tony Marinello.

"IASIS Healthcare has made a tremendous commitment to provide high-quality healthcare services in the City of Mesa and the East Valley," Jenson said. "We take pride in our hospital and its state-of-the-art medical technology and the role our hospital Boards play in the decision making process. Bill's insight and understanding of the City's overall economic development vision will be invaluable."

"I am excited to join the Board of such a dynamic and progressive healthcare organization," Jabjiniak said. "Healthcare is one of four pillars of Mesa's economic development along with education, aerospace and tourism, and this appointment provides a great opportunity for collaboration and continued effort to strengthen and diversify our economy."

MVMC is a 178-bed full-service hospital and medical center, equipped with advanced medical technology, in a resort-like setting, with features that include all private rooms, electronic health records, room service and wireless Internet access.

For more information, visit www.mvmedicalcenter.com or call 1.877.924.9335.



Shelly Allen promoted to new position at City of Mesa



The City of Mesa (Mesa), in partnership with Mesa Community College (MCC) and Mesa Public Schools (MPS) announced the selection of Shelly Allen as the Director of the new Mesa Counts on College initiative to implement the goals of the \$3 million Gates Foundation Grant received last year.

The Mesa Counts on College initiative brings together partners to focus on increasing college completion rates for all students; specifically low income, young adults between the ages of 16 and 26. Allen has been involved with this initiative since its inception, working with the Gates Foundation and the National League of Cities to secure the grant. She also served as the Mesa Counts on College Interim Director.

Through the initiative community leaders have identified the need for key infrastructure to increase access to post-secondary education and encourage completion for Mesa youth. Once students enroll in a post-secondary program, efforts must be in place to ensure the completion of a degree or certificate and create better connections to businesses to help educated, skilled workers enter the workplace.

Allen was Mesa's Assistant Director of Economic Development. The Mesa Counts on College position reports directly to the Mesa City Manager and works closely with MPS and MCC in implementing the goals and objectives of the initiative.

For more information, go to www.mesacountsoncollege.org.

mesa counts on college



Central Mesa extension identified in President's budget for \$38M

The light rail extension into downtown Mesa has been recommended to receive \$38 million in fiscal year 2012 according to the President's budget.



Metro is requesting a total of \$75 million from the Federal Transit Administration (FTA) for Central Mesa; \$38 million in FY12 would be an encouraging first installment. Full funding grant commitment from FTA comes in the form of a Project Construction Grant Agreement (PCGA) expected in mid-2012.

“This commitment from Washington is a great sign for the Central Mesa light rail extension. We are thrilled that our project is in the budget and are hopeful that Congress will agree,” Mesa Mayor Scott Smith said.

The 3.1 mile, \$200 million Central Mesa light rail extension will travel through downtown Mesa to Mesa Drive in 2016. The project is currently in design through the first quarter of 2012. Preliminary construction activities, including utility relocation, will begin in 2012. The project capital cost is also shared by the countywide Proposition 400 sales tax, approved by voters in 2004, and federal air quality funds.

For information, visit www.metrolightrail.org/centralmesa.

Check out the City of Mesa website remodel

The City of Mesa Office of Economic Development refreshed the Department's web pages as part of the larger citywide renovation of the City's www.mesaaz.gov site. Changes were made to better serve clients, residents and community partners. There are now four main tabs on the Office of Economic Development home page including Cultivate Your Business; Industries of Opportunity; Data Center; and News & Publications. Please review the new economic development pages at www.mesaaz.gov/economic. Feedback is always welcome by emailing jaye.o'donnell@mesaaz.gov.



Company annexes into Mesa with more than 100 jobs and new \$11 million facility underway



P&H MinePro Services, a division of P&H Mining Equipment, one of the leading manufacturers of surface mining equipment in the world, broke ground in March on a new, 36,000 sq. ft., state-of-the-art heavy welding facility following their official annexation into the City of Mesa in February 2011.

P&H Mining Equipment is a Joy Global, Inc. company with more than 70 facilities around the globe. Their branch in Mesa covers all customers in Arizona, New Mexico, Southern California, and also supports other territories.

The company, based off the Superstition Freeway and Country Club, has been a long time business on a county island but decided to annex into the City with their expansion as did the neighboring business Empire Machinery.

“It just seemed logical for us to make this move as we expand our business into our new facility.” P&H Mining General Manager Alejandro Leon said. “Mesa is a great community in which to operate a business and we felt like it was time to make it official.”

The company plans to move into the new building in the fall of 2011 with their existing 100 plus employees. Company officials expect those numbers to grow to nearly 150 within the next two years.

Visit www.minepro.com for more information.

City of Mesa Office of Economic Development

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Fax: 480.644.3458

www.mesaaz.gov/economic

EVENTS

APRIL

- 1** Mesa Historical Museum
Exhibition Opening – The Army, the Apache, and Art: Celebrating the Flight of Boeing's Apache Helicopter
2345 N. Horne, Mesa, AZ
- 2** Falcon Field Airport Open House
9am-2pm / Falcon Field Airport
4800 E. Falcon Drive, Mesa, AZ
- 5** Arizona Association for Economic Development: Economic Impact of Arizona's Airports
11 am-1:15pm / Crowne Plaza Hotel
4300 E. Washington St., Phoenix, AZ
- 7** International Economic Development Council Professional Education course, Entrepreneurial & Small Business Development
4-7pm / Scottsdale Cottonwoods Resort
6160 N. Scottsdale Rd., Scottsdale, AZ
- 19** Mesa Chamber of Commerce 2011 Business Leadership Awards
5:30-8:30pm / Phoenix Mesa Hilton
1011 West Holmes Avenue, Mesa, AZ
- 27** East Valley Partnership & East Valley Chambers of Commerce Statesmen's Breakfast
US Congressional Representatives
Jeff Flake & David Schweikert
7:30-9am / Mesa Arts Center
1 E. Main Street, Mesa, AZ

MAY 11-13

Arizona Association for Economic Development 2011 Spring Conference
Prescott Resort, Prescott, AZ

- 31 - June 9**
Commemorative Air Force Museum/
Mesa Public Schools Aviation Camp
2017 N. Greenfield Road, Mesa, AZ

JUNE

- 7** Arizona Association for Economic Development Monthly Lunch
11am-1:15pm / Crowne Plaza Hotel
4300 E. Washington St., Phoenix, AZ
- 24 - through the end of the year**
Arizona Museum of Natural History
Exhibition – Hubble Space Telescope
Photography
53 N. Macdonald, Mesa, AZ

Downtown Mesa earns national media coverage for Best Old House Neighborhoods

Downtown Mesa was featured in *This Old House* online Best Old House Neighborhoods 2011: the Southwest, by Keith Pandolfi, Gillian Barth, Carole Braden, Amanda Keiser, Eric Hagerman, Sal Vaglica, and Danielle Blundell. The article touted Mesa's active residents, historic architecture, gorgeous gardens, warm weather, and the positive impact of light rail expansion.

- *“Original details like built-in ironing boards and telephone nooks give the neighborhood’s homes something warm and comfortable that can’t be replicated in new construction.”*
- *“Craftsman bungalows, which comprise the most prominent architectural style, provide cool sanctuary during Mesa’s hot, arid months with wide porches and flowing air circulation. Downtown is also home to Spanish Eclectic, Tudor, and vernacular adobe houses. Starting at about \$150,000, you can find a 1,000-square-foot bungalow needing little to no work.”*

ThisOldHouse.com has 2.3 million unique visitors each month and the magazine has a monthly circulation of 950,000. Only 23% of the online audience is duplicative of the magazine.

To view the full article, click on: <http://tinyurl.com/4drseq4> or search www.ThisOldHouse.com.



Staff Profile:
Melissa Woodall,
CMSM
Downtown Project
Manager

Melissa Woodall, CMSM, is the Downtown Project Manager for the City of Mesa. Woodall's primary responsibilities are to promote new investment, redevelopment and job creation within Mesa's Downtown. Additionally, she works closely with the Downtown Mesa Association and other stakeholders including Neighborhood Economic Development Corporation, West Mesa Community Development Corporation, Mesa Chamber of Commerce, the Small Business Development Center, Mesa Convention & Visitors Bureau and others to develop assets and opportunities.

Melissa earned degrees in Economics and Political Science from Austin College in Sherman, Texas and is a graduate of Economic Development Institute. As an economic development and downtown revitalization professional with over 22 years experience, Melissa most recently served as the Executive Director of the Southern Gila County Economic Development Corporation. Prior to that, she worked for economic development offices and agencies in the Texas communities of Arlington, Mansfield, Fairfield, Denison and Post. She received her Certification in Professional Downtown Management and is the Past President of the Texas Downtown Association.

A native Texan, Melissa relocated to Arizona with her husband Gary in September of 2009 when he was named Meteorologist in Charge of the Phoenix Forecast Office by the National Weather Service. She is a past Rotary President and remains active in supporting several non-profit organizations nationally.