

Why Tourism:

- In 2014, 40.7 million people visited Arizona who collectively spent \$20.9 billion in the state.
- The \$2.8 billion generated in 2014 tax revenue equals an annual tax savings of \$1,150 for every Arizona household and supported 171,500 industry jobs.
- Spring Training and the year-round use of the ballparks and training facilities add an estimated \$632 million to the Arizona economy annually.
- The Chicago Cubs, in Mesa, set the overall spring training attendance record in 2015 at 222,415 and attracted an average of more than 13,900 fans per game, while the A's in Mesa averaged more than 8,000 fans per game.
- Mesa's sales tax generated from hotels has increased 12.6% since 2010 and produced total hotel tax revenue of \$2.99 million in fiscal year 2014/2015.
- The golf industry injects \$3.4 billion annually into Arizona's economy and the East Valley boasts 40 of the more than 200 golf courses throughout Greater Phoenix.

SOURCES
 Arizona Office of Tourism & Visit Mesa, 2015
<https://tourism.az.gov/research-statistics/economic-impact>
 Cactus League Baseball Association
 Major League Baseball
 Arizona Golf Association

Arizona Tourism By The Numbers

Visitors: 40.7 M/year
Visitors Spend: \$20.9 B/year
Tax Revenues: \$2.8 B/year

Why Technology:

- TechAmerica Foundation's 2013 Cyberstates Report shows that 55 of every 1,000 private sector workers in Arizona are employed by high-tech firms.
- Technology industry companies range from software development to surveillance, research and development, cybersecurity and agriculture. Global competition is increasing for innovation and technology-related jobs so it is critical that the US, Arizona and Mesa remain committed to this important industry.
- In 2015, the Phoenix metropolitan area was ranked 20th for tech talent and 6th for the fastest tech labor pool growth rate.
- Arizona is expected to rank 5th in the nation with an economic impact of \$3.37 billion from 2015-2025 in the growing Unmanned Aircraft Systems (UAS) industry.
- The Economic Impact of UAS Integration in the United States report shows that in the first three years of integration more than 70,000 jobs will be created in the US with an economic impact of more than \$13.6 billion.
- More than 140 different technology degrees, from associate to doctoral, are offered at Mesa's 14 higher education institutions.
- R&D investment at universities is an indicator of innovative communities: Arizona's three public universities have increased total R&D expenditures by 25% from 2008-2011, during which time they conducted more than \$3.5 billion in research, and anticipate doubling total annual expenditures for research and development by 2016.
- Technology-focused companies conducting business from Mesa include: Apple Inc., The Arizona Center for Algae Technology and Innovation (AzCATI), Auer Precision, Bridgestone Corporation, Fujifilm, International Rectifier, Iveda Solutions, Special Devices Inc., Ulthera, and Telonics representing approximately 1,400 jobs in Mesa.

SOURCES
 EMSI, QCEW Non-QCEW & Self-Employed for High-Tech Manufacturing and Information & Communications Technology 2014
<http://www.azcommerce.com/industries/technology-innovation>
 CBRE Research 2015 Scoring Tech Talent
 Association for Unmanned Vehicle Systems International, March 2013
<http://www.auvsi.org/econreport>
<http://www.azcommerce.com/industries/technology-innovation>

Arizona Technology By The Numbers

Jobs: 94,648
Firms: 6,006
Average Wage: \$87,849



Office of Economic Development

We are professional economic developers with expertise in site selection, marketing, sales, research, strategic planning, customer service, technical support, finance, and more.

City of Mesa Office of Economic Development recent accomplishments:

| Project | Year | Capital Investment | Jobs | Average Wage | Industry |
|-----------------------|------|--------------------|------|--------------|-----------------------------------|
| Crescent Crown | 2012 | \$22,000,000 | 400 | \$48,500 | Distributing |
| Bridgestone | 2013 | \$70,000,000 | 30 | \$70,000 | Manufacturing |
| Adelante | 2013 | \$10,500,000 | 80 | \$85,833 | Healthcare |
| Ulthera | 2013 | \$14,500,000 | 111 | \$67,000 | Medical Device Manufacturing |
| Matheson Tri-Gas | 2013 | \$40,000,000 | 15 | \$50,000 | Industrial Chemical Manufacturing |
| Melso Expansion | 2013 | \$9,000,000 | 107 | \$46,720 | Industrial Manufacturing |
| Sheraton Hotel | 2014 | \$20,000,000 | 100 | \$33,280 | Hospitality |
| First Solar Expansion | 2014 | \$15,000,000 | 20 | \$65,000 | Solar Manufacturing |
| Apple | 2014 | \$1,500,000,000 | 150 | TBA | Information |
| Special Devices Inc. | 2015 | \$25,000,000 | 175 | \$40,000 | Advanced Manufacturing |
| Autoline Industries | 2015 | \$6,125,000 | 84 | \$35,000 | Advanced Manufacturing |

Why HEAT?

The presence of regional assets, industry leading firms and a quality workforce has created strategic advantages in key sectors in the state of Arizona, the Phoenix metro area and the City of Mesa. Respectively, Mesa's Office of Economic Development is guided by these vital industries of opportunity: Healthcare; Education; Aerospace/Aviation/Defense; Tourism; and Technology. Building on community strengths, quality infrastructure, talented workforce, projected growth and global market trends, the City of Mesa is already growing and realizing benefits in each industry space.

Q: What do we do?

A: We exist to build a legacy.

The City of Mesa Office of Economic Development (OED) works to enhance Mesa's economy through the creation of quality jobs, increasing per capita income and improving the quality of life for residents. OED staff promote Mesa as a premier location for business, strategically targeting key industries that provide high wage jobs. Primary activities include business attraction, retention and expansion for businesses of any size.

Q: Why us?

A: We are professionals in our field and the lead agency for economic development.

The City of Mesa Office of Economic Development is the primary point of contact for businesses, site selectors and community stakeholders to obtain technical expertise and support services necessary to properly evaluate business opportunities in Mesa, Arizona. Staff members provide customized assistance at the municipal level, acting as facilitators between the client and the city, state agencies, private and public sector, academia, and stakeholders.

Q: What defines success?

A: We are ascending to our NextMesa now by enhancing:

- A diverse and sustainable economy featuring a balance of base industries that create high quality jobs
- An educated workforce employed in jobs that pay above the county average wage with benefits
- A city with leadership that supports a regional approach to economic development
- A partnership of government and industry that considers next generation technologies and products as economic opportunities
- Companies in Mesa which operate with the world as their marketplace

Q: How do we accomplish our goals?

A: We promote Mesa, Arizona

as a progressive, vibrant business climate in Greater Phoenix with a pro-business team empowered to deliver solutions to grow business. Targeted and strategic, staff priorities are guided by Mesa's industries of opportunity: Healthcare; Education; Aerospace; and Tourism / and Technology (HEAT) – industries established and growing in Mesa.

Why Healthcare:

- Annual US Healthcare spending hit \$3.8 trillion last year and has a projected growth rate of 6.2% annually from 2015-2022 which is 1.0 percentage point faster than expected average annual growth in the Gross Domestic Product (GDP).
- Healthcare is the largest private sector employer in the US employing 17 million people with 3.2 million new jobs expected to be added over the next 10 years. (Dept. of Labor, 2009)
- In the Phoenix-Mesa metro region, the healthcare industry is a \$20.5 billion industry that supports 184,272 jobs paying a median wage of \$58,586.
- The Life Science Industry in Arizona has grown by 45% over the last 10 years, compared to 12% nationally.
- Arizona biomedical jobs are growing three times faster than the national average.
- Within Arizona there are 263 firms focused on medical devices and equipment that employ more than 6,000 people, representing 62% growth from 2002-2011. Mesa has more than 25 medical device-related companies including manufacturers of imaging tools, ophthalmic instruments, ultrasound equipment, dental products/devices and infusion, and infusion pump devices.
- Mesa is home to more than seven hospitals, three surgical centers, and 10 urgent care facilities. Unique to Mesa is Banner Health Simulation Center, a "virtual hospital" used to train physicians and nurses. The largest of its kind, and the only accredited simulation center in the southwest, 1,875 healthcare professionals train here every year.
- Healthcare and Life Science companies in Mesa include: Auer Precision; AT Still University; Guided Therapy Systems; Ulthera; Ardent Sound; Mountain Vista Medical Center; and Banner Health Systems representing more than 7,800 jobs.

SOURCES

IMPLAN Group LLC, 2011
<http://www.azcommerce.com/industries/bioscience-health-care>
<http://www.azcommerce.com/industries/bioscience-health-care>
<http://www.azcommerce.com/industries/bioscience-health-care>
http://www.bannerhealth.com/About+Us/Innovations/Simulation+Education/Locations/Banner+Sim+Medical+Center/_Simulation+Medical+Center.htm

Arizona Healthcare By The Numbers

Jobs: 349,473
Firms: 14,151
Average Wage: \$48,042

Why Higher Education:

- Quality higher education opportunities are important to the health of the state, city and residents, as post-secondary education has proven to increase earning potential and lower the likelihood of unemployment faster than expected average annual growth in the Gross Domestic Product (GDP).
- Higher education institutions are just like other businesses: hiring people and paying wages; purchasing goods and services from local and regional suppliers; paying state and local taxes; and generating income, creating a positive economic impact on the community.
- A 2014 study from the Federal Reserve Bank of New York states that a person with a bachelor's degree can expect to earn about \$1.2 million more in income, from ages 22 to 64, than someone with only a high school diploma.
- Mesa is home to 14 colleges and universities and more than 40,000 students are enrolled in higher education in Mesa. Enrollment in the new universities and colleges in Mesa (Benedictine University, Wilkes University, Upper Iowa University) has more than doubled to 600 in two years.
- Arizona State University (ASU) is ranked fifth by the Wall Street Journal for producing the best prepared and most highly recruited students for the job market.
- Mesa is home to ASU's Polytechnic campus located adjacent to Phoenix-Mesa Gateway Airport. ASU Poly has more than 11,000 students and offers 80 undergraduate and 22 graduate degree programs.
- East Valley Institute of Technology (EVIT) is considered a model for career and technical education by the U.S. Department of Education. EVIT provides high school and adult students with hands-on, advanced skills training in over 40 occupation-specific programs from 3D animation and aviation to precision manufacturing and robotics technology. The result is a more than 88 percent placement rate in post-secondary education, jobs, or the military after completing EVIT programs.

SOURCES

http://www.treasury.gov/connect/blog/Documents/20121212_HigherEducation_ExecSumm_vFINAL.pdf
<http://www.gpec.org/doing-business-in-phoenix/regional-profile/education>

Arizona Higher Education By The Numbers

Jobs: 48,203
Students: 736,379

Why Aerospace / Aviation / Defense:

- Aerospace and defense contribute nearly \$15 billion to GDP of Arizona's economy employing more than 150,000 people. Arizona companies earn \$12.9 billion annually from Department of Defense contracts.
- Arizona's aerospace and defense total exports in 2012 were \$2.85 billion, over 18% greater than 2011 exports, primarily attributed to a near \$400 million increase in civilian aircraft, engines and parts exports.
- More than 1,200 Arizona-based companies make this state America's third-largest supply chain contributor for aerospace and defense.
- Mesa is home to a division of The Boeing Company, the largest aerospace and defense company in the world, with a 12.64% market share.
- Phoenix-Mesa Gateway Airport is among the fastest growing airports in the US, hosts more than 40 companies, serves more than 35 cities with non-stop commercial service via Allegiant, and contributes \$1.3 billion annually to the Arizona economy.
- Falcon Field Airport is the 6th busiest general aviation airport in the US.
- More than 100 businesses are adjacent to either Falcon Field or Phoenix-Mesa Gateway airports, employing more than 10,000 employees in the aerospace/ aviation, high-tech, manufacturing and software industry clusters.
- The following market leaders in aerospace and defense operate business lines in Mesa: The Boeing Company – aerospace and defense, avionics and composite manufacturing; Embraer – aircraft maintenance repair and overhaul; MD Helicopters – aerospace manufacturing and development; Timken – metal production technology; Allegiant Airlines – commercial aviation; Able Engineering aircraft parts and maintenance; Orbital ATK – aerospace and defense technologies; and Nammo Talley – development and manufacturing of ammunition.

SOURCES

<http://www.azcommerce.com/industries/aerospace-defense/industry-impact/ad-in-az>
 International Trade Administration, WorldTradeStatistics.com; 2013
<http://www.azcommerce.com/industries/aerospace-defense>
<http://www.azcommerce.com/industries/aerospace-defense>
<http://www.nbaa.org/>

Arizona Aerospace/Aviation/Defense By The Numbers

Jobs: 150,000
Average Wage: \$85,274
AZ GDP Contribution: \$15 Billion