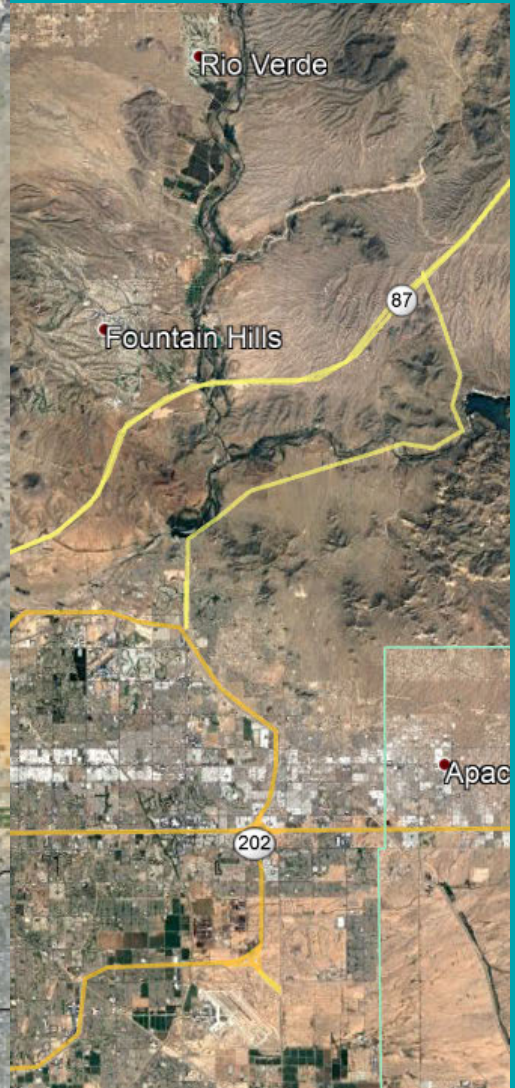
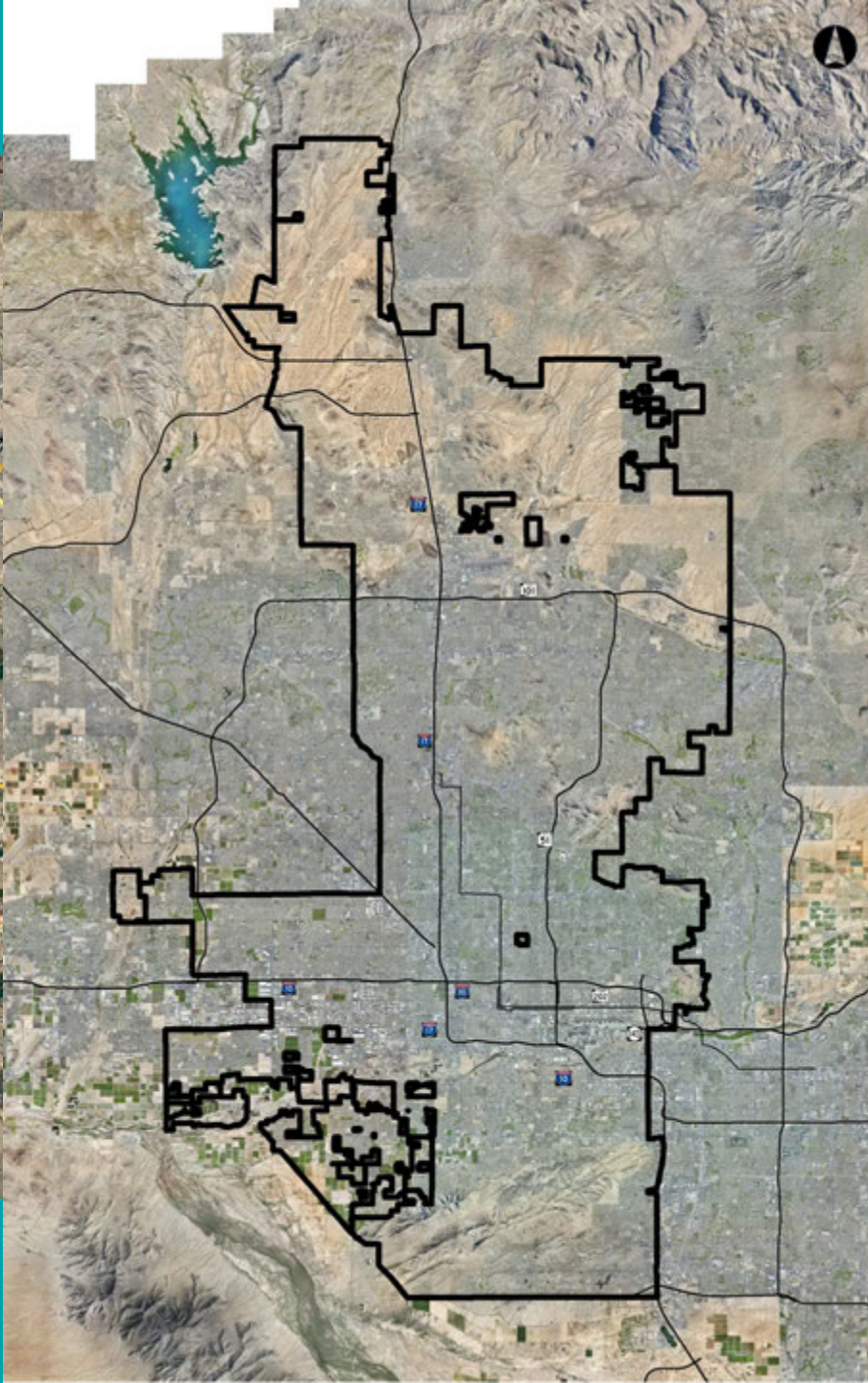
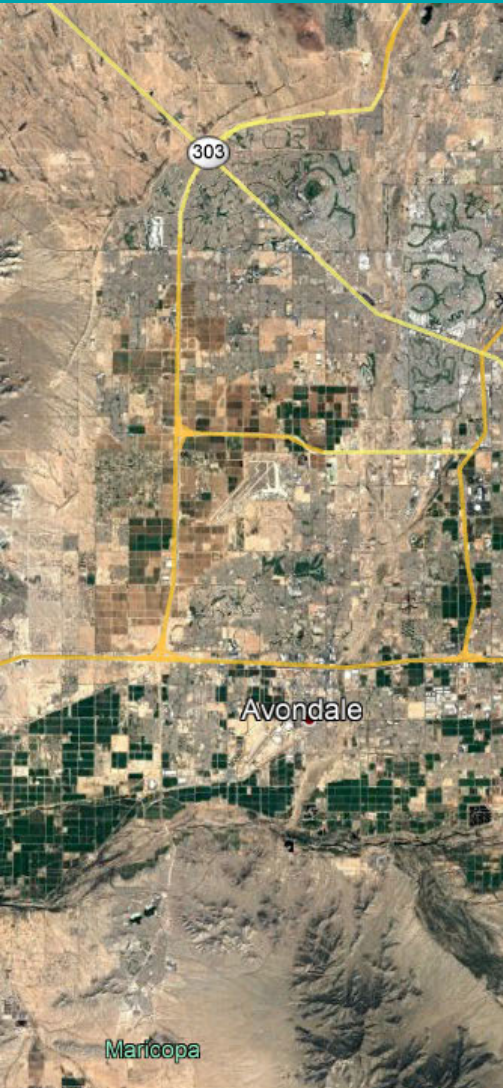


PHOENIX IS HOT.

COMMUNITY AND ECONOMIC DEVELOPMENT

The Economic Value of Water
Water and Economic Opportunity
Water Resources Research Center



Phoenix-area workers had highest wage increases in U.S.

By KARA CARLSON Cronkite News Sep 15, 2017 ● 0

THRILLIST

TRAVEL

12 NEIGHBORHOODS ACROSS AMERICA THAT ARE ABOUT TO GET CRAZY POPULAR

Inc.

Why Businesses Are Moving to This Valley Instead (Hint: It's Not Silicon)

The Mayor of Phoenix and two local companies talk about why the Valley of the Sun is great for business.



YAHOO!



IS PHOENIX THE NEXT SILICON VALLEY?



Banking & Financial Services

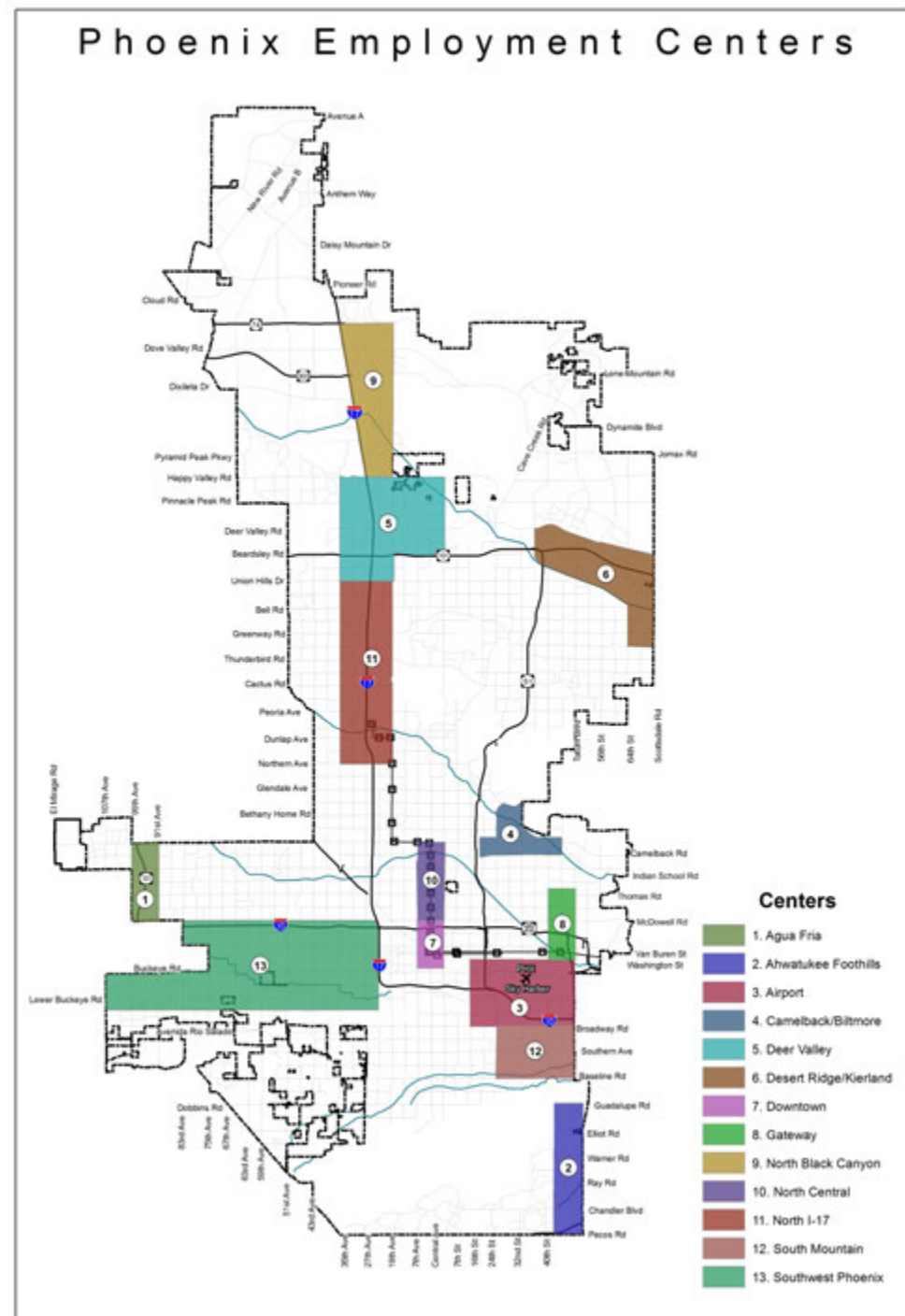
Second headquarters coming to Phoenix for New York financial, payroll firm

PAYCHEX

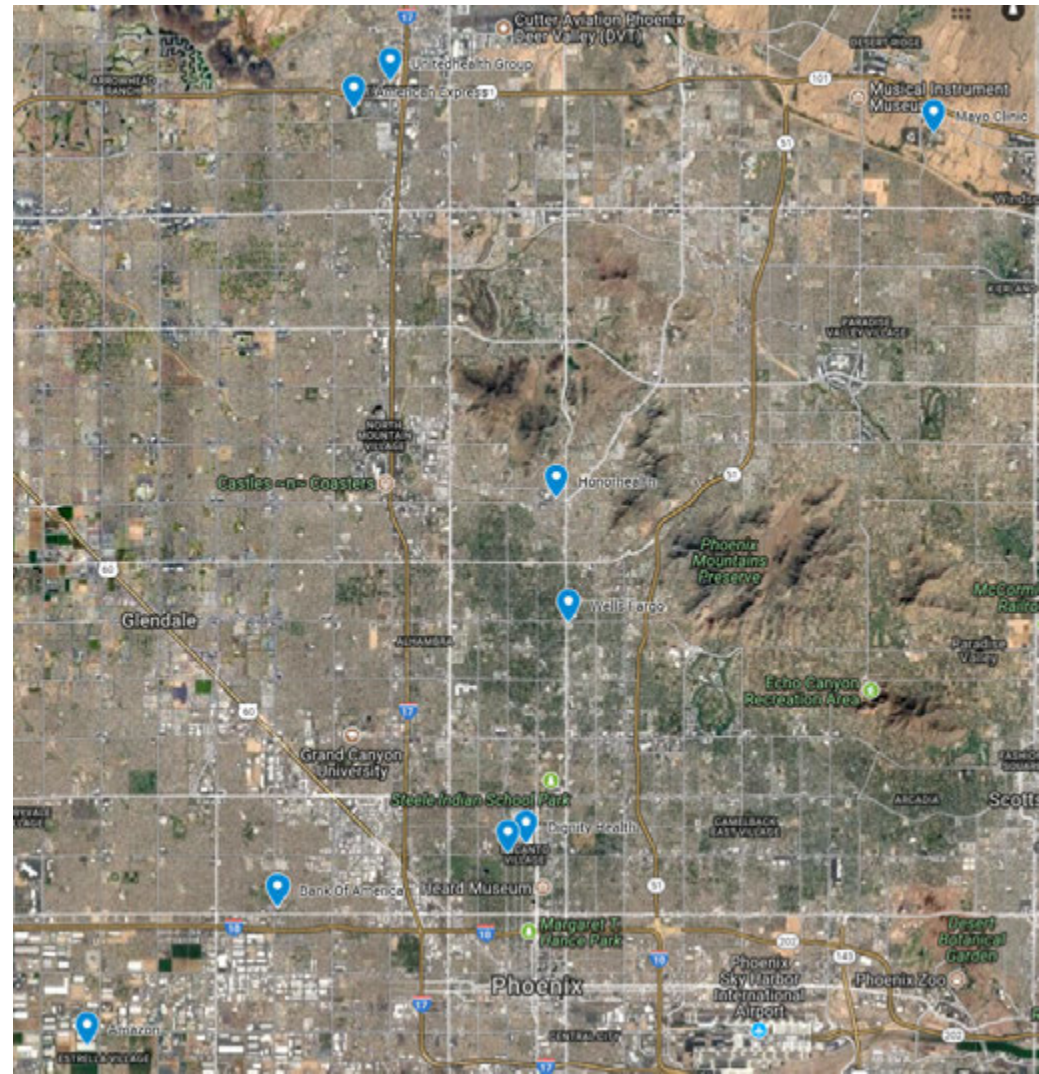
Payroll • HR • Retirement • Insurance

Employment Corridors

13 Targeted Corridors Across the City



1. **Banner Health – 9,996**
2. **American Express – 7,269**
3. **Honeywell – 6,265**
4. **Dignity Health – 5,570**
5. **Bank of America – 5,086**
6. **Wells Fargo – 4,869**
7. **Amazon – 4,838**
8. **United Health Group – 4,827**
9. **JP Morgan Chase – 4,779**
10. **Mayo Clinic – 4,080**



Top Employers



Strategic plan to create the biggest “bounce for our buck”.

Roughly 20% of 2017-18 General Fund appropriated to Capital Improvements.

Economic Development at the table to make decisions about projects to encourage business development.

Strong focus on Employment Corridors



Strategic Water Initiatives



Enterprise Fund

Water Infrastructure

Wastewater Infrastructure

Water credits for Advanced

Manufacturing and Jobs

Water Masterplan

Track large water users

ED works closely with Water

Department



Municipal Utilities



180K Office User

Assumptions:	
Land Cost =	\$3,267,000
Bldg Cost =	\$10,600,000
Capital Equip	\$2,000,000
Full Time Jobs	1,500
Perm. Payroll	60,000,000
Const jobs	0
Const Payroll	0
Avg Annual Salary	\$40,000
Avg Const. Salary	\$0

Economic Multiplier	1.7	SUMMARY REPORT											
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Item	Year 1				Year 5				Year 10			
	Phoenix	School District	State/Mun. Sub.	Total	Phoenix	School District	State/Mun. Sub.	Total	Phoenix	School District	State/Mun. Sub.	Total
1. Real Property Taxes												
Land.....	\$8,307	\$34,664	\$24,898	\$67,869	\$40,291	\$168,118	\$120,754	\$329,163	\$77,674	\$324,104	\$232,794	\$634,572
2. Real Property Tax												
Buildings.....	\$21,563	\$89,974	\$64,626	\$176,164	\$104,580	\$436,376	\$313,436	\$854,393	\$201,614	\$841,262	\$604,254	\$1,647,129
3. Sales Tax on Commercial												
Leases.....	\$51,300	\$0	\$153,900	\$205,200	\$272,359	\$0	\$443,201	\$715,560	\$588,097	\$0	\$443,201	\$1,031,298
4. Construction Sales												
Tax.....	\$93,015	\$0	\$409,266	\$502,281	\$93,015	\$0	\$409,266	\$502,281	\$93,015	\$0	\$409,266	\$502,281
5. Personal Property												
Tax.....	\$3,560	\$14,854	\$10,669	\$29,084	\$13,502	\$56,340	\$40,468	\$110,310	\$29,967	\$125,041	\$89,813	\$244,822
6. Equipment Use/ Sales Tax.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7. Utility Tax												
.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
8. Income Tax												
Employees.....	\$0	\$0	\$5,184,000	\$5,184,000	\$0	\$0	\$27,522,560	\$27,522,560	\$0	\$0	\$59,428,750	\$59,428,750
9. Income Tax												
Const. Employees.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
10. Sales Tax Discretionary												
Purchases (Employees).....	\$151,875	\$0	\$668,250	\$820,125	\$806,325	\$0	\$3,547,830	\$4,354,155	\$1,741,077	\$0	\$7,660,737	\$9,401,814
11. Sales Tax Discretionary												
Purchases (Const. Emp.).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
12. Fuel Tax												
(Fleet Vehicles).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
13. Fuel Tax												
(Employees).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
14. Fuel Tax												
(Const. Employees).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
15. Residential Property Tax												
(Employees).....	\$231,713	\$968,854	\$694,464	\$1,893,031	\$1,158,563	\$4,834,272	\$3,472,318	\$9,465,154	\$2,317,127	\$9,668,545	\$6,944,636	\$18,930,308
16. Residential Property Tax												
(Const. Employees).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL TAX Revenues to Taxing Entities (Primary + Secondary Impact)	\$561,333	\$1,106,347	\$7,210,073	\$8,877,753	\$2,488,635	\$5,495,107	\$35,869,834	\$43,853,576	\$5,048,569	\$10,958,951	\$75,813,453	\$91,820,973

280K Aerospace/ Aviation User

Assumptions:	
Land Cost =	\$21,780,000
Bldg Cost =	\$100,000,000
Capital Equip	\$400,000,000
Full Time Jobs	1,425
Perm. Payroll	126,665,400
Const jobs	0
Const Payroll	0
Avg Annual Salary	\$88,888
Avg Const. Salary	\$0

SUMMARY REPORT

Item	Year 1				Year 5				Year 10			
	Phoenix	School District	State/Mun. Sub.	Total	Phoenix	School District	State/Mun. Sub.	Total	Phoenix	School District	State/Mun. Sub.	Total
1. Real Property Taxes												
Land.....	\$55,382	\$231,090	\$165,985	\$452,458	\$268,604	\$1,120,787	\$805,029	\$2,194,420	\$517,823	\$2,160,693	\$1,551,963	\$4,230,480
2. Real Property Tax												
Buildings.....	\$203,424	\$848,816	\$609,680	\$1,661,920	\$986,606	\$4,116,758	\$2,956,948	\$8,060,312	\$1,902,014	\$7,936,430	\$5,700,508	\$15,538,952
3. Sales Tax on Commercial												
Leases.....	\$60,750	\$0	\$182,250	\$243,000	\$322,530	\$0	\$524,843	\$847,373	\$696,431	\$0	\$524,843	\$1,221,274
4. Construction Sales												
Tax.....	\$877,500	\$0	\$3,861,000	\$4,738,500	\$877,500	\$0	\$3,861,000	\$4,738,500	\$877,500	\$0	\$3,861,000	\$4,738,500
5. Personal Property												
Tax.....	\$762,840	\$3,183,060	\$2,286,300	\$6,232,200	\$3,160,700	\$13,188,479	\$9,472,903	\$25,822,082	\$3,617,705	\$15,095,397	\$10,842,587	\$29,555,689
6. Equipment Use/												
Sales Tax.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7. Utility Tax												
.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
8. Income Tax												
Employees.....	\$0	\$0	\$14,186,525	\$14,186,525	\$0	\$0	\$75,318,187	\$75,318,187	\$0	\$0	\$162,632,608	\$162,632,608
9. Income Tax												
Const. Employees.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
10. Sales Tax Discretionary												
Purchases (Employees).....	\$415,621	\$0	\$1,828,732	\$2,244,353	\$2,206,588	\$0	\$9,708,985	\$11,915,573	\$4,764,627	\$0	\$20,964,360	\$25,728,987
11. Sales Tax Discretionary												
Purchases (Const. Emp.).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
12. Fuel Tax												
(Fleet Vehicles).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
13. Fuel Tax												
(Employees).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
14. Fuel Tax												
(Const. Employees).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
15. Residential Property Tax												
(Employees).....	\$317,052	\$1,322,946	\$950,234	\$2,590,232	\$1,585,261	\$6,614,730	\$4,751,170	\$12,951,161	\$3,170,522	\$13,229,461	\$9,502,339	\$25,902,322
16. Residential Property Tax												
(Const. Employees).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL TAX Revenues to Taxing Entities (Primary + Secondary Impact)	\$2,692,569	\$5,585,912	\$24,070,706	\$32,349,187	\$9,407,789	\$25,040,754	\$107,399,065	\$141,847,608	\$15,546,623	\$38,421,980	\$215,580,209	\$269,548,812

Semiconductor FAB

Assumptions:

Land Cost =	\$0
Bldg Cost =	\$2,000,000,000
Capital Equip	\$3,000,000,000
Full Time Jobs	1,100
Perm. Payroll	134,200,000
Const jobs	3,600
Const Payroll	126,000,000
Avg Annual Salary	\$122,000

SUMMARY REPORT

Item	SUMMARY REPORT											
	Phoenix	Year 1			Phoenix	Year 5			Phoenix	Year 10		
		School District	State/Mun. Sub.	Total		School District	State/Mun. Sub.	Total		School District	State/Mun. Sub.	Total
1. Real Property Taxes												
Land.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2. Real Property Tax												
Buildings.....	\$4,068,480	\$16,976,320	\$12,193,600	\$33,238,400	\$19,732,128	\$82,335,152	\$59,138,960	\$161,206,240	\$38,040,288	\$158,728,592	\$114,010,160	\$310,779,040
3. Sales Tax on Commercial												
Leases.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
4. Construction Sales												
Tax.....	\$13,162,500	\$0	\$57,915,000	\$71,077,500	\$17,550,000	\$0	\$77,220,000	\$94,770,000	\$17,550,000	\$0	\$77,220,000	\$94,770,000
5. Personal Property												
Tax.....	\$4,577,040	\$19,098,360	\$13,717,800	\$37,393,200	\$13,349,700	\$55,703,550	\$40,010,250	\$109,063,500	\$34,709,220	\$144,829,230	\$104,026,650	\$283,565,100
6. Equipment Use/												
Sales Tax.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7. Utility Tax												
.....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
8. Income Tax												
Employees.....	\$0	\$0	\$15,803,392	\$15,803,392	\$0	\$0	\$83,902,354	\$83,902,354	\$0	\$0	\$181,168,179	\$181,168,179
9. Income Tax												
Const. Employees.....	\$0	\$0	\$5,871,600	\$5,871,600	\$0	\$0	\$7,887,516	\$7,887,516	\$0	\$0	\$7,887,516	\$7,887,516
10. Sales Tax Discretionary												
Purchases (Employees).....	\$733,376	\$0	\$3,226,855	\$3,960,231	\$3,893,594	\$0	\$17,131,812	\$21,025,406	\$8,407,336	\$0	\$36,992,277	\$45,399,613
11. Sales Tax Discretionary												
Purchases (Const. Emp.).....	\$94,500	\$0	\$415,800	\$510,300	\$126,945	\$0	\$558,558	\$685,503	\$126,945	\$0	\$558,558	\$685,503
12. Fuel Tax												
(Fleet Vehicles).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
13. Fuel Tax												
(Employees).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
14. Fuel Tax												
(Const. Employees).....	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
15. Residential Property Tax												
(Employees).....	\$559,449	\$2,334,380	\$1,676,718	\$4,570,547	\$2,797,243	\$11,671,902	\$8,383,590	\$22,852,735	\$5,594,487	\$23,343,803	\$16,767,179	\$45,705,469
16. Residential Property Tax												
(Const. Employees).....	\$120,437	\$502,541	\$360,961	\$983,938	\$160,583	\$670,055	\$481,281	\$1,311,918	\$160,583	\$670,055	\$481,281	\$1,311,918
TOTAL TAX Revenues to Taxing Entities (Primary + Secondary Impact)	\$23,315,782	\$38,911,601	\$111,181,726	\$173,409,109	\$57,610,193	\$150,380,658	\$294,714,321	\$502,705,172	\$104,588,858	\$327,571,680	\$539,111,800	\$971,272,338

Power of Infrastructure



Medline Industries	630,000 SF
USAA	644,756 SF
Quicken Loans	150,000 SF
Stitch Fix	365,000 SF
Proton Beam Program	100,000 SF
Essendant Co.	281,000 SF
Earnhart Lexus	279,260 SF
Project Brewer	250,000 SF
Katerra	240,000 SF
Banner Health	650,00 SF

PHOENIX IS HOT.

COMMUNITY AND ECONOMIC DEVELOPMENT

Questions

