

**EXHIBIT B**  
**GPEC PERFORMANCE MEASURES**  
**FY 2017**

Specific performance targets as established by the GPEC Executive Committee and Board of Directors:

<b>1. Payroll Generated</b>	<b>\$305.1M</b>
<b>2. Total Number of Jobs Created</b>	<b>6,556</b>
<b>3. Total Number of High-Wage Jobs<sup>1</sup></b>	<b>2,491</b>
<b>4. Average High-Wage Salary</b>	<b>\$51,827</b>
<b>5. GPEC Assists<sup>2</sup></b>	<b>10</b>
<b>6. Number of Qualified Prospects</b>	<b>229</b>
<b>7. Number of Qualified International Prospects</b>	<b>38</b>

**Footnotes:**

1. High Wage Jobs: High wage jobs are those that are over 125% of the Maricopa County Median Wage (currently \$44,060).
2. GPEC Assist: Companies that located in the region, for which GPEC provided assistance, that do not qualify as a locate due to project size, for example; and would otherwise be listed as “non-reported locates.” This replaces the Emerging Tech Assist metric from previous reports to better capture GPEC activities.