



Greater Phoenix
ECONOMIC COUNCIL

COMMUNITY BENEFITS REPORT

INVESTING IN GPEC

APACHE JUNCTION

This report summarizes the significant benefits and return on investment GPEC delivers to the City of Apache Junction and this region.

REVENUE RETURN

9:1

APACHE JUNCTION INVESTMENT

Funding Request for FY17: \$22,068
(AZ Dept of Administration 2015 Population)

Previous Funding for FY16: \$21,609
(AZ Dept of Administration 2014 Population)

RETURN ON INVESTMENT (5-YR TREND)

\$9

of direct revenue¹ for every \$1 invested.

\$16

of total revenue² for every \$1 invested.

\$15.0M

in new consumer spending³ generated by new Apache Junction jobs and employed Apache Junction residents. An addition of \$11.2 million created by multiplier effects, results in total consumer spending of \$26.2 million.

\$872,000

in new Apache Junction direct revenues³ (boosted to \$1.57 million when including related multiplier effects of \$698,000).

REGIONAL RESULTS SUMMARY

	FY 16*	FY 15	5 YEAR TOTAL
Payroll Generated (in millions of dollars)	\$316.4	\$332.3	\$1,312.3
Jobs	6,676	6,281	28,301
High-wage Jobs	2,193	3,303	10,540
Average Salary	\$47,389	\$52,908	\$46,368
Qualified Prospects	212	259	1,103
Earned Media Reach (in millions of views)	389.6	911.9	3,531.2
Assisted Locates	37	32	168
Capital Investment (in millions of dollars)	\$233.85	\$874.1	\$2,520.0

RESULTS THROUGH REGIONAL SUCCESS

The City of Apache Junction benefits from site location projects and GPEC activities that occur across the region. Economic development projects create value by generating public and private revenues.

Commute patterns and retail studies show that employees of 'locates' live and spend their incomes in all Greater Phoenix communities. Thus, when a company selects a Greater Phoenix location, all communities benefit with increased tax revenues. GPEC-assisted locates have created 301 jobs region-wide for Apache Junction residents over the past 5 years.

301 jobs

*Through May 16, 2016

¹Includes property, sales and utility taxes, as well as state-shared and other local revenues.

²Includes direct revenues plus those generated by related supplier and consumer jobs.

³Revenue estimates are from the Greater Phoenix Consensus Impact Model. In 1999, GPEC and our members developed the region's first-ever consensus-based revenue and economic impact model. Based on nationally accepted multiplier data provided by IMPLAN, the model is customized to calculate economic and revenue benefits for GPEC's members and the State of Arizona.

COMMUNITY LEADERSHIP

Leadership is critical to ensuring the success of your community, GPEC and the region's economic vitality.

ENGAGEMENT OPPORTUNITY

APACHE JUNCTION INVOLVEMENT

GPEC Board of Directors

Councilmember Jeff Serdy

Economic Development Directors Team (EDDT)

Janine Solley, Elan Vallender

ABOUT GPEC NEXT

Operating as a more comprehensive and innovative practice, GPEC Next pursues opportunities with greatest potential for the region through deeper collaboration with our stakeholders, communities and partners. By integrating international attraction and an emerging technologies focus with GPEC's core domestic competency, we will satisfy the market's needs for a stronger, better, proactive regional economic development organization. GPEC Next will achieve a thorough understanding of our competitiveness, realize a streamlined, direct-selling approach to competitor and global markets, and make dynamic improvements to the region's business climate.

ABOUT GPEC

The Greater Phoenix Economic Council (GPEC) is a performance-driven, public-private partnership. GPEC partners with the City of Apache Junction, Maricopa County, 22 other communities and more than 170 private-sector investors to promote the region's competitive position and attract quality jobs that enable strategic economic growth and provide increased tax revenue for Apache Junction.

RETURNING VALUE

GPEC assisted locates in Greater Phoenix in the last five years.

FY16 YTD*

41

assisted locates

FY15

32

assisted locates

FY14

32

assisted locates

FY13

32

assisted locates

FY12

35

assisted locates

STRATEGIC COLLABORATION

- Apache Junction advances GPEC's mission of attracting quality companies to the region by:
- Responding to prospect requests for proposals.
- Participating in prospect community visits.
- Hosting ExecuTours, tailored events for high-level decision-makers.
- Prospecting at trade shows, conferences and sales missions to expand the project pipeline.

COMPETITIVE INTELLIGENCE

GPEC offers Apache Junction access to unique tools and expertise:

- Comprehensive demographic, labor, targeted industry information and marketing assistance.
- CoStar real estate database.
- MetroComp operating cost-comparison software for 50 markets.
- Community Building Consortium.
- Greater Phoenix Consensus Impact Model analysis.