

EXHIBIT B
GPEC PERFORMANCE MEASURES
FY 2018

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

1. Payroll Generated	\$326.60M
2. Total Number of Jobs Created	6,919
3. Total Number of High-Wage Jobs¹	2,698
4. Average High-Wage Salary	\$52,810
5. GPEC Assists²	10
6. Number of Qualified Prospects	229
7. Number of Qualified International Prospects	38

Footnotes:

1. High Wage Jobs: High wage jobs are those that are over 125% of the Maricopa County Median Wage (currently \$44,700).
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.