

July 27, 2015

TO: Members of the MAG Economic Development Committee

FROM: Mayor John Lewis, Town of Gilbert, Chair

SUBJECT: MEETING NOTIFICATION AND TRANSMITTAL OF TENTATIVE AGENDA
FOR THE MAG ECONOMIC DEVELOPMENT COMMITTEE

Tuesday, August 4, 2015 - 11:30 a.m.
MAG Office, Suite 200 - Saguaro Room
302 North 1st Avenue, Phoenix

A meeting of the MAG Economic Development Committee (EDC) has been scheduled for the time and place noted above. Members of the Committee may attend the meeting either in person or by telephone conference. Use of proxy at the MAG EDC is not permitted. A light lunch will be provided.

Please park in the garage under the building. Bring your ticket to the meeting. Parking will be validated. For those using transit, the Regional Public Transportation Authority will provide transit tickets for your trip. For those using bicycles, please lock your bicycle in the bike rack in the garage.

Pursuant to Title II of the Americans with Disabilities Act (ADA), MAG does not discriminate on the basis of disability in admissions to or participation in its public meetings. Persons with a disability may request a reasonable accommodation, such as a sign language interpreter, by contacting Denise McClafferty at the MAG office. Requests should be made as early as possible to allow time to arrange the accommodation.

If you have any questions regarding the EDC agenda items, please contact Dennis Smith, MAG Executive Director, or Denise McClafferty, Regional Program Manager, at (602) 254-6300.

MAG ECONOMIC DEVELOPMENT COMMITTEE
TENTATIVE AGENDA
AUGUST 4, 2015

COMMITTEE ACTION REQUESTED

1. Call to Order

The meeting of the Economic Development Committee will be called to order.

2. Pledge of Allegiance

3. Call to the Audience

An opportunity will be provided to members of the public to address the Economic Development Committee on items not scheduled on the agenda THAT FALL UNDER THE JURISDICTION OF MAG, or on items on the agenda for discussion but not for action. Members of the public will be requested not to exceed a three-minute time period for their comments. A total of 15 minutes will be provided for the Call to the Audience agenda item, unless the Economic Development Committee requests an exception to this limit. Please note that those wishing to comment on action agenda items will be given an opportunity at the time the item is heard.

4. Approval of the June 2, 2015 Economic Development Committee Meeting Minutes

5. Becoming Globally Competitive by Better Understanding Economic Development and Site Selection

One of the primary focuses of the MAG Economic Development Committee has been becoming more globally competitive. Local government agencies work hard to attract investment as well as retain and assist the companies already here in this region. John Lenio is a Senior Vice President at CBRE's Location Incentives Practice. Mr. Lenio has an extensive background in site selection, economic development and tax policy and incentives. He has managed incentive engagements in all 50 states and 10 provinces in Canada. Mr. Lenio will share his unique insight on the nuances of economic development and site

3. Information and discussion.

4. Review and approval of the June 2, 2015 Economic Development Committee meeting minutes.

5. Information and discussion.

selection and how site selectors view Arizona as a business location.

6. Report on an Early Literacy Mapping Pilot Project with Read On Arizona

On March 10, 2014, a \$40,010 grant from Virginia G. Piper Charitable Trust was awarded to Regional Community Partners to develop an early literacy map. Another \$10,000 was later provided to complete the project. The grant supported development of an interactive map with corresponding charts, tables, and training materials for all of Arizona that includes census demographic data, school data, and indicators identified and provided by Read on Arizona. The mapping tool took approximately one year to develop from initial discussions to completion. Making such data in these forms available allows for more robust analysis leading to better informed decisions and greater visualization techniques and effective outreach. This mapping tool is the first time these data have been presented in this way. MAG staff and a representative from Read On Arizona will provide the committee with an update and demonstration of this mapping tool.

7. Commemoration of a National Collaborative Partnership to Promote BIEN in Mexico

On October 21, 2014, MAG and its partners officially launched ConnectBIEN.com, Arizona's first-of-its-kind website that relies on an extensive database to promote and link businesses in Arizona, Mexico and Canada. Since that time, the focus has been on outreach and increasing awareness of the free business-to-business tool. Staff has been working with more than 50 BIEN partners in Arizona, including most recently Salt River Project (SRP), West-Mec, Arizona Manufacturers Council, Chambers of Commerce and others, to promote the site with businesses around the state. In an effort to expand the presence of BIEN throughout the trade region, MAG staff has secured a national partner, CANACINTRA – Mexico's largest industrial organization - to promote BIEN in Mexico.

6. Information and discussion.

7. Approval of a partnership agreement and to coordinate a press conference and commemorative signing of a national collaborative partnership between MAG and its partners with CANACINTRA to promote BIEN in Mexico.

CANACINTRA (National Chamber of Transformation Industries) includes companies that present a great opportunity to enhance business-to-business growth opportunities in sectors of mutual interest in Arizona, Mexico and Canada. Staff is requesting approval of a partnership agreement and to coordinate a press conference and commemorative signing of a national collaborative partnership between MAG and its partners with CANACINTRA to promote BIEN in Mexico at the League of Arizona Cities and Towns Conference on August 20, 2015. Please refer to the enclosed materials.

8. Report on Local Economic Development and Industry Trade Mission to Hermosillo and Guaymas, Sonora, Mexico

On June 3-5, 2015, MAG staff coordinated a statewide delegation trip to Hermosillo and Guaymas, Sonora, which included member agency elected officials, chamber representatives, businesses, economic development and education professionals. The purpose of the trade mission was to meet with key business and policy leaders in Hermosillo and Guaymas to discuss trade and business development opportunities. The delegation also received an update on industry, trade and transportation infrastructure development in Sonora by the federal delegate to Sonora representing Mexico's Secretariat of the Economy, and visited several manufacturing facilities that included companies in the aerospace, automotive, electronics and medical/optics sectors. A tour of the Port of Guaymas was also provided where attendees received an update on projects and port facility development. Staff will provide an update and member agencies, business leaders and chambers who attended the trade mission will share their experience.

9. Update from the Arizona Commerce Authority

An update will be provided on economic development issues of interest in the state of Arizona.

8. Information and discussion.

9. Information and discussion.

10. Update from the Greater Phoenix Economic Council

An update will be provided on economic development issues of interest in the Greater Phoenix Region.

11. Request for Future Agenda Items

Topics or issues of interest that the Economic Development Committee would like to have considered for discussion at a future meeting will be requested.

12. Comments from the Committee

An opportunity will be provided for the Economic Development Committee (EDC) members to present a brief summary of current events and/or share any practical applications of information and initiatives presented to EDC members. The EDC is not allowed to propose, discuss, deliberate or take action at the meeting on any matter in the summary, unless the specific matter is properly noticed for legal action.

Adjournment

10. Information and discussion.

11. Information.

12. Information.

MINUTES OF THE
MARICOPA ASSOCIATION OF GOVERNMENTS
ECONOMIC DEVELOPMENT COMMITTEE

June 2, 2015

MAG Offices, Saguaro Room
302 North 1st Avenue, Phoenix, Arizona

MEMBERS ATTENDING

Mayor John W. Lewis, Gilbert, Chair

*Mayor Michael LeVault, Youngtown, Vice Chair

#Mayor Gail Barney, Queen Creek

#Steven Betts, GPEC

#Tony Bradley, Arizona Trucking Association

Dr. Joseph Cavinato, Thunderbird

*Angela Creedon, Arizona State University

Mark Dreher, East Valley Partnership

*Thomas Franz, Greater Phoenix Leadership

Mayor John Giles, Mesa

Sintra Hoffman, ADOT

*Mayor Linda Kavanagh, Fountain Hills

Jim Kenny, El Dorado Holdings, Inc.

Supervisor Kunasek, Maricopa County

Mayor W.J. "Jim" Lane, Scottsdale

*Mayor Georgia Lord, Goodyear

Mayor Jackie Meck, Buckeye

Mayor Mark Mitchell, Tempe

Mayor Christian Price, Maricopa

Jim Rounds, Elliott D. Pollack & Company

Todd Sanders, Greater Phoenix Chamber
of Commerce

#Mayor Thomas L. Schoaf, Litchfield Park,

Councilmember Jack Sellers, Chandler

Bill Sheldon, WESTMARC

Dan Spitz, Achen-Gardner Construction

Mayor Greg Stanton, Phoenix

#Sandra Watson, ACA

Mayor Jerry Weiers, Glendale

#Mayor Kenneth Weise, Avondale

*Mayor Sharon Wolcott, Surprise

* Not present

Participated by video or telephone conference call

OTHERS PRESENT (from sign-in sheet(s)):

James Ahlers, Molera Alvarez

Roc Arnett, EVP

Anubhav Bagley, MAG

Len Becker, Buckeye

Frank Beltran, Trade Base Mexico

Alana Chávez Langdon, MAG

John Catapano, Maricopa Community Colleges

Robert Cox, ASU

Natalia Cuneo, MAG

Elias Espinoza, Arizona Business Bank

Mike Farrar, Carefree

Councilman Marcelino Flores, Pascua Yaqui

John Wayne Gonzales, Phoenix

Walt Gray, West Side Town Hall

Michelle Kauck, GPEC

Denise McClafferty, MAG

Lora Mwaniki-Lyman, MAG

Jessi Pederson, Goodyear

Linda Priano, MAG

Nathan Pryor, MAG

Tom Remes, Phoenix

Dennis Smith, MAG

Tim Strow, MAG
Kelly Taft, MAG
Marisa Walker, ACA

1. Call to Order

The Economic Development Committee (EDC) meeting was called to order by Chair Lewis at 11:40 a.m.

2. Pledge of Allegiance

The Pledge of Allegiance was recited. Mayor Barney, Steve Betts, Tony Bradley, Mayor Schoaf, Sandra Watson and Mayor Weise joined the meeting via teleconference.

Chair Lewis recognized the attendance of two students participating in the Arizona State University Native American Management Intern Program, Cora Tso and Skye Mike, to the meeting.

Chair Lewis noted public comment cards were available for those members of the public who wish to comment. Chair Lewis stated that transit tickets were available from Valley Metro for those using transit to come to the meeting. Parking validation was available for the MAG parking facilities for those who parked in the garage.

3. Call to the Audience

Chair Lewis noted that the Call to the Audience provides an opportunity to members of the audience who wish to speak on items not scheduled on the agenda that fall under the jurisdiction of MAG, or on items on the agenda for discussion but not for action. Citizens are requested to not exceed a three minute time period for their comments. A total of 15 minutes is provided for the Call to the Audience agenda item, unless the Economic Development Committee requests an exception to this limit. Those wishing to comment on agenda items posted for action will be provided the opportunity at the time the item is heard. Chair Lewis noted no public comment cards had been received.

4. Approval of the May 5, 2015 Economic Development Committee Meeting Minutes

Chair Lewis asked members of the committee if they had any questions or comments regarding the May 5, 2015, meeting minutes. There were none. Mark Dreher moved to approve the May 5, 2015, Economic Development Committee meeting minutes. Mayor Price seconded the motion and the motion carried unanimously.

5. Report on the Sun Corridor: A Competitive Mindset

Grady Gammage, Senior Research Fellow for the ASU Morrison Institute for Public Policy, provided a presentation on the importance of the Sun Corridor to Arizona's economy. He discussed the recent report "*Sun Corridor: A Competitive Mindset*" that builds upon the Morrison Institute for Public Policy's 2008 Megapolitan report. Mr. Gammage explained the megapolitan concept, which is defined as two or more metropolitan areas with anchor

cities 50 to 200 miles apart and have a high level of economic integration of overlapping commute patterns. He explained that megapolitans are expected to have at least 5 million people by 2040 and be "combined statistical areas," as defined by the U.S. Census. Other megapolitan areas that are generally considered to be a Sun Corridor competitor include Seattle (Puget Sound), Portland (Willamette), Las Vegas, Atlanta, Denver (Front Range), Dallas-Fort Worth, Houston and Southern California.

Mr. Gammage discussed Arizona's future opportunities and challenges. He explained that the Sun Corridor, which cuts across six counties from the border with Mexico to the center of Yavapai County, is the home to eight out of ten Arizonans. It is estimated that in the next several decades, two out of three Americans will live in a megapolitan, accounting for 60 percent of the population on only 10 percent of U.S. land. He stated more than 80 percent of Arizona residents live in the Sun Corridor and 90 percent of Arizona's economic activity is in the Sun Corridor.

Dennis Smith commented that this information does not support the national image of Arizona as sprawling. Mr. Gammage stated that he agreed with Mr. Smith's comment and he finds this very frustrating. He added two things he continually hears is Arizona has limited water and is sprawled out. We struggle to dispel these images. Mr. Gammage reported that the Sun Corridor has a surprisingly high population density, and 85 percent of Arizona residents live in areas that are denser than Seattle and Denver. He added that the Sun Corridor is also more than twice as dense as Atlanta or St. Louis.

Mr. Gammage discussed the development potentials and challenges that Arizona faces. He stated that there will never be unbroken development stretching between Phoenix and Tucson because of all the protected land in the Sun Corridor. He noted that only 23 percent of the land within the Sun Corridor is privately owned and discussed existing city limits, tribal lands, national parks, forests and wilderness, military land, Bureau of Land Management land and State Trust land. Mr. Gammage stated that one of the challenges will be how State Trust land will be developed and indicated that this is a critical piece since more than a quarter of the Sun Corridor is managed by the State Land Department.

Mr. Gammage stated some national reports and articles view Arizona as the most challenged place in the nation in regards to climate change. He does not believe this is true. He added Arizona is hot, but we are prepared to deal with the heat. Mr. Gammage explained that there are many places in the country where sea levels will rise and they are not prepared. He noted that major companies are beginning to realize that the Sun Corridor does not have significant natural disasters. Mr. Gammage commented that he was at a presentation and the speaker reported that one of the reasons State Farm Insurance decided to move their regional headquarters to Tempe, Arizona was because they needed to have their offices in an area where there are not a lot of natural disasters, so that employees could answer the telephones when their customers call in with a insurance claim.

Mr. Gammage also provided statistics and demographics showing the change in the minority population, who is voting and shaping Arizona's future and influencing policy decisions. He reported approximately one-third of the voting population is not registered to vote and

another one-third is registered but did not vote in 2014, which means the remaining third, or about 16 percent decide the outcome of elections. He provided comparative statistics and projections between the senior population change in the megapolitan areas and pointed out that, although many believe that the percentage will be high in the Sun Corridor, it is not true. He noted that Pittsburgh, Pennsylvania has the highest increase of their aging population. Mr. Gammage also discussed projected changes to the gross regional product, demand for non-residential space and location quotients for selected industries.

Mr. Gammage stated the report also identified particular challenges that Pima County has that Maricopa County does not have. One of the different challenges was pot holes. He reported that a national study ranked the City of Phoenix number one, with the fewest amount of pot holes. The city that ranked the lowest, with the most pot holes, was Tucson. Mr. Gammage also discussed education in Arizona. He indicated Arizona is ranked 47th among the states when it comes to per-pupil classroom spending and ranks 50th for administration spending.

Mr. Gammage noted it has been suggested that we could improve our position by moving money from administration to the classroom, however, studies show that if district and school-level funding was transferred to the classroom, Arizona would still rank 47th in the nation. He reported that elementary teacher salaries are the single biggest problem when competing with other megapolitan regions. Eighty percent of all K-12 spending goes to salaries and benefits, so low education funding means low-pay for teachers. He stated Phoenix and Tuscon teachers are paid substantially less than those in our competitor cities, even when controlled for cost of living.

Mr. Gammage indicated that we need to continue to aggressively pursue trade with Mexico. He explained the economic size and concentration of the Sun Corridor makes trading partnerships with Mexico and Canada attractive to everyone. He added collaboration with state agencies, regional entities, and the major universities is essential so that Arizona does not fall behind in the race for global trade demands. Mr. Smith stated MAG has a great partnership with Tucson and added that Tuscon has joined with MAG on the Joint Planning Advisory Council. Mr. Smith discussed the Intermountain West Metropolitan Planning Organization. He stated four MPO's went to the Utah legislature and linked together on a unified, integrated plan to get their gas tax passed. Mr. Smith added if Maricopa, Pinal, Pima, Santa Cruz, and the border counties worked together to establish an economic plan for this corridor, that is not controlling of the other counties, and is seamless and integrated, we could be successful.

Chair Lewis thanked Mr. Gammage for the report and asked if there were any comments or questions from the committee.

Mayor Mitchell commented that the tools are right in front of us, however, the challenge is connecting the opportunities with the tools, in order to get this economy moving forward. He added Arizona is business-friendly, competitive, and has tremendous assets but feels we do not do a good enough job communicating this. Mr. Gammage agreed that we have allowed Arizona's character to be defined by people outside looking in and this has been a

consistent problem. He reiterated that the single, biggest problem we have in competing for Fortune 500 companies is education.

6. Economic Challenges and Opportunities Around the World

Chair Lewis stated at the last Joint Planning Advisory Council (JPAC) meeting, one presenter commented that there is much in common between mayors and farmers. After the meeting, Chair Lewis and Dr. Cavinato had a discussion with other attendees and shared their thoughts. Chair Lewis spoke on the parallel points the presenter made. Farmers know the productive value of their land; mayors know their community, infrastructure, work force and training; farmers know what's needed to best mix things to produce the best results; mayors know what to seek, encourage, invest in, or what to stop doing; farmers know the costs and trends for producing their profitable best; mayors know markets, taxes, seed and fuel costs, and surrounding competitors; farmers connect with others, often sharing their equipment, jointly discuss the planning of seeding and harvesting using others' equipment and manpower; mayors know how to collaborate with others among their community. He noted both have a job of working with what is available, working with others in their communities and what to encourage and develop.

Chair Lewis then introduced Dr. Cavinato. Dr. Cavinato provided a report on interviews he had conducted with CEO's and mayors from around the world since 1990. He reported he has visited 1,047 organizations in 83 countries and has conducted over 6,700 interviews, which included 105 mayors. During the interviews, he asked the business leaders what challenges and opportunities were they going to face in the next 3-5 years; the main factor driving change in their organization's industry; and what the organization was doing about it. Dr. Cavinato found most of the CEO's had a hard time answering these questions because of their strong focus on the present.

Dr. Cavinato indicated when he was interviewing mayors from around the world, he found that there is little commonality in the title. He explained there is a mix of the primary mayoral roles, but six different patterns stand out as they were described in the interviews he conducted. He explained some mayors were considered to be the CEO of a city, others were the chair of the governing council/board with little independent power/authority, while others were only a ceremonial role. Also included are mayors that were the benevolent overseer of their community, while others were a driving visionary, connector, marketer and energy of growth. He noted former New York City Mayors Rudy Giuliani and Michael Bloomberg were managers, but they were also definite leaders. He explained both had visions of what could be done to build and make prosperity, both were competitive drivers and both knew that growth does not "just happen." They reached out to make things happen.

Dr. Cavinato also discussed his involvement in a newly forming economic development committee in Sri Lanka. Sri Lanka is an island that is approximately one fourth the size of Arizona and is located south of India with a population of 21 million. He noted some of the participants include the Mayor of Colombo and business and community leaders. Dr. Cavinato recognized recent conversations that these community leaders were having are very similar to the discussions that our EDC committee has, such as what and who they are

economically; what they can and want to be; how to attract good growth; and how to promote and market their country.

Chair Lewis asked if there were any comments or questions from the committee. There were none.

7. Update on Building an International Economic Network (BIEN)

Alana Chávez Langdon, MAG International Economic Development Analyst, provided an update on the metrics of the BIEN database. She reported that there were 738 businesses registered on the website. This includes 685 businesses in Arizona, 51 in Mexico and two located in Canada. The site currently has 819 users and has had 94 connection requests. Ms. Chávez Langdon noted that BIEN currently has 48 partners on the website from Arizona and current initiatives are taking place to find national partners in Canada and Mexico. She stated that the Phoenix metro region has a total of 505 registered businesses, which accounts for 69 percent of the total number of businesses on BIEN. The top six cities in the Greater Phoenix metro region that have the most businesses registered on BIEN include Phoenix, Scottsdale, Mesa, Tempe, Chandler and Gilbert, with the majority of them registered in the business services category. Other top cities in Arizona include Tucson, Nogales, Safford and Bisbee. She also reported that recent international visitors to the website have included users from Mexico, Japan, Brazil, China and Canada.

Ms. Chávez Langdon stated BIEN recently partnered with SRP and Tucson Electric Power. She added that SRP conducted a survey among its commercial customers regarding BIEN, and results show that 72 percent of their commercial customers are interested in learning about exporting opportunities for their businesses and 53 percent rated it valuable for their business. Ms. Chávez Langdon also discussed some of the recent marketing efforts to promote BIEN. This included discussions with the Southwest Valley area cities and chambers, as well as participation at various events, such as Arizona Small Business Association Biz Expo, the East Valley Hispanic Chamber of Commerce breakfast, the City of Buckeye Small Business event, a meeting with the Scottsdale Chamber, as well as the upcoming Arizona trade mission to Hermosillo and Guaymas on June 3-5, 2015. She added that 40 attendees will be on this trip and they have a very busy agenda that includes visits to economic development agencies and chamber organizations, industry site visits and a tour of the Port of Guaymas.

Chair Lewis asked if there were any comments or questions from the committee. There were none. Chair Lewis stated that he was looking forward to a report of the tour at the next EDC meeting

8. Discussion on Communication and Engagement Between City and Local Business Leaders

Chair Lewis stated at a previous meeting, elected officials discussed with the committee ideas and suggestions on what business leaders could do to better communicate with elected officials. Chair Lewis added that the business members would now have the opportunity to provide their ideas and suggestions on how elected officials could better communicate with the business community. Chair Lewis noted he would move to the next two agenda items

and then return to this item, to allow time for the business leaders to gather their thoughts.

9. Update from the Arizona Commerce Authority

Marisa Walker, Senior Vice-President of Strategic Planning & Infrastructure with the Arizona Commerce Authority (ACA), discussed their goals and results to date in the area of new jobs. She noted that they have been working very hard and have exceeded their goal of 15,000 new jobs, with 16,623 new jobs to date. She also discussed the markets and industries that ACA is currently working on. This includes putting a lot of attention and emphasis in manufacturing and advanced business areas.

Ms. Walker also highlighted the recent U.S.-Mexico Binational Bridges and Border Crossings Group that took place in Washington, DC. She added that the purpose of the meeting was to discuss operational matters involving existing and proposed international bridges and border crossings and their related infrastructure, and to exchange views on policy as well as technical information. The event also brings in border experts to discuss the operations and planning of existing and proposed international bridges and borders. She stated ACA held two sessions at this event. The Mayor of Douglas and his delegation discussed funding and positioning strategies for the new Douglas Commercial Port of Entry and a delegation led by the Mayor of San Luis, presented discussions on expanding the San Luis border to allow personal vehicles to cross the border. She added Mexican nationals see this as a very important issue.

Ms. Walker also commented that one of the most intriguing projects that was being presented at the event included possible development of an international rail crossing to be located at the Santa Teresa Port of Entry, south of the Union Pacific Intermodal facility. She indicated she would be happy to present to this committee any updates regarding this rail crossing.

Ms. Walker added under the leadership of the Arizona-Mexico Commission, they were able to broker an agreement with the Federal Reserve Bank in Dallas, which does a lot of work in the border regions. She added ACA will be meeting with them to scope out a work plan and suggested that this could also be a future agenda item for this committee, to have them come and discuss ways in which they could advance more detailed analysis to include Arizona. Lastly, Ms. Walker discussed the border banking issue, which has become very problematic for the border communities due to the number of banks that have closed their doors. She stated the Federal Deposit Insurance Corporation (FDIC) is hosting a workshop on June 16, 2015 in Nogales, Arizona. The workshop will cover banking relationships with cross border activities and regulatory requirements.

10. Update from the Greater Phoenix Economic Council (GPEC)

Steve Betts commented that GPEC has welcomed several new locates in the last month, including Arvato, a tech based company who located to the San Tan Tech Center in Chandler; and Booker, an online service based company with operations in NYC and Orange County, who will be setting up space at SkySong in Scottsdale. He added GPEC recently returned from Washington, D.C. where a 55-member delegation spent three days covering meetings on the hill, briefings with federal agencies, and visits to three embassies.

Mr. Betts reported there has been great media coverage on the region, including an international piece on the impact of Canada to Arizona's economy, that ran in the National Post, which was a result of an in-bound media tour GPEC hosted in March; as well as a piece in Governing Magazine about the importance of research and development to economic growth, written by a reporter who attended the National Press Club event hosted by GPEC on Building an Innovative Economy during the Washington, D.C. trip; and a piece in the National Journal on Velocity and how Greater Phoenix is working to become a hub for R&D and innovation.

Chair Lewis returned to agenda item #8.

8. Discussion on Communication and Engagement Between City and Local Business Leaders

Chair Lewis stated the committee business members would now have the opportunity to share their ideas and suggestions on how elected officials could better communicate with the business leaders.

Mark Dreher stated one of the things that he finds very refreshing is the spirit of cooperativeness with the business community, which is much different than it has been in past years. He added visits from a mayor or councilmember to existing businesses are very important. Mr. Dreher noted that city officials do a good job working through community organizations and chambers to get with businesses, but a one-on-one visit from a mayor or councilmember goes an incredibly long way. Also continuing support for community organizations, such as WESTMARC, East Valley Partnership, Greater Phoenix Leadership and others is another critical piece.

Mr. Dreher also stated every business leader is interested in job programs and job training. He also discussed the need for international programs. He added when he speaks with business owners, many have opportunities in the international arena but do not know where to start. Mr. Dreher noted recent programs such as RevAZ, ExporTech, among others, are assets in assisting business owners to get things off the ground.

Jim Kenny added in the City of Buckeye, they have informal quarterly meetings/forums with the planning director staff, economic development staff and business leaders so that they have an opportunity to share ideas and issues from both the public and private side so that they can work cooperatively and establish common ground.

Dan Spitz stated 95 percent of his business is working for public owners and they are seeing more and more groups working in silos. He suggested an open forum that would allow discussions with the engineers, planning and development, the development partners, and construction partners to increase collaboration. Sintra Hoffman stated ADOT has an extensive business outreach program that includes regional and community interests. Also, when working on the municipal level, ADOT realizes the importance in being aligned with the elected officials. Bill Sheldon stated he agrees with all the comments and also discussed the importance of regionalism. He commented that increasing cooperation between the east and west valleys would be very beneficial. He also suggested a subcommittee be formed to analyze and identify the risks that this region may face in the future.

11. Request for Future Agenda Items

Chair Lewis asked if there were any requests for future agenda items. There were none.

12. Comments from the Committee

Chair Lewis reminded committee members that on June 24, 2015, the Passing of the Gavel Ceremony will take place at the Phoenix Airport Marriott. He added a MAG letter of support to Arizona State University for an Advanced Flexible Hybrid Electronic Institute, will be discussed at the next Executive Committee meeting. Mr. Smith commented that ASU has requested a small funding amount which will be discussed at the Executive Committee meeting.

Chair Lewis also reminded committee members that there will not be a July meeting. The next meeting will be on August 4, 2015.

Adjournment

There being no further business, the Economic Development Committee meeting was adjourned at 1:24 p.m.

Chair

Secretary



**COMMEMORATION OF NATIONAL COLLABORATIVE PARTNERSHIP
BETWEEN THE MARICOPA ASSOCIATION OF GOVERNMENTS (MAG) AND ITS PARTNERS
AND CANACINTRA TO PROMOTE BUILDING AN INTERNATIONAL ECONOMIC NETWORK (BIEN)
IN MEXICO**

Whereas, local government officials in Arizona and Sonora have formed the Ari-Son Megaregion and forged an alliance and spirit of cooperation to empower economic opportunity, including expanding business-to-business connections, trade, transportation infrastructure, commerce and tourism; and

Whereas, more than 50 partners in Arizona, including the Arizona Commerce Authority, Arizona Department of Transportation, Arizona Mexico Commission, Canada Arizona Business Council, MAG and the U.S. Commercial Service, have joined together to increase international exports in Arizona; and

Whereas, the Building an International Economic Network (BIEN) database and connection tool, ConnectBIEN.com, was created to strengthen small and medium sized business connections in Arizona and with Mexico and Canada – Arizona’s two largest trading partners; and

Whereas, Mexico is the 15th largest economy in the world and represents \$15.9 billion in annual bilateral trade with Arizona; and

Whereas, CANACINTRA (National Chamber of Industry Transformation) represents the largest industrial organization in Mexico and includes companies that enhance business-to-business growth opportunities and expanded supply chain networks in sectors of mutual interest in Arizona, Mexico and Canada; and

Whereas, CANACINTRA is prepared to promote ConnectBIEN.com with its membership and engage in collaborative marketing efforts to forge stronger business connections in the Ari-Son Megaregion, Sinaloa, Baja California and throughout Mexico; now therefore,

We, the signatories below, today commemorate the historic national collaborative partnership between MAG and its partners and CANACINTRA to promote Building an International Economic Network (BIEN) in Mexico and pledge our commitment to work together to strengthen business-to-business connections in the Arizona, Mexico and Canada trade region.

Signed this 20th day of August, 2015,

Mayor W.J. “Jim” Lane, City of Scottsdale
Chair, Regional Council
Maricopa Association of Governments

Ing. Rodrigo Alpizar Vallejo
National President
CANACINTRA

Mayor John W. Lewis, Town of Gilbert
Chair, Economic Development Committee
Maricopa Association of Governments

WITNESSED:

Mayor Jonathan Rothschild, City of Tucson
Host City
League of Arizona Cities and Towns 2015 Annual Conference