

Next Steps for Cities (Aftercare Focus):

Possible Aftercare Next Steps for Mayors Working with Their Economic Development Staff:

1. Finalize City Aftercare List. Work with MAG to refine the inventory/list of all foreign companies with operations within your respective cities (the “Baseline Aftercare List”). If you have a large number of foreign companies within your city, consider creating a “high priority” expansion target list, or separating your list by country of origin (e.g. all Canadian companies in List 1, German companies in List 2, etc.)

Purpose: Develop baseline data to support aftercare efforts within your city.

2. Outreach by Mayors and Economic Development Staff to Build Relationships with FDI C-Suite Executives: Aftercare best practice across the country indicates that a personal touch and perception of access to local leaders makes a difference in expansion decisions. Gains can be expected if mayors commit to monthly or quarterly breakfast meetings with the CEOs of the foreign companies in their city to cultivate relationships (with coordination support available from the Maricopa Association of Governments (MAG), Greater Phoenix Chamber of Commerce, Arizona Commerce Authority (ACA) and other Economic Development Organizations (EDOs), as requested by mayor). These breakfast meetings are intended to be informal, small group get togethers to discuss current issues and put concerns on the table. Lessons learned could be shared by the Mayors at the MAG Economic Development Committee (EDC) meetings.

Purpose: Consistent, systemic relationship building with CEOs of foreign owned companies located in your city. Learn about the specific needs of your foreign companies and prioritize high-potential expansion targets. Create an environment/mindset that fosters retention and attracts additional investment.

3. EDC Focus on High Priority Aftercare Targets. For those local foreign direct investment (FDI) companies that are high priority expansion targets, the mayor from the city where the company is based invites the CEO to make a presentation at the MAG EDC meeting; with the mayor introducing the CEO and saying a few remarks about how important the success of their business is to their city. The CEO would be asked to speak to EDC members about their company, their experiences as a foreign subsidiary in Arizona, their particular needs, etc.

Purpose: (i) Become better informed about the particular needs/challenges/opportunities of foreign companies operating in your cities; (ii) high priority expansion targets get recognition associated with being the center of attention; (iii) high level political lens (mayors) on what needs to happen to make foreign owned companies thrive and expand in Arizona; (iv) begin integrating FDI companies in FDI efforts.

4. Financial/P3: Identify any possible Public Private Partnership (P3) projects within your city of significant size (minimum of \$100 million) that you would like added to the State’s P3 list and advise ACA of interest.

Purpose: Provide access to possible alternate funding source for important city/county infrastructure projects via listing in Statewide Investor Guide.