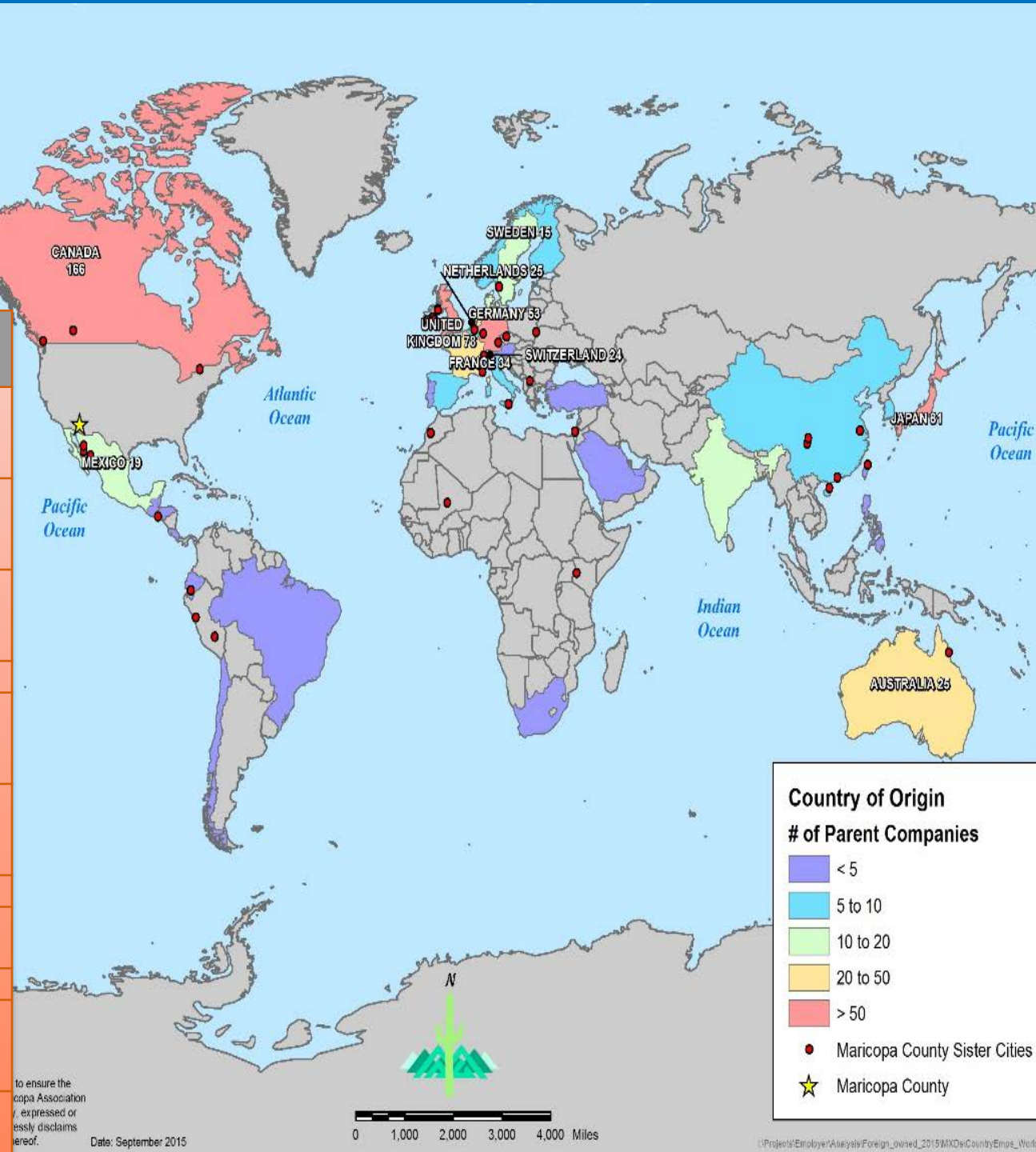
MAG Region Sister Cities Research Project

Going Global With Economic Purpose

March 2016

Sister Cities & AZ Parent Companies Country of Origin

Sister City	Country	Local City	Jobs
Burnaby Calgary Kingston	Canada	Mesa Phoenix Scottsdale	22,316
Newtownabbey Ards	United Kingdom	Gilbert Peoria	11,379
Dierdorf Regensburg	Germany	Fountain Hills Tempe	8,092
Himeji	Japan	Phoenix	7,005
Grenoble Beaulieu-sur-Mer	France	Phoenix Tempe	6,260
Guaymas Hermosillo Álamos	Mexico	Mesa Phoenix Scottsdale	5,266
Trollhättan	Sweden	Tempe	2,443
Interlaken	Switzerland	Scottsdale	1,847
Cairns	Australia	Scottsdale	1,729
Tullamore Ennis Carlow	Ireland	Chandler Phoenix Tempe	1,602
Kasterlee	Belgium	Fountain Hills	1,099



Project Premise

Where Are We?

Versus

Where *Should* We Be?

MAG Region Sister Cities

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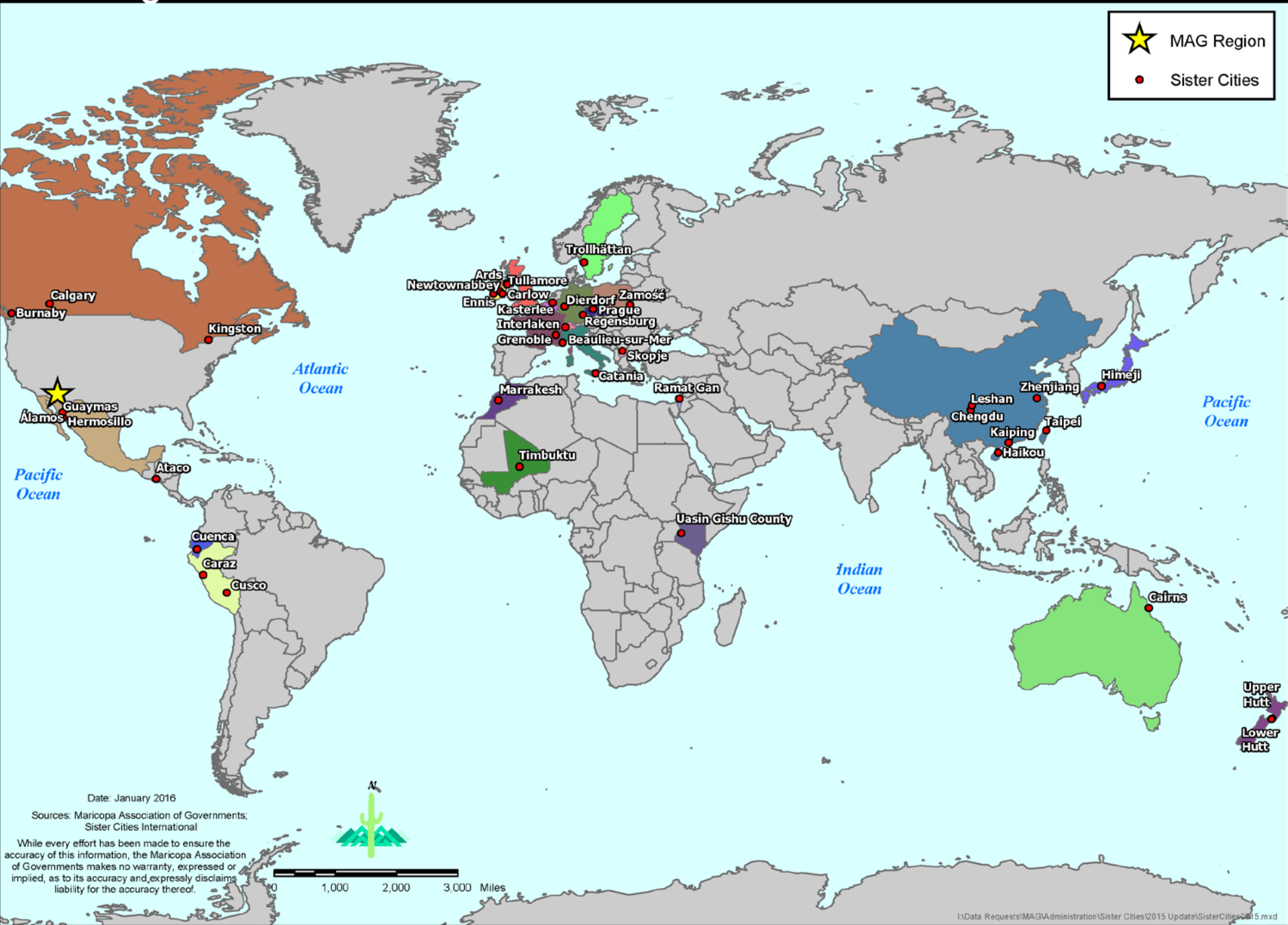

Arizona Top Trade and FDI Markets

Trade

- Mexico
- Canada**
- UK*
- China**
- Germany**

FDI

- Canada**
- UK*
- Germany**
- Japan**
- France
- Mexico
- Luxembourg*
- Spain
- Netherlands*
- Sweden*
- Switzerland*

* Top 10 Most Innovative Global Economy
**Top 20 Most Innovative Global Economy

MAG Region Sister Cities with Arizona's Top Export Trade Markets

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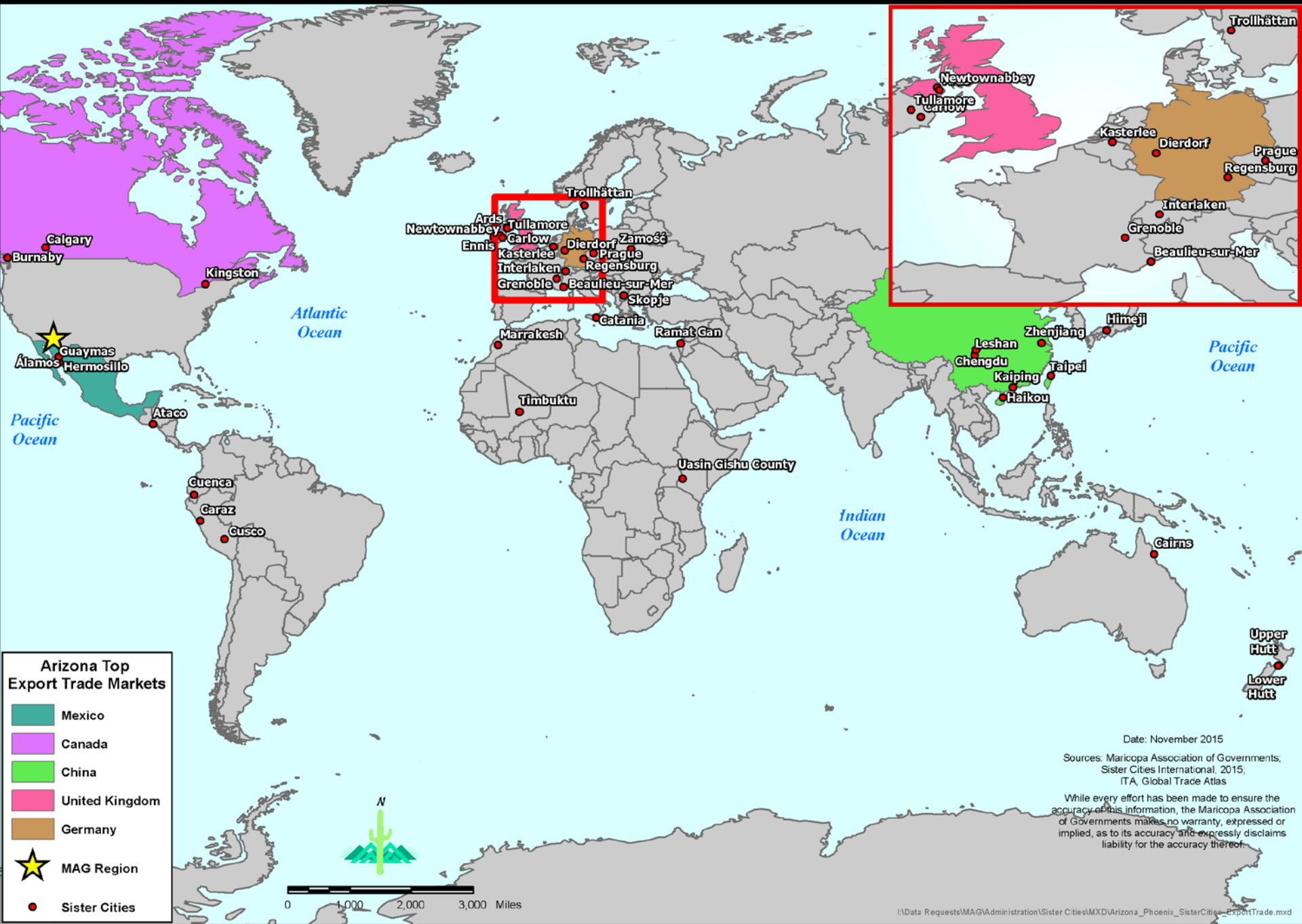

MAG Region Sister Cities with Arizona's Top FDI Markets

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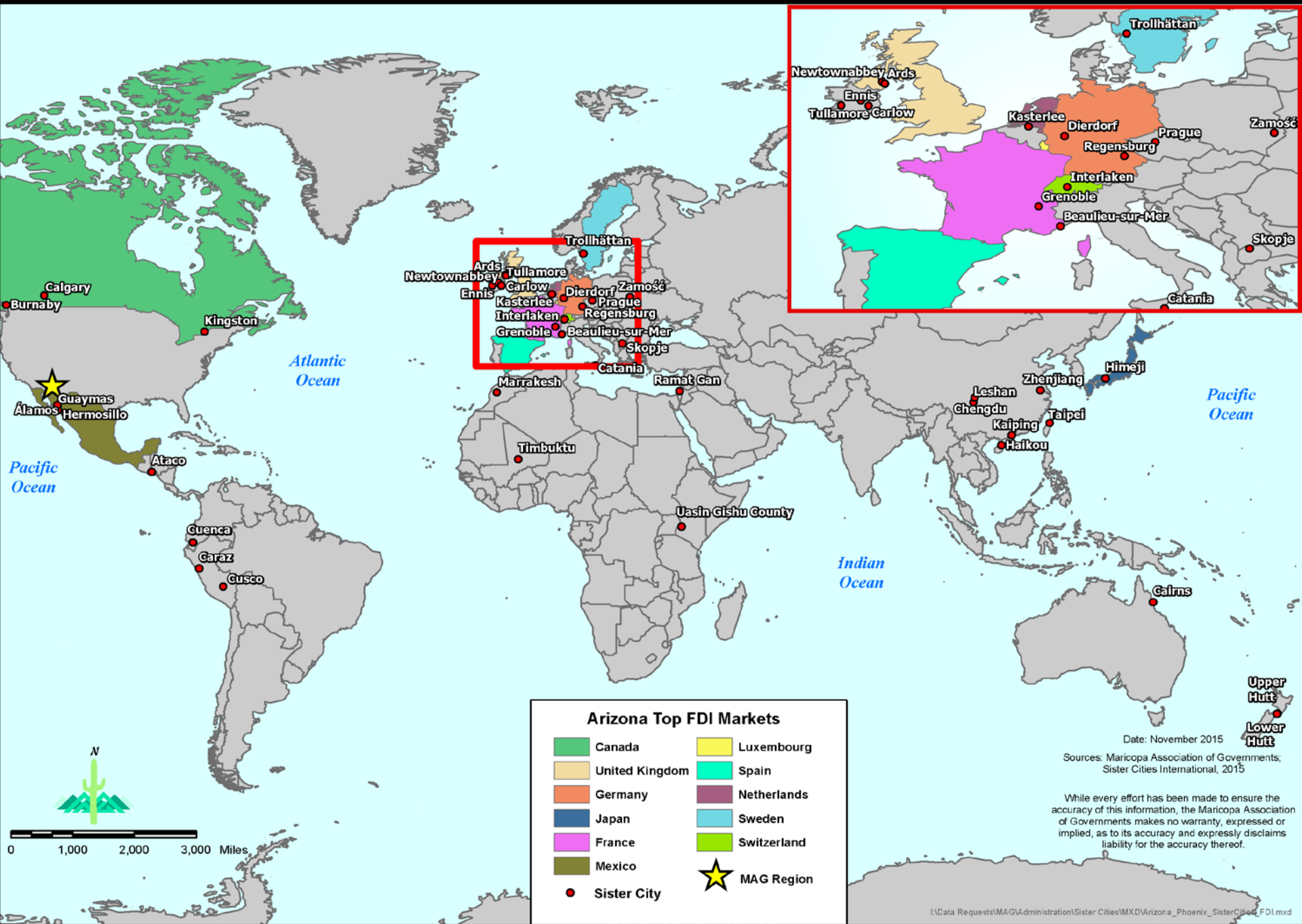

Top 10 Countries With the Most Innovative Economies
With MAG Region Sister Cities

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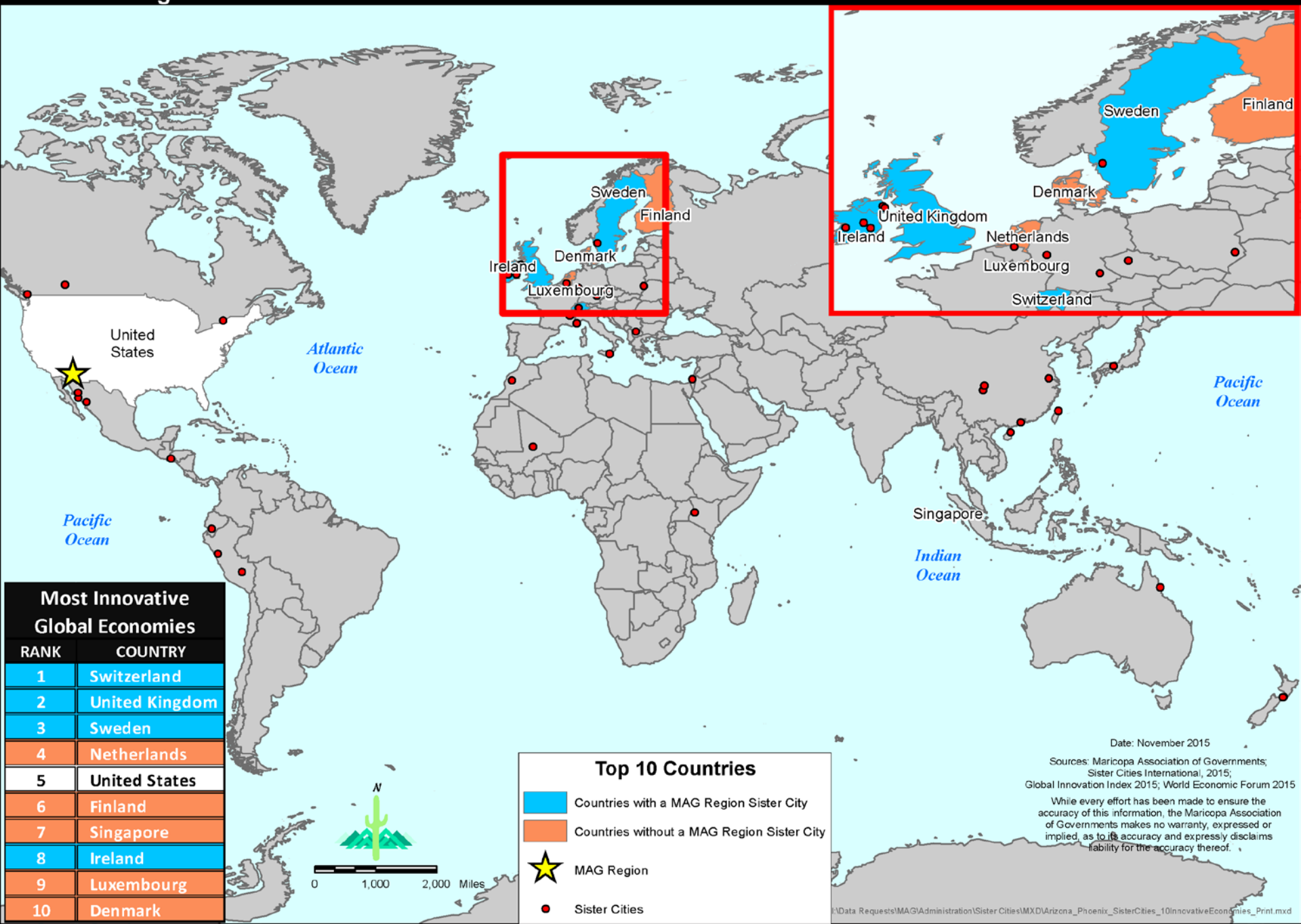

Most Innovative Global Economies

RANK	COUNTRY
1	Switzerland
2	United Kingdom
3	Sweden
4	Netherlands
5	United States
6	Finland
7	Singapore
8	Ireland
9	Luxembourg
10	Denmark

Top 20 Countries With the Most Innovative Economies
With MAG Region Sister Cities

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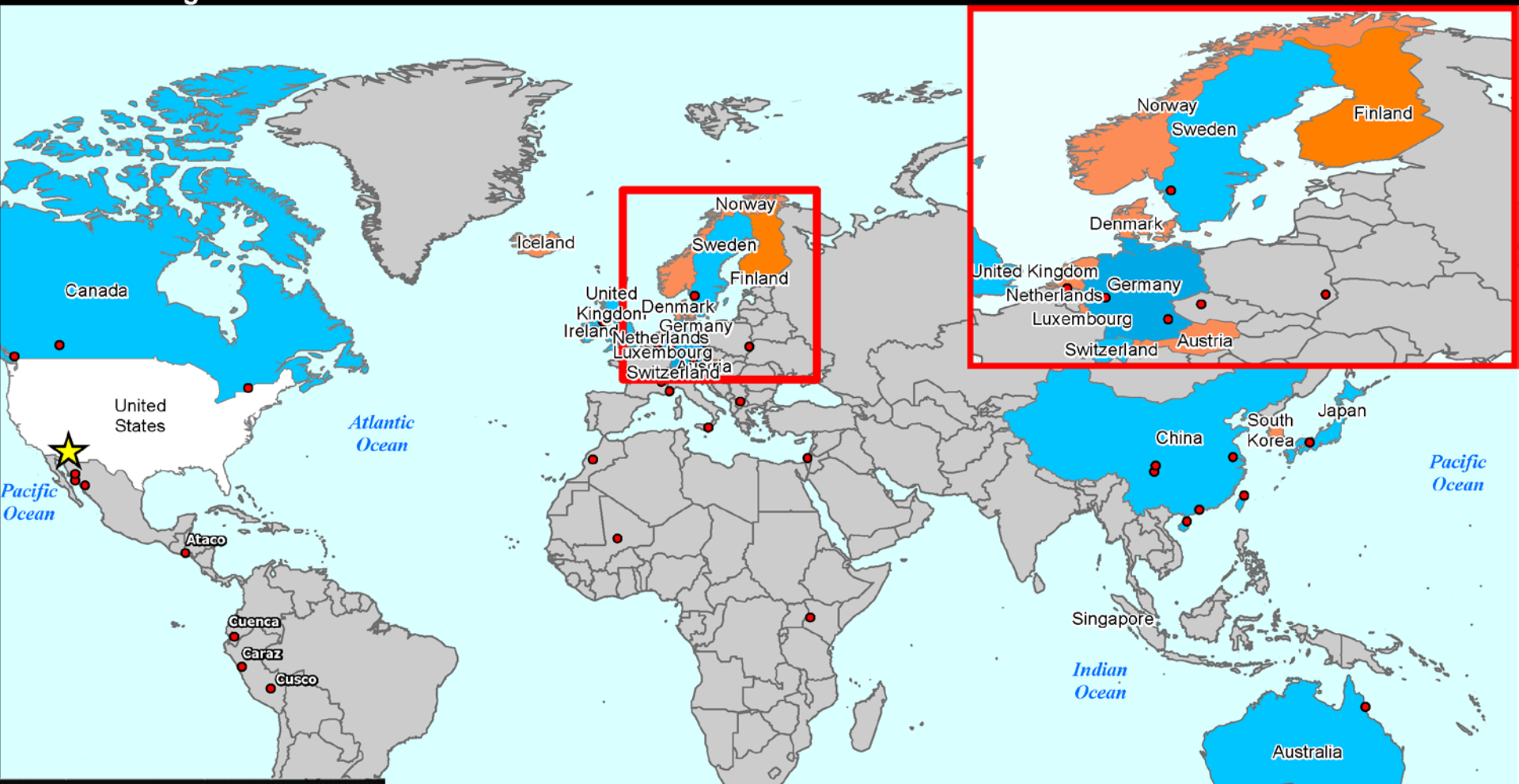


Most Innovative Global Economies			
RANK	COUNTRY	RANK	COUNTRY
1	Switzerland	11	China
2	United Kingdom	12	Germany
3	Sweden	13	Iceland
4	Netherlands	14	South Korea
5	United States	15	New Zealand
6	Finland	16	Canada
7	Singapore	17	Australia
8	Ireland	18	Austria
9	Luxembourg	19	Japan
10	Denmark	20	Norway

N

0 1,000 2,000 Miles

Top 20 Countries

- Countries with a MAG Region Sister City
- Countries without a MAG Region Sister City
- MAG Region
- Sister Cities

Date: November 2015

Sources: Maricopa Association of Governments; Sister Cities International, 2015; Global Innovation Index 2015; World Economic Forum 2015

While every effort has been made to ensure the accuracy of this information, the Maricopa Association of Governments makes no warranty, expressed or implied, as to its accuracy and expressly disclaims liability for the accuracy thereof.

I:\Data Requests\MAG\Administration\Sister Cities\MXD\Arizona_Phoenix_SisterCities_InnovativeEconomies.mxd

Factors for Analysis

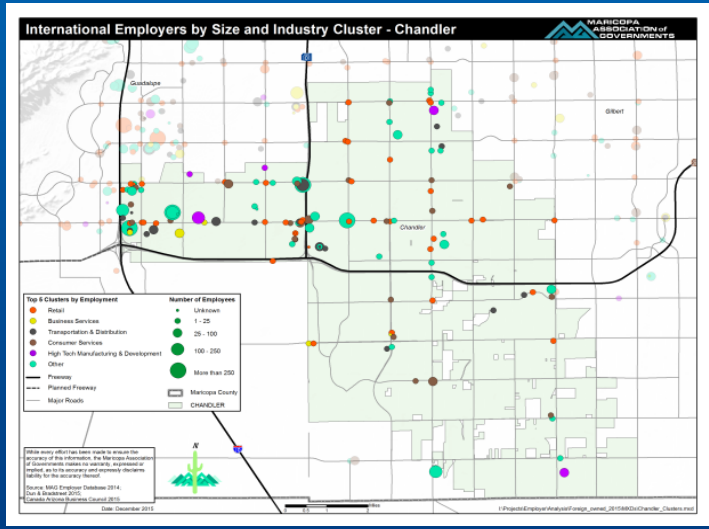
- External
  - Innovative Global Economies
    - Global Innovation Index 2015
    - World Economic Forum 2015 Global Competitiveness Report
  - Top MAG Region and AZ Trade and FDI Markets
  - Geographic Adjacency to Cities for Economic Opportunity versus Existing Sister City Locations
    - Kaiping (Mesa) vs. Shenzhen or Guangzhou; Sichuan Province – Chengdu (Phoenix) vs. Mianyang; Canton of Bern - Interlaken (Scottsdale) vs. neighboring Canton of Neuchâtel or Canton of Vaud (Lausanne)

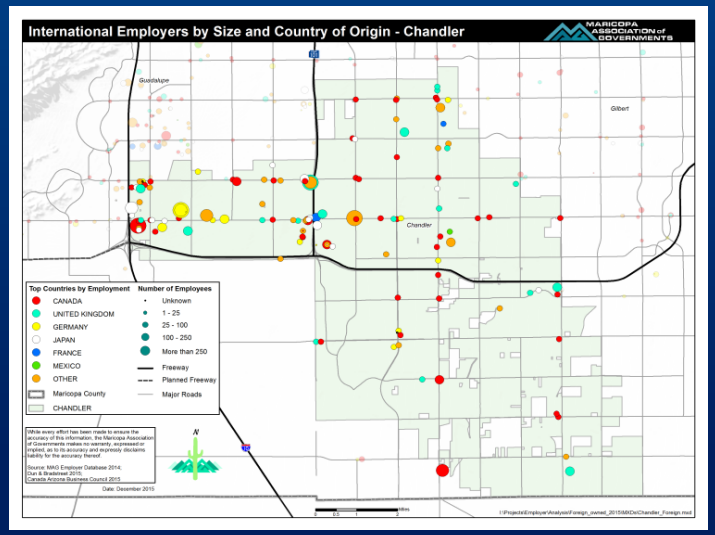
- Internal
  - Existing Sister City Markets
  - Targeted Industry Sectors
    - Existing
    - Emerging
  - International Companies Present in Community by Country of Origin

Questions Posed

- Where are your existing Sister Cities located?
- Does the city have an economic development strategy associated with existing sister cities – if yes, which one(s)?
- Are there any efforts to establish new sister cities – if so, where?
- What are your top 3-5 industry sectors for attraction/expansion?
- Do you have any new emerging industry sectors of opportunity? If so, what are they?
- Does the Economic Development Department currently engage with your sister city program(s)?

City of Chandler





Sister Cities

- Tullamore, Ireland*
- *Tainan, Taiwan (In Development)*

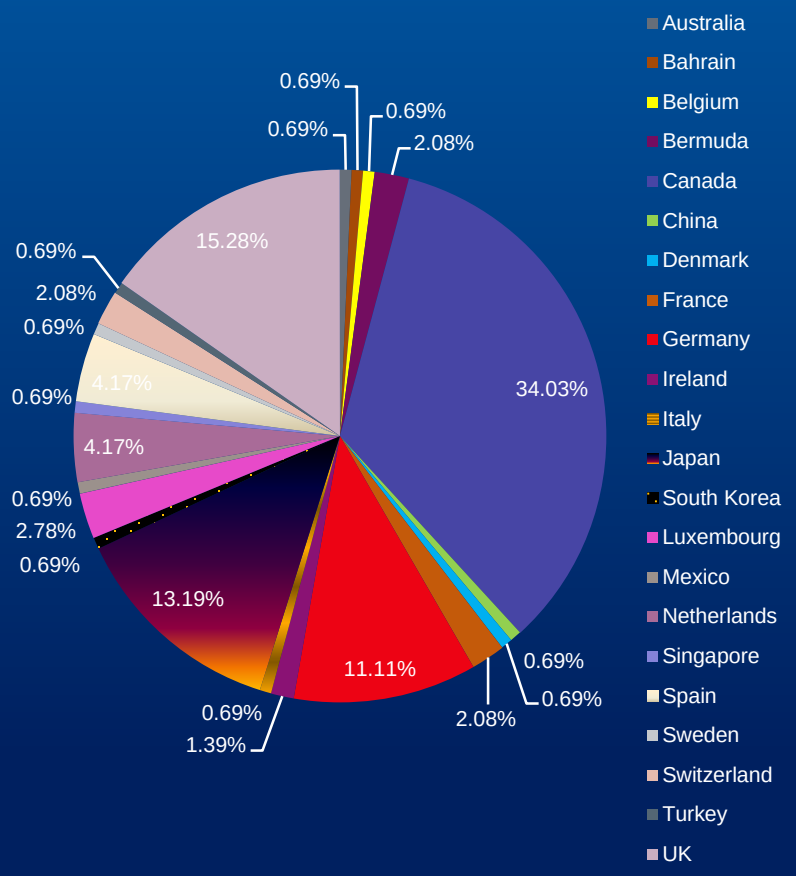
Existing and Emerging Industry Sectors

- Advanced Business Services
- Aerospace/Aviation
- High Technology (i.e. electronics, semi-conductors)
- Life Sciences/Biotechnology
- Healthcare/Specialty Pharmaceutical

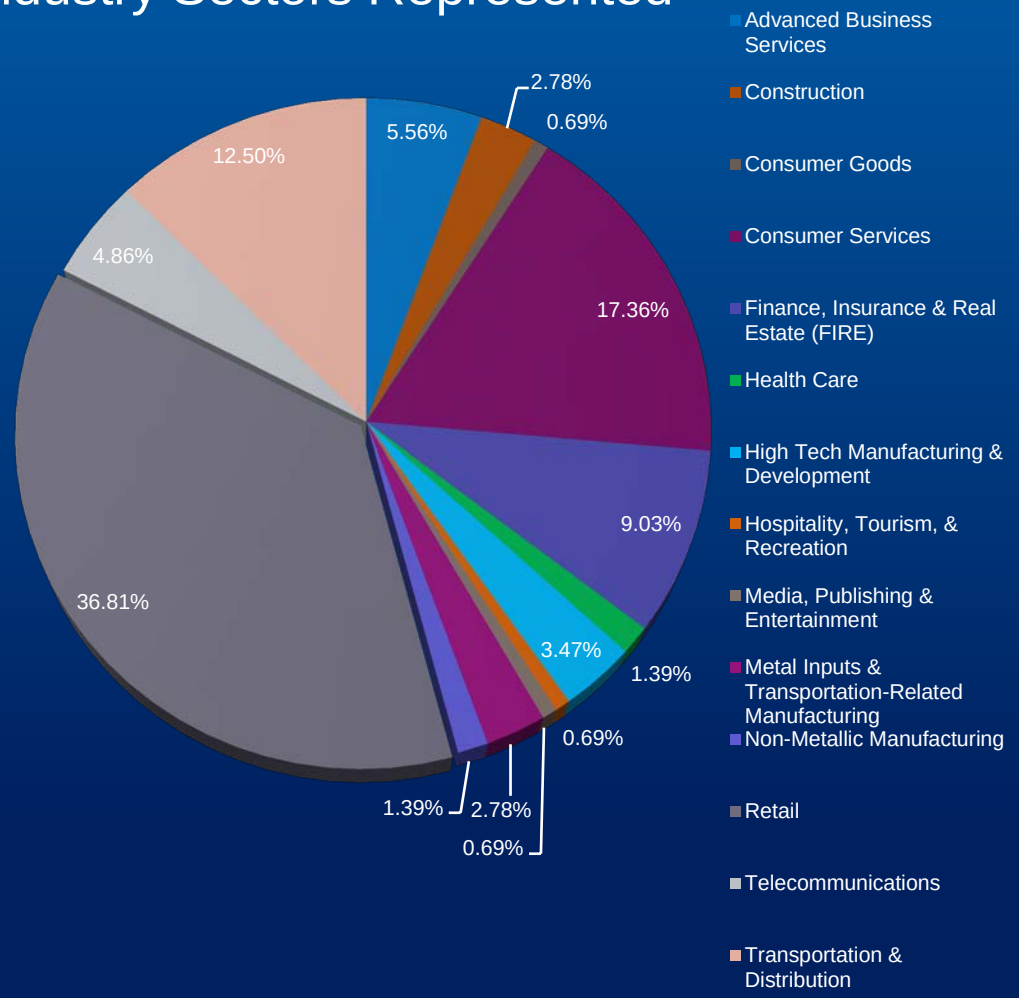
* Top 10 Most Innovative Global Economy

International Firm Locations in Chandler and Sector Type

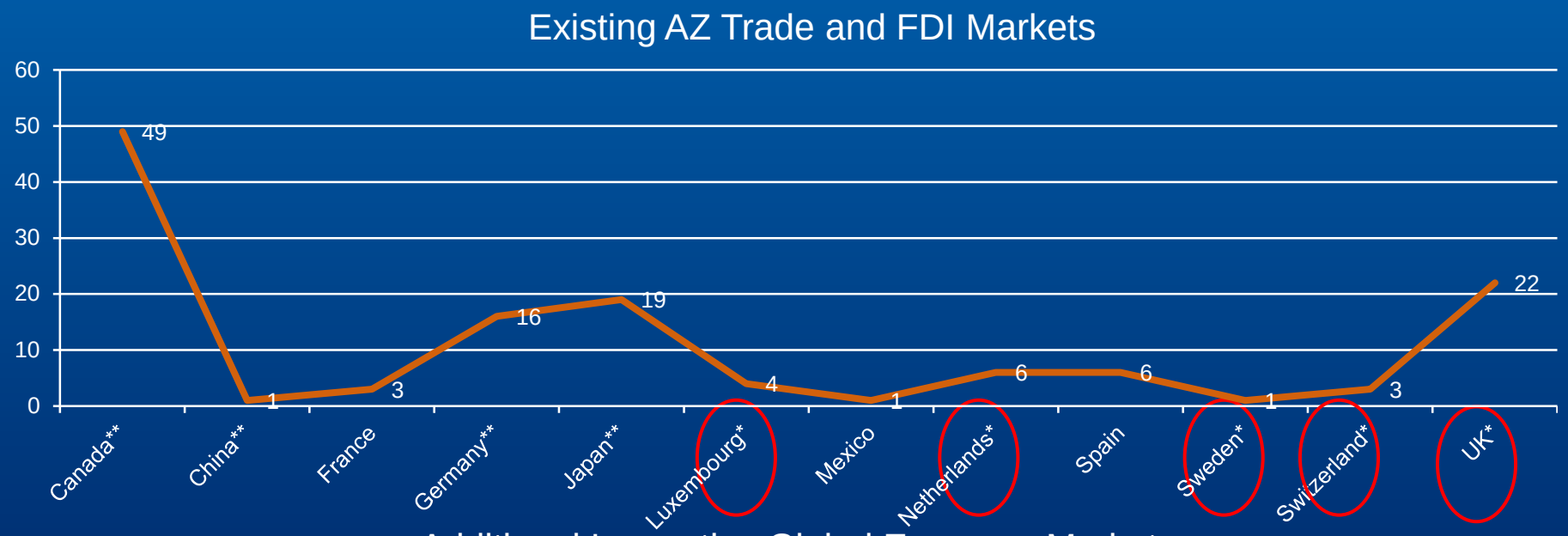
Chandler: 144 Locations

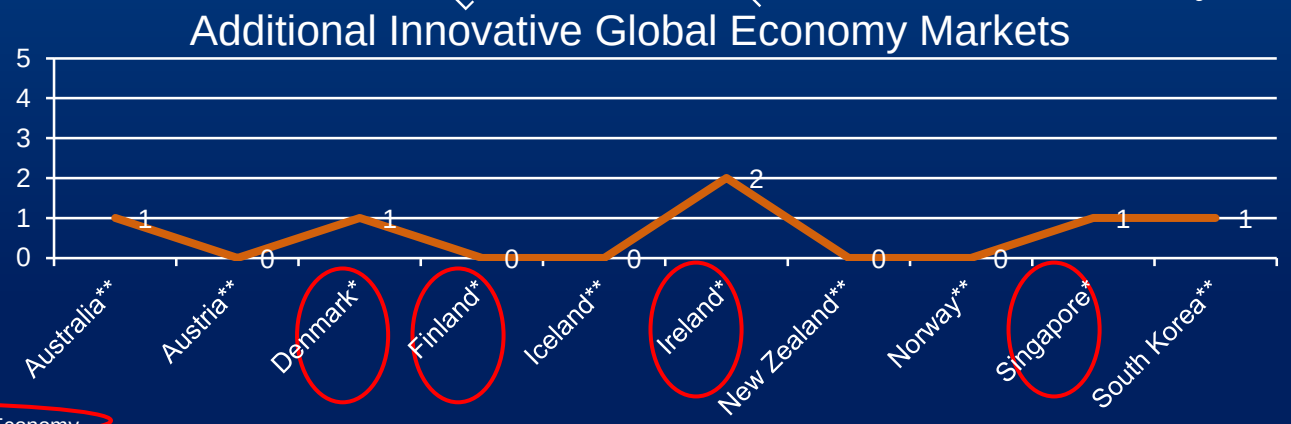


Industry Sectors Represented



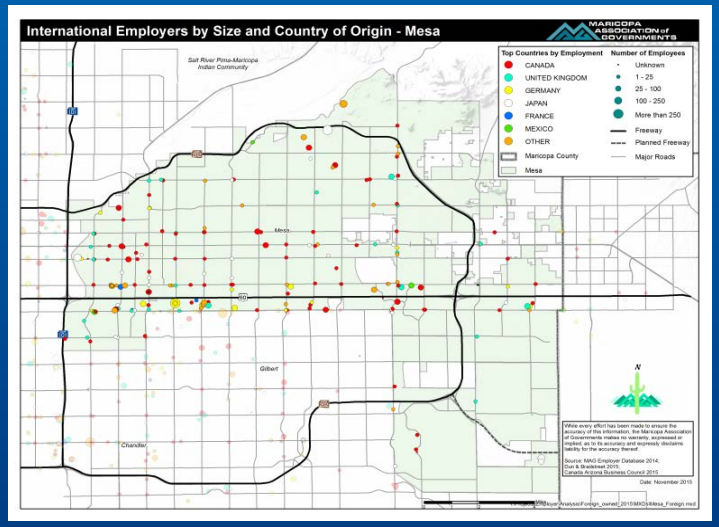
International Business Locations in Chandler and Most Innovative Global Economy Market Opportunities

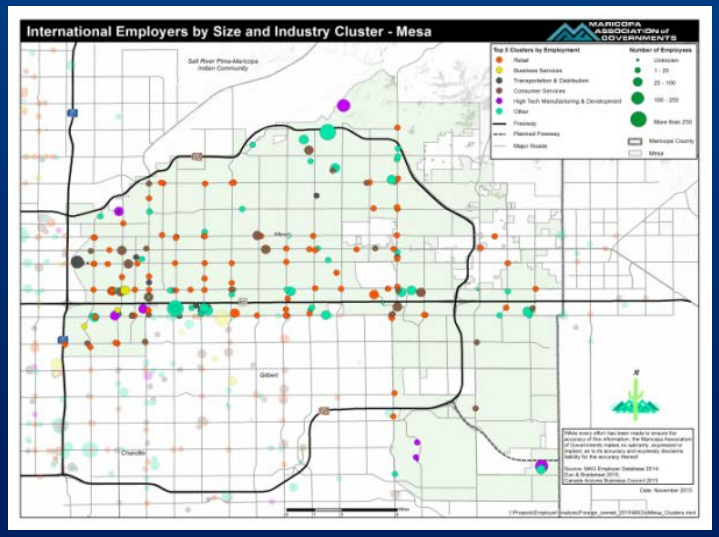




* Top 10 Most Innovative Global Economy
**Top 20 Most Innovative Global Economy

City of Mesa





Sister Cities

- Burnaby, Canada**
- Guaymas, Mexico
- Kaiping, China**
- Upper Hutt, NZ**
- Caraz, Peru

Existing and Emerging Industry Sectors

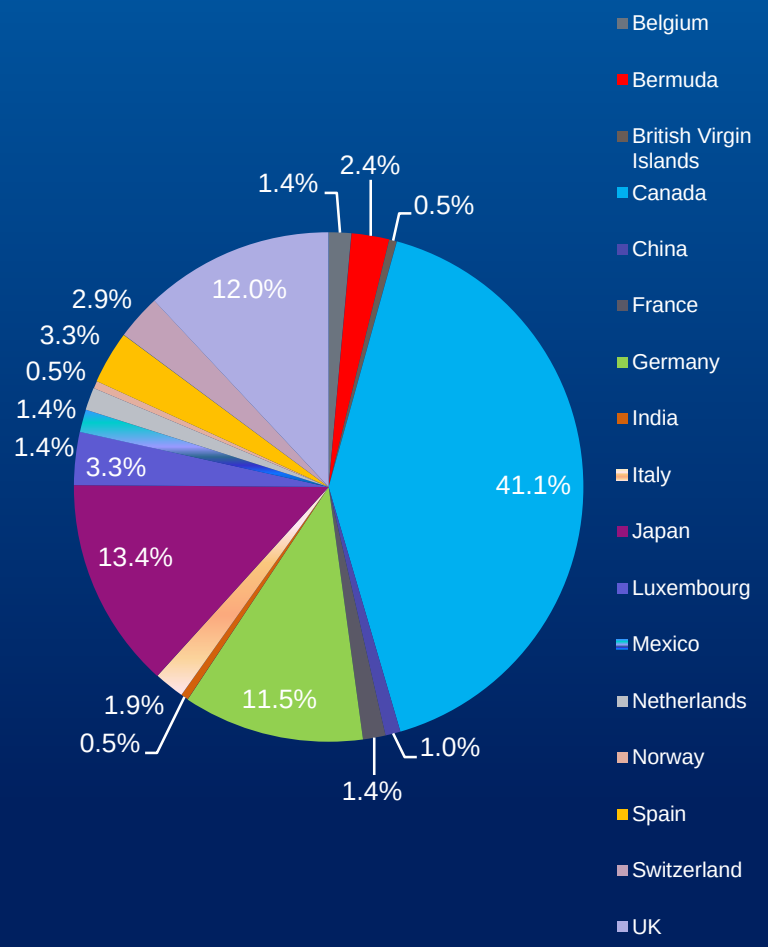
- Healthcare
- Aerospace
- Education
- Technology

- Advanced Manufacturing/Manufacturing
- Data Centers
- Medical Devices
- New Technologies

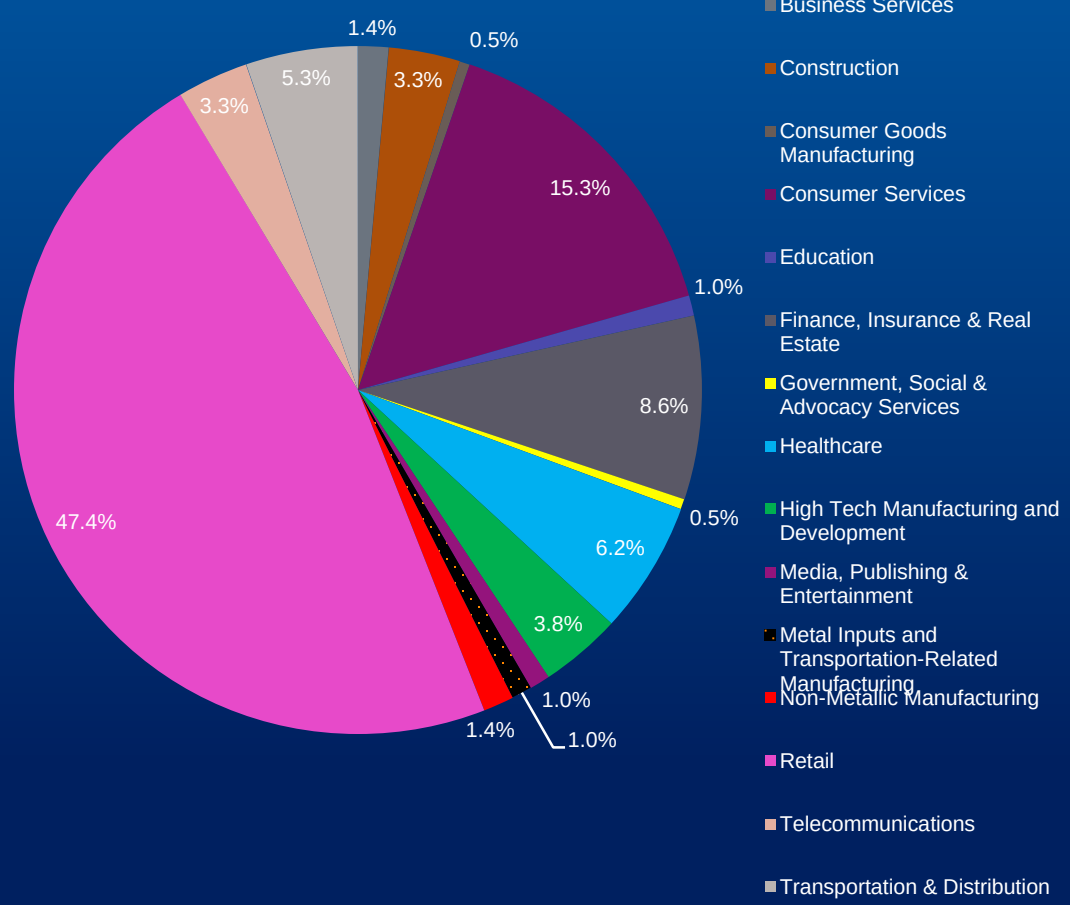
**Top 20 Most Innovative Global Economy

International Business Locations and Sectors Represented in Mesa

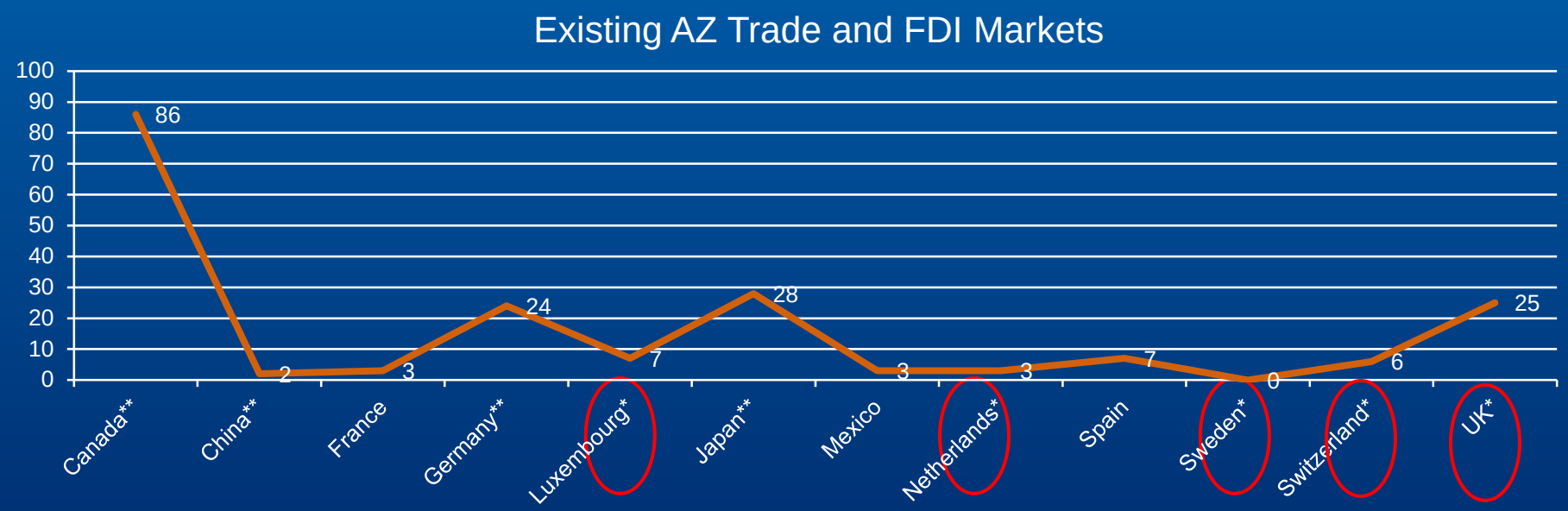
Mesa: 209 Locations

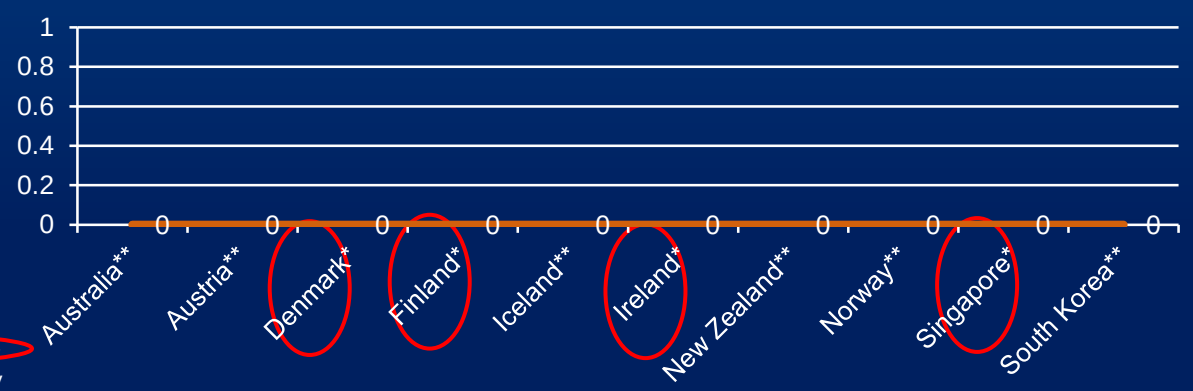


Industry Sectors Represented



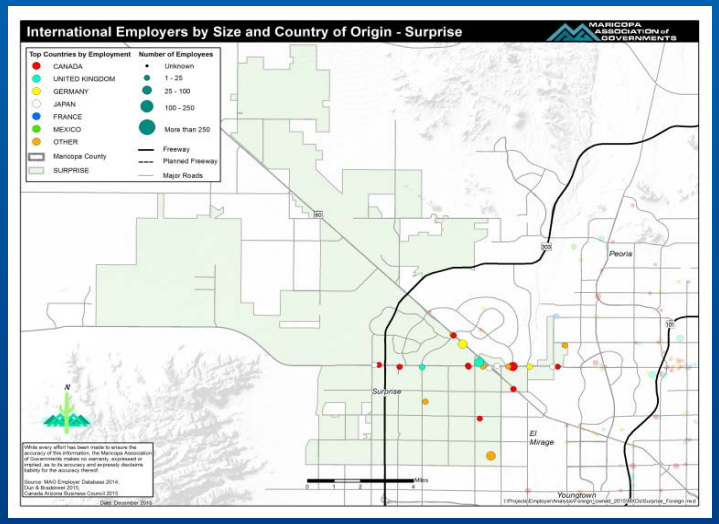
International Business Locations in Mesa and Most Innovative Global Economy Market Opportunities

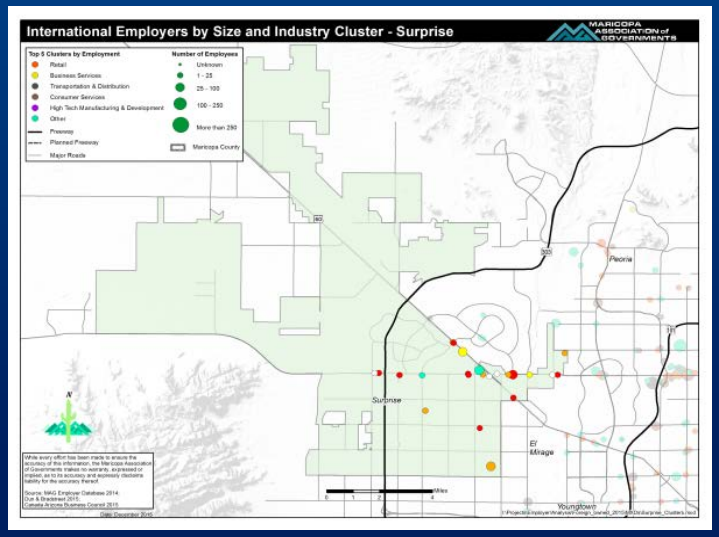




* Top 10 Most Innovative Global Economy
**Top 20 Most Innovative Global Economy

City of Surprise





Sister Cities

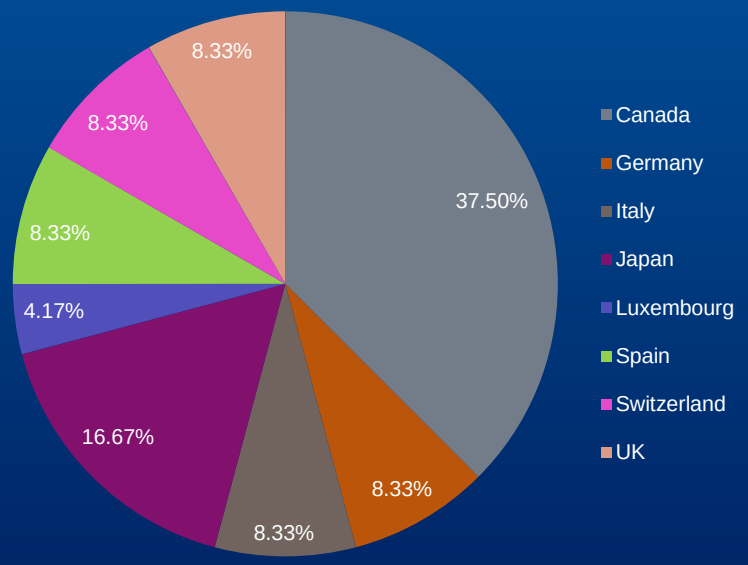
- Pending/Looking for Partners

Existing and Emerging Industry Sectors

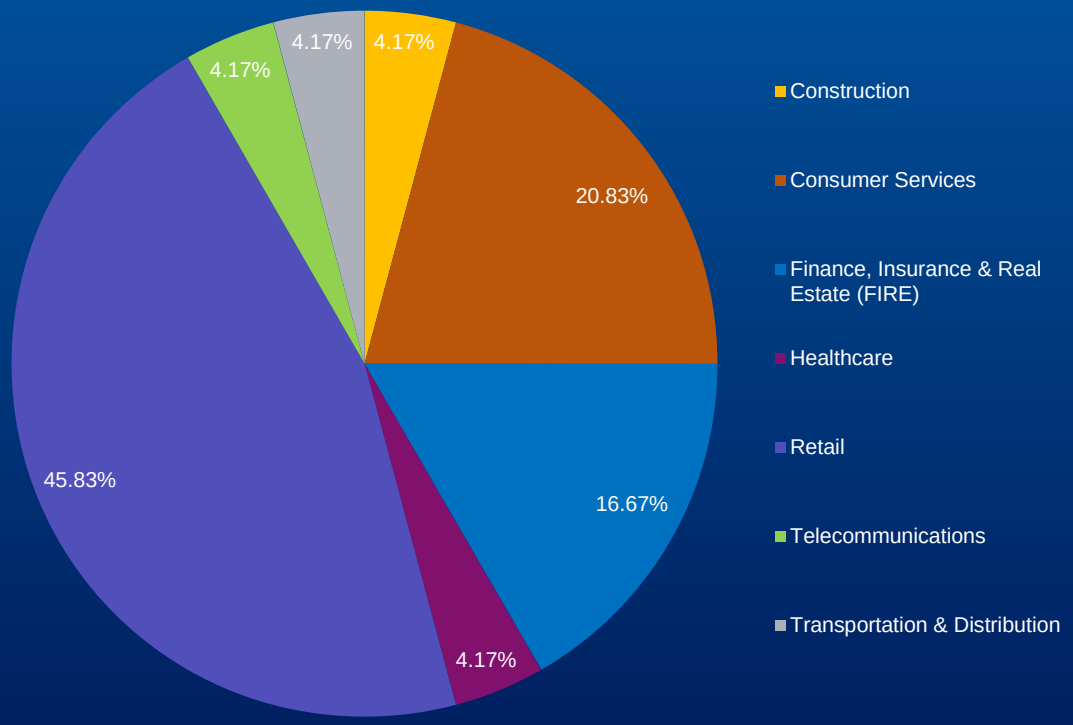
- Advanced Business Services
- Advanced Manufacturing
- Clean Energy & Technology
- Innovation & Entrepreneurship
- Specialty Healthcare

International Business Locations and Sectors Represented in Surprise

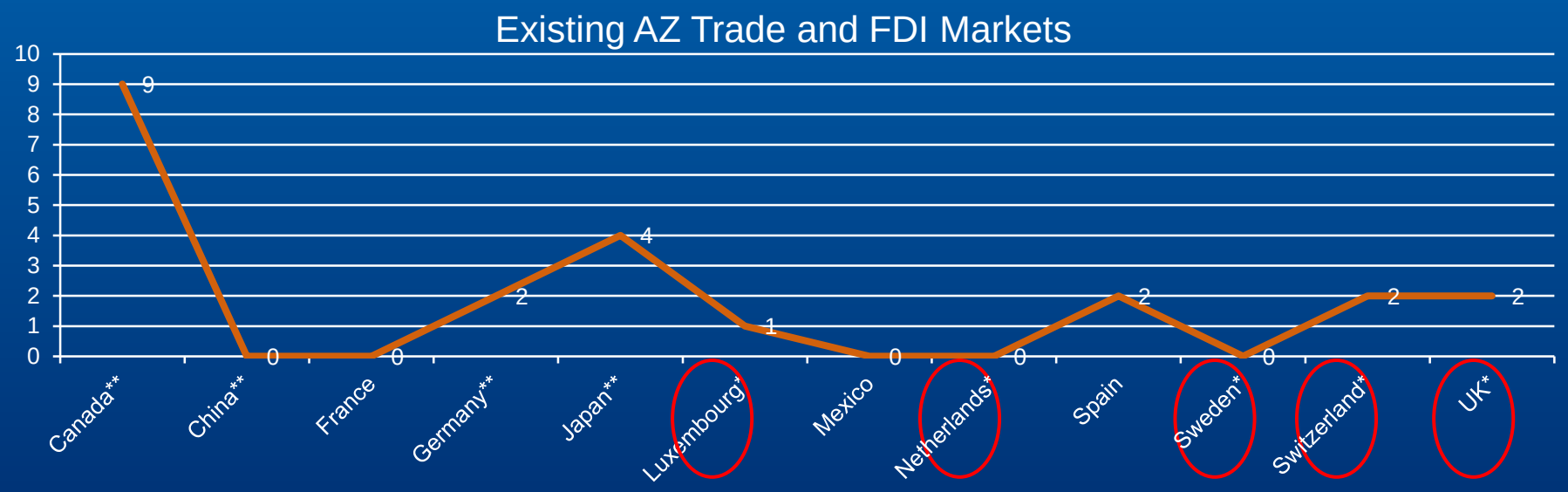
Surprise: 24 Locations

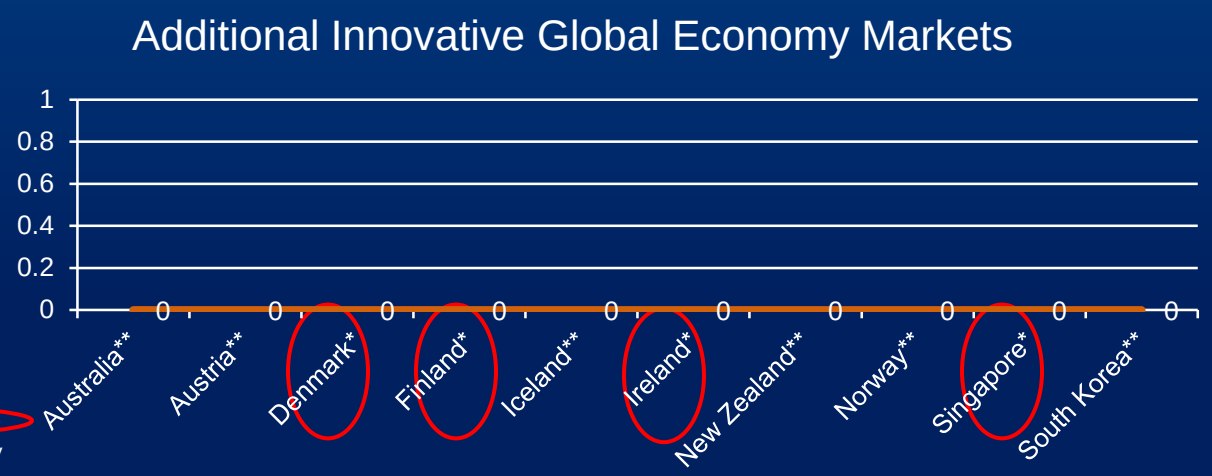


Industry Sectors Represented



International Business Locations in Surprise and Most Innovative Global Economy Market Opportunities





* Top 10 Most Innovative Global Economy
**Top 20 Most Innovative Global Economy

Countries Presenting Global Economic Development Opportunity (Listed by Existing International Footprint)

Chandler	Mesa	Surprise
Canada	Canada	Canada
UK	Japan	Japan
Japan	UK	Germany
Germany	Germany	Spain
Netherlands	Luxembourg	Switzerland
Spain	Spain	UK
Luxembourg	Switzerland	Luxembourg
France	France	China
Switzerland	Mexico	France
China	Netherlands	Mexico
Mexico	China	Netherlands
Sweden	Sweden	Sweden
Additional Top “10” Countries With Most Innovative Economies New Market Opportunities Denmark Finland Ireland Singapore		

Recommendations

- Leverage Existing Sister City Markets (or Neighboring Markets) To Enhance Economic Development Opportunity
  - Align Markets with Strategic Economic Development Sectors
  - Identify Top 3-5 International Markets for Further Analysis Enhancing Local Economic Development Priorities in Existing Sector Areas and Emerging Sectors
  - Consult Sister Cities International's *Cities Seeking Cities* Program that Helps Member Cities Find New Partner Communities Abroad
- Build Greater Connectivity and Collaboration Between Sister City Programs and Economic Development Departments
- Consider Evaluating Potential Cities Utilizing the Following Criteria:
  - Population and Economy
  - Infrastructure (airport, rail, freeway, maritime port, fiber, water)
  - Current Population/Market Resources within Phoenix Metro Area to Enhance Outreach and Building In-Country Connections (MAG international data, GPEC data, ADEC, Honorary Consuls General, business owners, international residents etc.)
  - Existing International Businesses from Target Country to Guide Trade/FDI Strategy
  - Locations Where AZ Universities Are Also Present to Include Higher Education/Industry Pipeline/R&D Hook
- Identify Resources to Support International Economic Development Initiatives

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www.azmag.gov

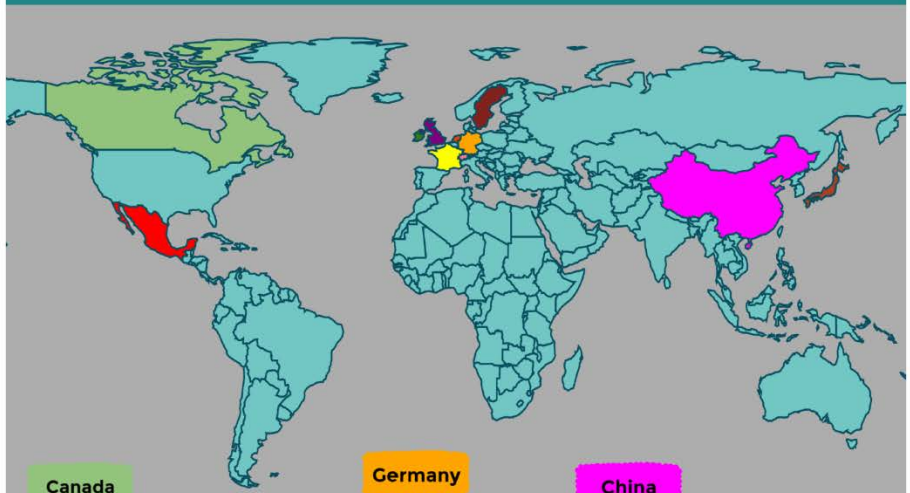
DISCUSSION

Industry Sectors and Global Regions/Cities of Interest

APPENDIX SLIDES

GLOBAL SISTER CITIES/REGIONS OF INTEREST

ADVANCED BUSINESS SERVICES/FINANCIAL



Canada
Toronto Region

Germany
Berlin, Frankfurt, Hamburg, Munich Regions

China
Beijing, Hong Kong, Shanghai Regions

Japan
Tokyo Region

UK
Belfast, Birmingham, Edinburgh, Glasgow, Leeds, London, Manchester, Sheffield Regions

Mexico
Mexico City Region

Switzerland
Zurich Region

Sweden
Stockholm Region

Luxembourg
Luxembourg City Region

Singapore
Singapore Region

Netherlands
Amsterdam Region

Ireland
Dublin Region

France
Paris Region

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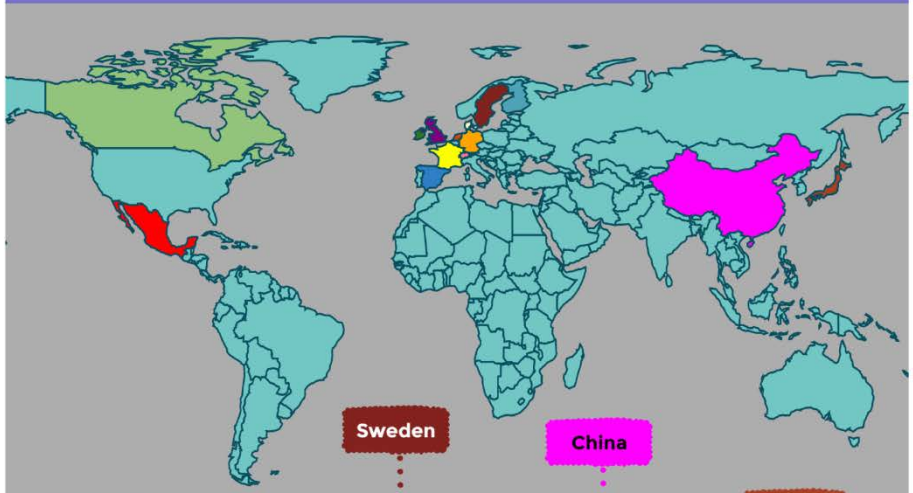
GLOBAL SISTER CITIES/REGIONS OF INTEREST

ADVANCED MANUFACTURING



Sweden
Dalarna, Gävleborg, Värmland Regions

China
Guangdong Province (Dongguan, Guangzhou, Shenzhen), Jiangsu (Kunshan), Sichuan (Chengdu, Mianyang), Shaanxi (Xi'an) Regions

Canada
Montreal, Toronto, Waterloo, Winnipeg Regions

Japan
Chubu, Chugoku, Kanto, Kinki, Kyushu, Nagano, Okinawa, Shikoku, Tohoku Regions

Mexico
Chihuahua, Hermosillo, Mexicali, Monterrey, Tecate, Tijuana Regions

Germany
Munich, Nuremberg, Stuttgart (Baden-Württemberg Region)

France
Auvergne, Nantes, Toulouse Regions

Finland
Länsi-Suomi and Tampere Regions

UK
Birmingham, Brighton, Bristol, Leeds, Liverpool, London, Newcastle, Sheffield-Rotherham Regions

Netherlands
Amsterdam, Arnhem/Nijmegen, Delft, Helmond, Einhoven Regions

Switzerland
Aargau, Basel, Bern, Geneva, Lausanne/Vaud, St Gallen, Solothurn, Neuchâtel, Zürich Regions

Luxembourg
Luxembourg City Region

Ireland
Athlone, Dublin, Galway, Sligo, Waterford Regions

Singapore
Singapore Region

Spain
Barcelona, Basque, La Rioja Regions

Denmark
Capital Region

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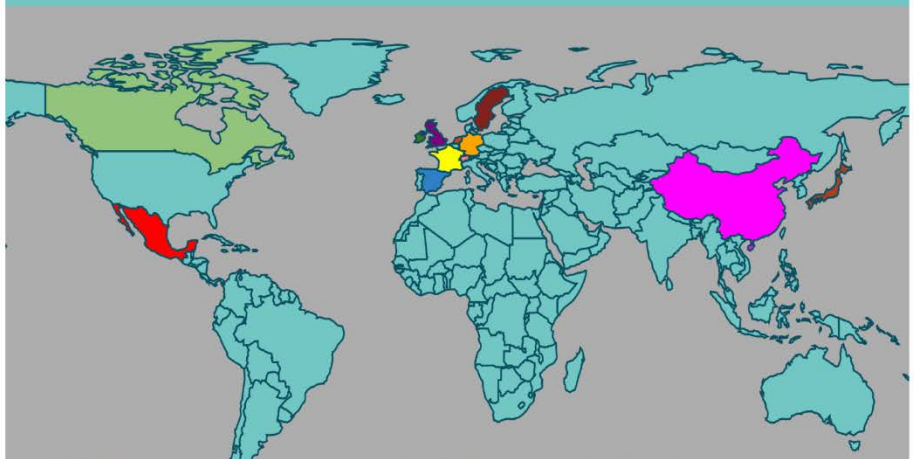
GLOBAL SISTER CITIES/REGIONS OF INTEREST

AEROSPACE/AVIATION/AERONAUTICS



Canada
Montreal, Toronto, Winnipeg Regions

Switzerland
Basel, Lausanne, St. Gallen, Zurich Regions

Germany
Berlin-Brandenburg and Hamburg Regions

China
Hebei and Tianjin Regions

Japan
Aichi and Gifu Regions

Mexico
Chihuahua, Guaymas, Hermosillo, Mexicali, Monterrey, Tijuana, Querétaro Regions

Sweden
Linköping Region

France
Aquitaine, Midi-Pyrénées, Rhône-Alpes, Toulouse Regions

Spain
Andalucia, Barcelona, Basque, Madrid Regions

UK
Lancashire, N Ireland, and Midland Regions

Luxembourg
Luxembourg City Region

Ireland
Dublin and Shannon Regions

Netherlands
Amsterdam, Brabant, Delft, Maastricht Rotterdam, The Hague Regions

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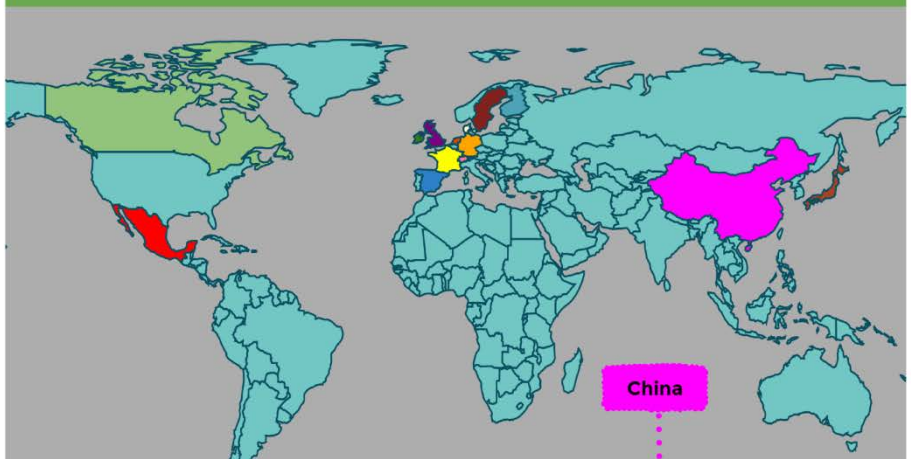
GLOBAL SISTER CITIES/REGIONS OF INTEREST

CLEAN ENERGY/TECHNOLOGY



China
Baoding, Dezhou, Guangdong Province (Shenzhen), Jiagsu Province, Shanghai, Sichuan Province, Tianjin, Zhangiakou, Zhejiang Province (Hangzhou) Regions

Canada
Calgary, Montreal, Ottawa, Surrey, Toronto, Vancouver Regions

Sweden
Malmö, Östergötland (Linköping and Norrköping), Stockholm Regions

Japan
Ehime, Gunma, Kawasaki City Kumamoto, Kitakyushu, Kyoto Matsuyama, Miyazaki, Nara, Saijyo Regions

Germany
Frankfurt, Freiburg (Bavaria), Hamburg, Munich Regions

Singapore
Singapore Region

Finland
Kuopio, Lahti, Oulu, Tampere Regions

Mexico
Baja California, Guadalajara, Hermosillo, Mexico City, Monterrey, Oaxaca, Puebla, San Luis Potosi, Veracruz Regions

France
Ile-de-France, Rhône-Alpes, Provence-Alpes-Côte d'Azur Regions

Switzerland
Berne, Fribourg, Geneva, Jura, Neuchâtel, Valais, Vaud Regions

Luxembourg
Luxembourg City Region

Netherlands
Delft, Rotterdam (SciencePort Holland, Clean Tech Delta), Utrecht Regions

Spain
Andalusia, Asturias, Basque Regions

UK
Belfast, Edinburgh, Glasgow, Leeds, Liverpool, Manchester, Newcastle, Nottingham Regions

Ireland
Cork, Dublin, Limerick, Shannon Regions

Denmark
Capital, Zealand Regions

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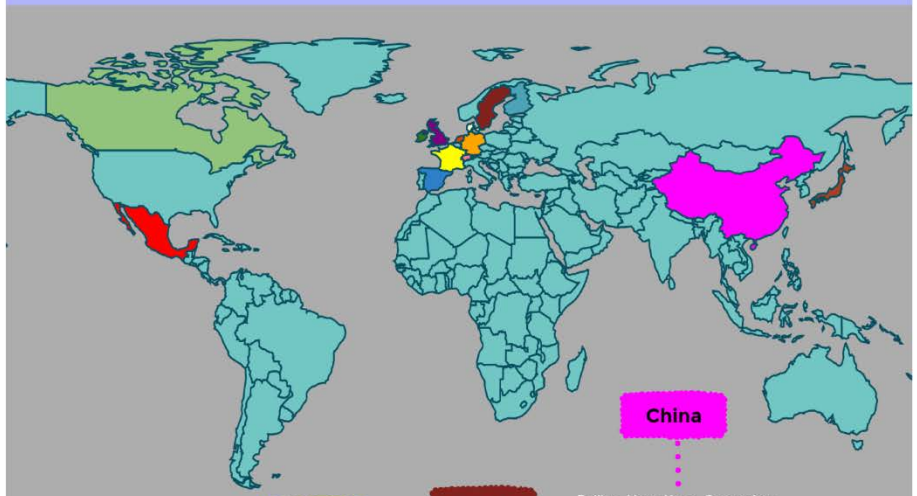
GLOBAL SISTER CITIES/REGIONS OF INTEREST

HEALTHCARE/SPECIALTY PHARMA



China
Beijing, Hong Kong, Guangzhou, Wuhan, Jiangsu Province, Jinan, Shanghai, Shenzen, Tangshan, Tianjin Regions

Canada
Montreal, Toronto (Mississauga), Vancouver Regions

France
Aquitaine, Loire Valley, Midi-Pyrénées, Rhône-Alpes (Lyon), Toulouse Regions

Sweden
Skåne Region (Medicon Valley)

Singapore
Singapore Region

Japan
Kansai (Kobe, Kyoto, Osaka), Toyama Regions

Mexico
Cuernavaca, Guadalajara, Mexico City, Monterrey, Tijuana, Toluca Regions

Finland
Helsinki, Tampere, Turku Regions

Germany
Berlin-Bradenburg, Frankfurt, Munich, the Rhine-Neckar Triangle, Ruhr Regions

Switzerland
Basel, Lemanic (Lausanne and Geneva), Zurich Regions

Luxembourg
Esch-sur-Alzette, Luxembourg City Regions

UK
London, Cambridge, Manchester, Northeast Region (Northumberland) Regions

Netherlands
Delft, Leiden, Maastricht, Rotterdam, Twente, Utrecht Regions

Ireland
Clonmel, Cork, Donegal, Dublin Regions

Denmark
Øresund Region (Medicon Valley)

Spain
Andalusia, Barcelona Regions

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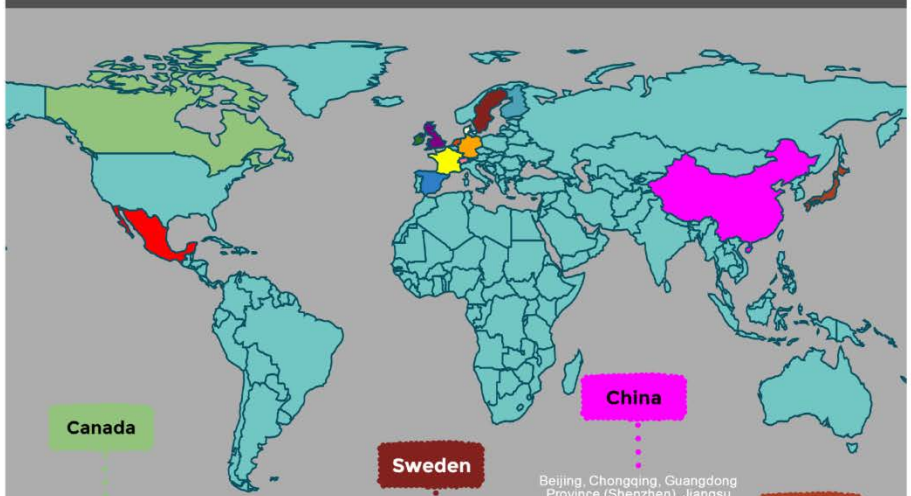
GLOBAL SISTER CITIES/REGIONS OF INTEREST

HIGH TECH



China
Beijing, Chongqing, Guangdong Province (Shenzhen), Jiangsu Province (Changzhou, Nanjing, Suzhou, Wuxi), Sichuan Province (Chengdu), Shanghai, Taiwan (Tainan), Tianjin, Zhejiang, Wuhan Regions

Canada
Calgary, Cambridge, Kitchener, Montreal, Ottawa, Toronto, Vancouver, Waterloo, Winnipeg Regions

Sweden
Gothenburg, Kiruna, Linköping, Malmö, Stockholm, Solna Regions

Japan
Hokkaido, Iwate, Miyagi, Kanagawa, Ishikawa, Aichi, Kyoto, Nara, Shimane, Tokushima, Nagasaki, Sapporo Sendai, Yokohama, Kawasaki, Nagoya, Hiroshima, Fukuoka Regions

Switzerland
Aargau, Basel, Berne, Lausanne, Zurich Regions

Mexico
Aguascalientes, Colima, Guadalajara, León, Mexico City, Monterrey, Morelia, Saltillo, San Luis Potosí, Toluca, Tepic Regions

Germany
Baden-Württemberg, Berlin, Cologne, Frankfurt, Hamburg, Hesse, Munich, Rhine-Neckar Metropolitan, Rhineland-Palatinate, Saarland Regions

Finland
Helsinki, Tampere Regions

Luxembourg
Luxembourg City Region

Singapore
Singapore Region

France
Angers, Grenoble, Lyon, Paris, Toulouse Regions

UK
Bristol, Brighton, Cambridge, Edinburgh, Glasgow, London, Newcastle, Nottingham Regions

Netherlands
Amsterdam, Assen, Brabant Province (Eindhoven), Delft, Enschede, Gelderland Province (Nijmegen), Mijmegen, Overijssel Province (Hengelo), Twente Regions

Ireland
Cork, Dublin, Galway, Limerick, Waterford Regions

Denmark
Copenhagen, Aarhus, Vejle, Albertslund Regions

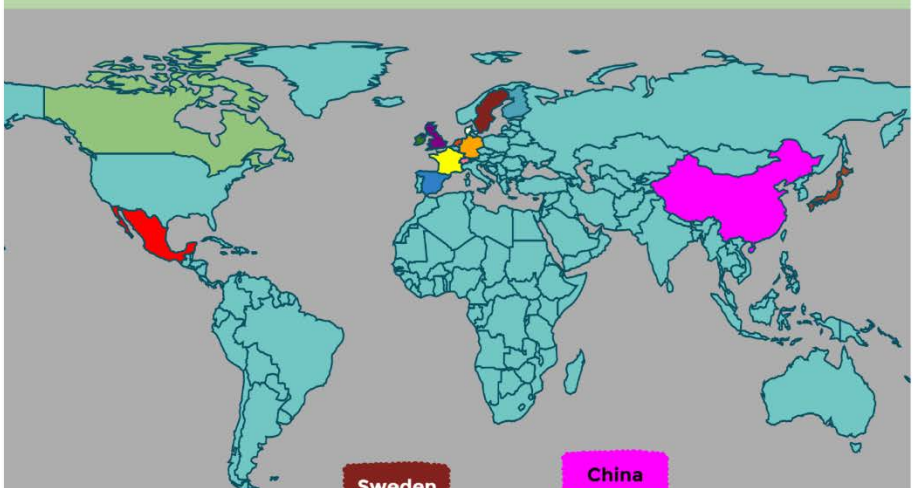
Spain
Andalusia, Barcelona, Madrid, Valencia Regions

For More Information Call: (602) 254 - 6300

MARICOPA ASSOCIATION of GOVERNMENTS

GLOBAL SISTER CITIES/REGIONS OF INTEREST

INNOVATION/ENTREPRENEURSHIP



Canada
Calgary, Montreal, Toronto, Vancouver, Waterloo Regions

Switzerland
Berne, Geneva, Lausanne, Lucerne, Steinen, Zurich Regions

Sweden
Blekinge, Stockholm, Skåne (Helsingborg, Lund, Malmö) Regions

China
Beijing, Guangzhou, Hunan, Shanghai, Shenzhen Regions

Japan
Kyoto, Osaka, Tokyo Regions

Mexico
Cuernavaca, Guadalajara, Mexico City, Monterrey, Oaxaca, Puebla, Querétaro Regions

Finland
Helsinki, Tampere Regions

Singapore
Singapore Region

Germany
Baden-Württemberg, Berlin, Dresden, Hannover-Hesse, Karlsruhe/Freiburg, Mannheim, Stuttgart Regions

Luxembourg
Luxembourg City Region

Denmark
Capital, Central Denmark, South Denmark Regions

France
Aquitaine, Grenoble, Marseilles, Paris, Rhône-Alpes (Lyon), Toulouse Regions

UK
Birmingham, Cambridge, Leicester, London, Newcastle, Nottingham, Manchester Regions

Ireland
Cork, Dublin, Galway, Limerick, Waterford Regions

Netherlands
Amsterdam, Einhoven, Utrecht Regions

Spain
Aragon, Asturias, Barcelona, Basque, Castille and Leon, Galicia, Madrid Regions

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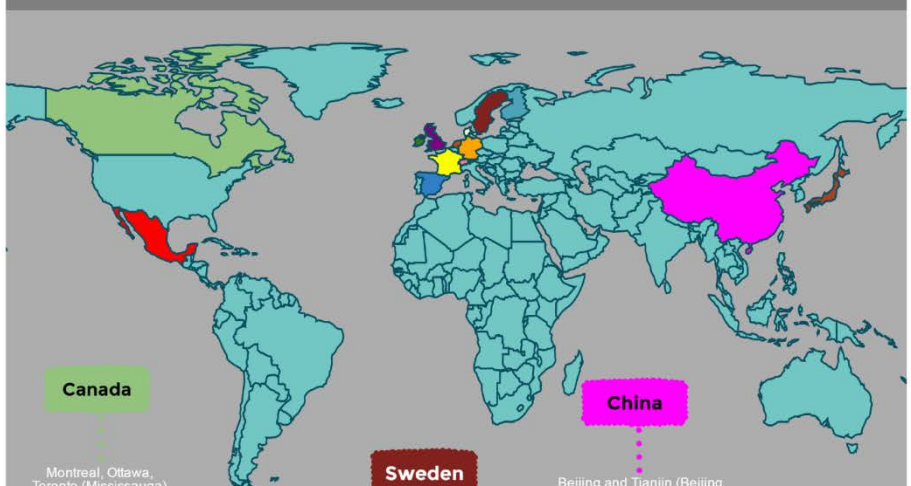
GLOBAL SISTER CITIES/REGIONS OF INTEREST

LIFE SCIENCES/BIOTECH



Canada
Montreal, Ottawa, Toronto (Mississauga), Vancouver, Winnipeg Regions

Sweden
Skåne Region (Medicon Valley)

China
Beijing and Tianjin (Beijing cluster), Chengdu, Chongqinq and Xi'an (Central cluster), Shanghai, Suzhou, Wuxi (Yangtze River Delta cluster), Shenzhen, Guangdong, and Hong Kong (Pearl River Delta South cluster) Regions

Switzerland
Basel, Biel/Bienne, Lemanic (Lausanne and Geneva), Winterthur and Zurich Regions

Japan
Kansai (Kobe, Kyoto), Shiga, Mie Valley, Nara, Keihanna, North Osaka Regions

Mexico
Baja California (Mexicali, Tijuana), Baja California Sur, Chihuahua, Mexico City, Jalisco (Guadalajara), Nuevo Leon, Quintana Roo, Sonora (Hermosillo, Guaymas), Tamaulipas and Yucatan (Veracruz) Regions

Finland
Helsinki, Kuopio, Oulu, Tampere, Turku Regions

Germany
Freiburg, Lörrach, Munich, Offenburg, Ulm (BioRegion), Waldshut Regions

Singapore
Singapore Region

France
Alsace, Bretagne, Languedoc Nord-Pas de Calais, Paris, Provence-Alpes-Cote d'Azur, Roussillon Regions

Spain
Andalusia, Basque Regions

UK
Belfast, Birmingham, Bristol, Cambridge-London-Oxford, Edinburgh, Kent, Liverpool, Manchester, Nottingham Regions

Ireland
Dublin Region

Netherlands
Amsterdam, Arnhem, Brainport/Einhoven, Delft, Leiden, Maastricht, Nijmegen, Twente, Utrecht Regions

Denmark
Øresund Region (Medicon Valley)

Luxembourg
Esch-sur-Alzette, Luxembourg City Region

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