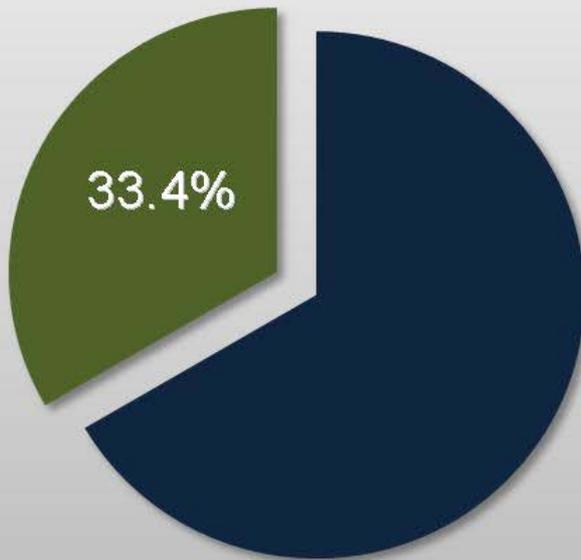


The Upside of a Down Economy: THINK LOCAL

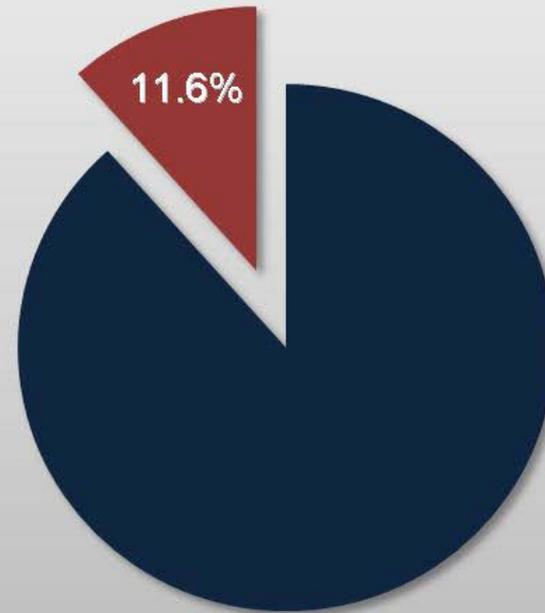


Using the Right Measuring Stick to Gauge the True Cost

Wist Office Products



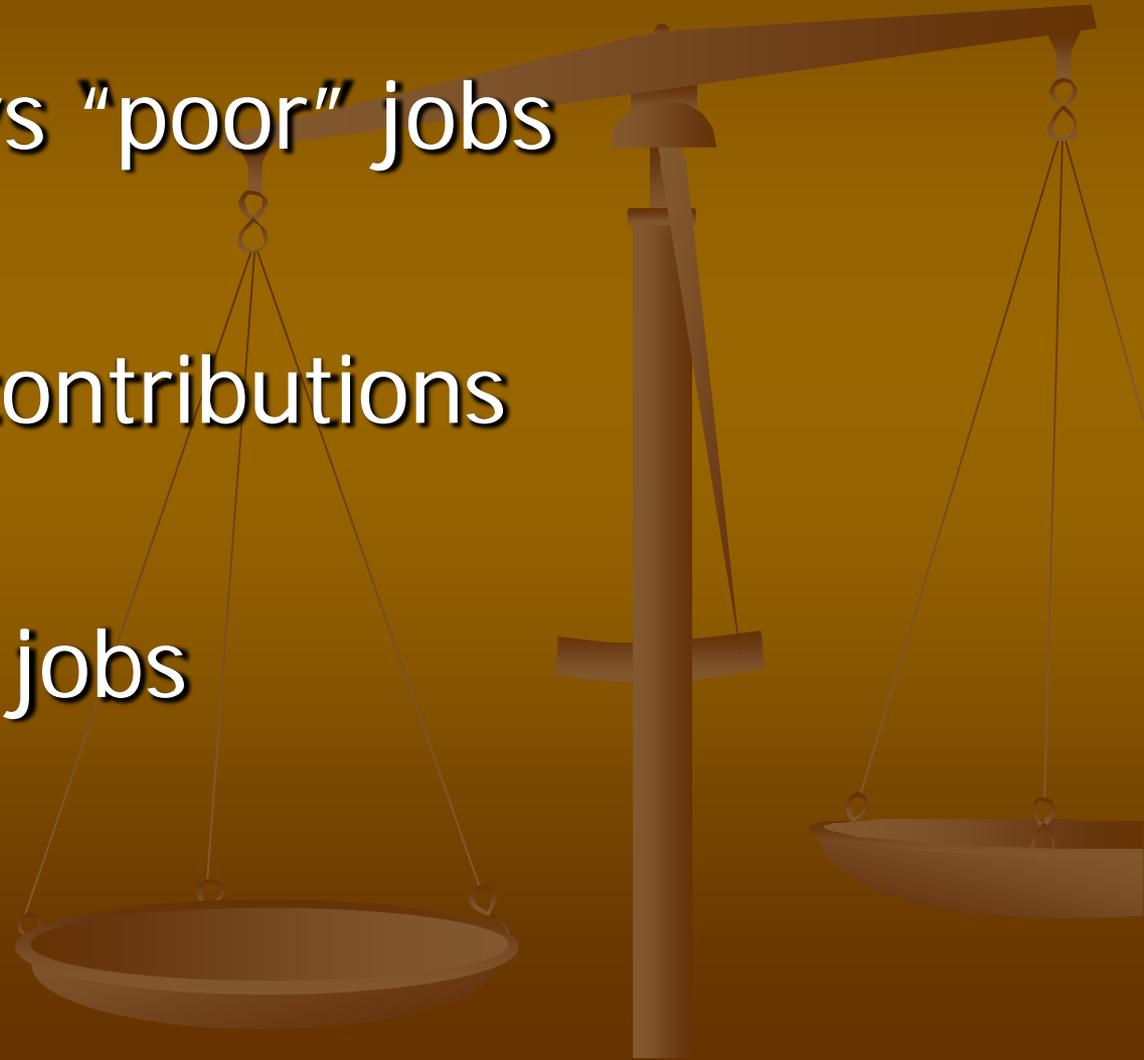
Office Max, Contract



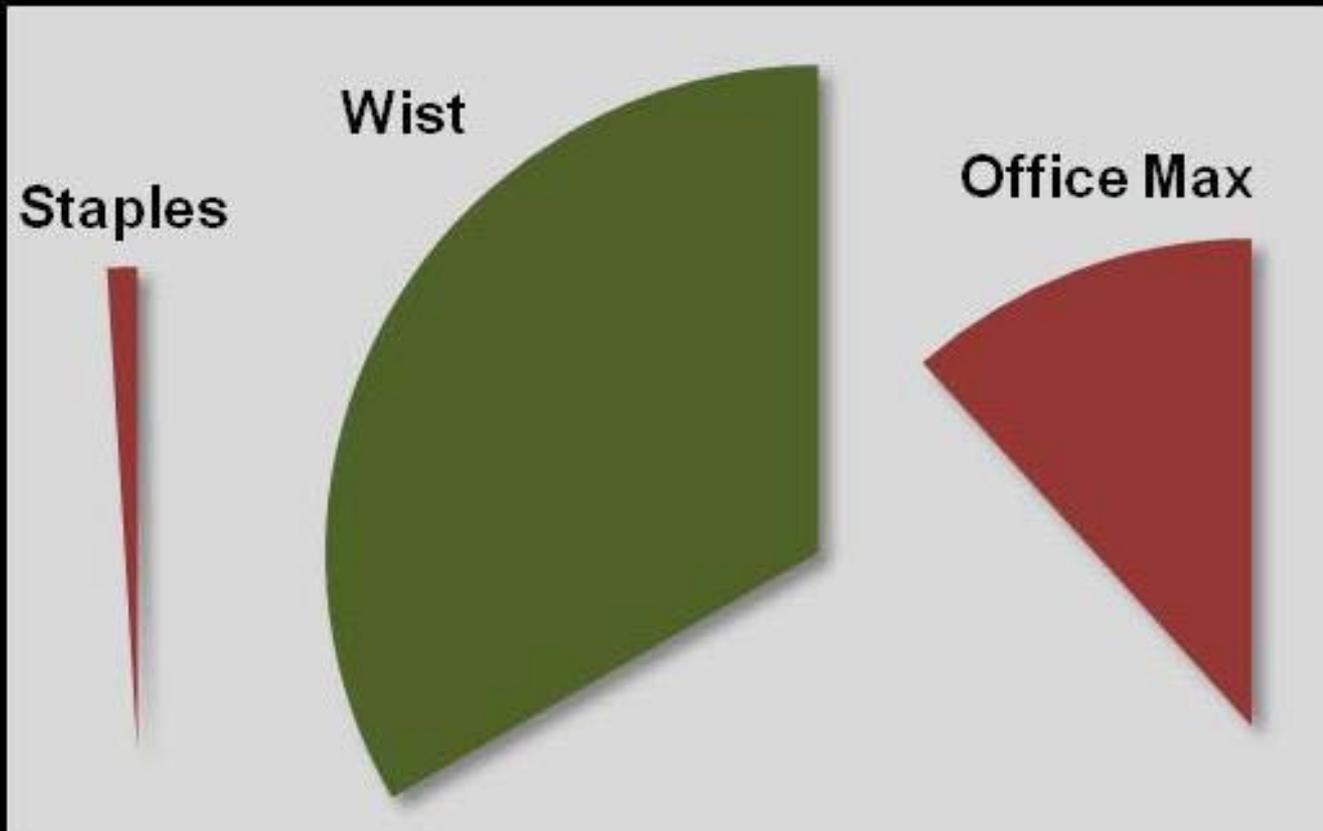


Methodology: Looking at Net Gains for Arizona

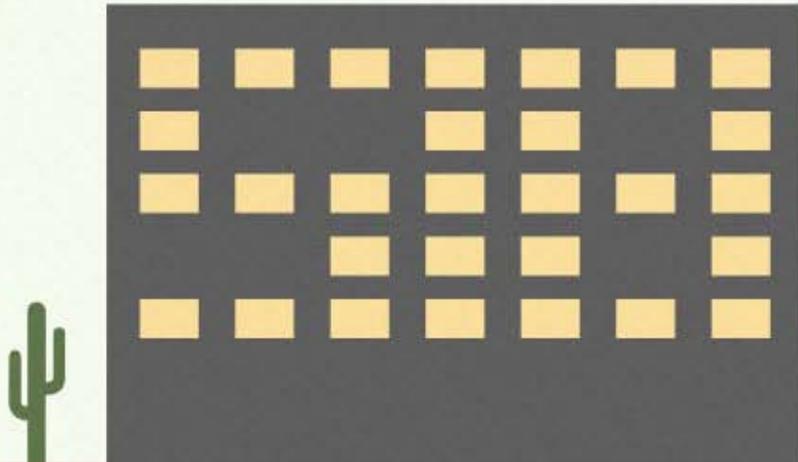
- Good jobs vs "poor" jobs
- Charitable contributions
- Second-tier jobs



Consider Long Term Impacts



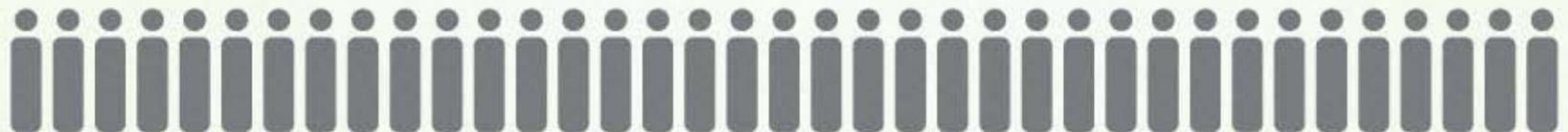
SCF ARIZONA



518 EMPLOYEES.
82% OF CONTRACTS
TO AZ COMPANIES



3600 JOBS



Procurement: City of Phoenix Success Story

- \$5,000 threshold moved to \$50,000
- Open public bid only over \$50,000+ contracts
- Under \$50,000 goes to database populated only with Arizona companies

