

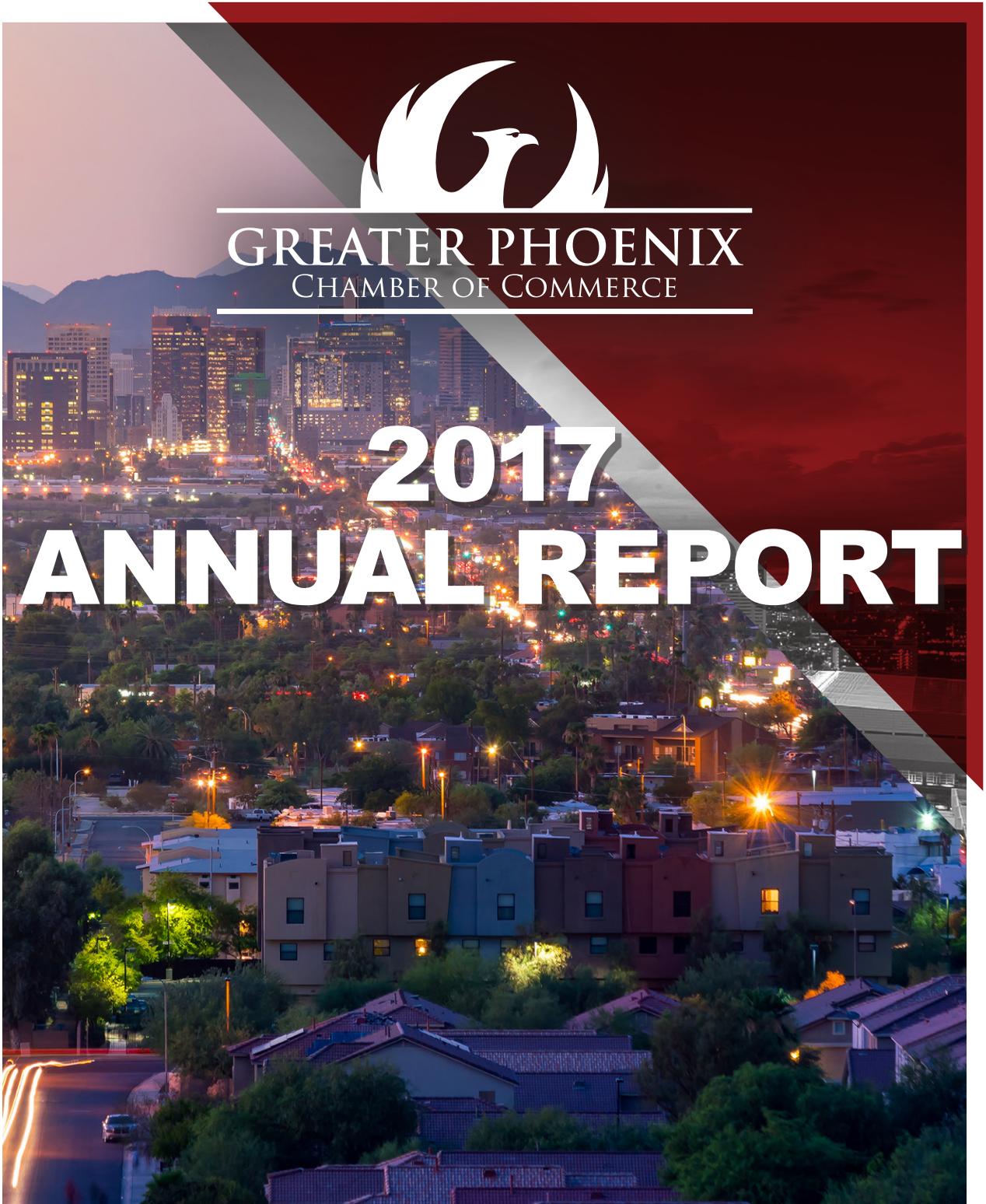


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GREATER PHOENIX  
CHAMBER OF COMMERCE

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**2017**  
**ANNUAL REPORT**



# A LETTER FROM THE PRESIDENT

## SUCCESSFUL FY2017 PROVIDES MOMENTUM INTO YEAR AHEAD



Fiscal 2017 has been one of the most successful years for the Greater Phoenix Chamber on all fronts, including economic development, public affairs, events, membership, operations and budget.

Judging by this measure, we have a lot to live up to in FY2018. I believe firmly we have a great team in place to take us to where we want to go.

Our Phoenix Forward collaborative economic development initiative eclipsed 2,000 business visits this year. An amazing 88 percent of those business owners rate the business climate as “good” or “excellent” and almost 70 percent project their revenue to increase during the next 12 months. This great news is a testament to what can be achieved when organizations work together. In addition, the Greater Phoenix Chamber Foundation’s five workforce collaboratives are convening industry leaders to tackle workforce shortages in targeted sectors using the U.S. Chamber’s Talent Pipeline Management strategy.

This year, our robust public affairs program resulted in 37 Chamber-supported bills being signed into law this year while stopping 23 bills deemed detrimental to the business community. One of those bills enacted was SB1406, which helps protect businesses from a “cash for ADA compliance” shakedown scheme being run by unscrupulous attorneys.

I am confident this is a pivotal year for our organization to become the Chamber of the future, where membership and events align with economic development and public affairs, helping our member businesses thrive while growing the economy for all.

It is said a rising tide lifts all ships, so I’m looking for any and all partners who are ready to jump in with us and make some significant waves.

Sincerely,

**TODD SANDERS**  
President & CEO  
Greater Phoenix Chamber of Commerce

**@TSandersGPCC**

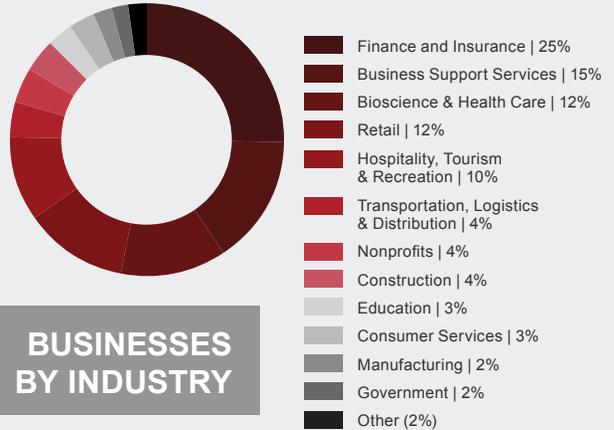
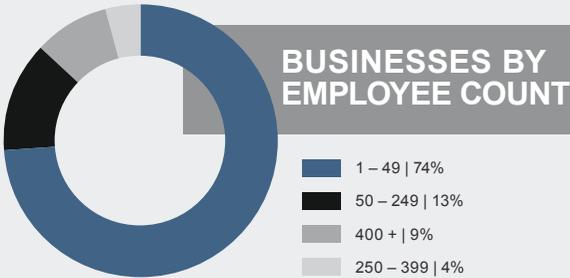
# MEMBERSHIP

**ACTIVE MEMBERS**  
**2,400**

NEW MEMBERS THIS YEAR **225**

PREMIER MEMBERS **234**

MEMBER RETENTION **84%**



**RIBBON CUTTINGS**

**57**



# EVENTS & PROGRAMMING

## EVENTS

More than 5,500 leaders and members in business, politics and the community attended Chamber events this year.



## ATHENA AWARDS

The Chamber honors annually business-women who exemplify mentorship and community.

### 2016 Recipients:

**Catherine Alonzo**, Young Professional  
*Javelina*

**Rebecca Clyde**, Private Sector  
*Ideas Collide*

**Maria Harper-Marinick, Ph.D.**, Public Sector  
*Maricopa Community Colleges*

## MAYOR GREG STANTON

### STATE OF THE CITY ADDRESS

Mayor Greg Stanton shares his vision for the City of Phoenix with more than 1,150 attendees at the Annual State of the City Address.



## IMPACT AWARDS

### CELEBRATING BUSINESS EXCELLENCE

• 30TH ANNIVERSARY •

The Chamber honored eight businesses and one nonprofit at the 30th Anniversary IMPACT Awards, including naming the below two businesses as the 2017 Business of the Year recipients.

**ASU Gammage 250 or fewer employees**

**Southwest Airlines more than 250 employees**



## PROGRAMS

The Greater Phoenix Chamber of Commerce offers programs to help members connect, network and grow their businesses. This year, more than 3,000 attendees participated in networking and professional development opportunities including:

- After 5 Mixers
- Power Connect Luncheons
- Professional Women's Alliance
- Small Business Leadership Forum
- Valley Young Professionals
- Business Showcases

## PROGRAM LEADERSHIP

**Small Business Leadership Council:**

**Chair | Adam McAnally**  
*Salt River Project*

**Vice Chair | Erin Miller**  
*Sprouts Farmers Market*

**Past Chair | Erin Mettillie**  
*Slalom Consulting*

**Small Business Leadership Forum:**

**Chair | Karie Cowden**  
*Connect the Dots Promotions*

# PUBLIC AFFAIRS

## BILL SPOTLIGHT

### SENATE BILL 1406

Protecting Local Business from Frivolous Lawsuits

This year, the Legislature addressed a growing problem seen around the Valley and across the country – serial lawsuits filed under the Americans with Disabilities Act attempting to shake down local businesses in a practice known as “cash for compliance.”

In 2016 alone, more than 1,700 ADA lawsuits were filed against Arizona businesses over issues that could have been addressed with a simple notice and an opportunity to comply.

SB 1406 requires businesses be provided written notice with sufficient detail of disability access violations before a civil suit can be filed, while also providing a cure period to allow a reasonable amount of time for businesses to reach compliance before being penalized financially. In addition, the law provides legal standing only to an aggrieved person who has been subject to discrimination. This solution holds both businesses and plaintiffs' lawyers accountable by promoting compliance with the ADA, while limiting the financial agendas of rogue attorneys.



# 1,700+

ADA Lawsuits Filed in 2016

BILLS GPCC TOOK A POSITION ON

# 81

56 bills supported

25 bills opposed

37 Chamber-supported bills became law

23 Chamber-opposed bills died

## KEY SUCCESSSES

- Supported efforts to curb frivolous lawsuits intended to exploit financially local businesses
- Championed efforts to safeguard the integrity and accuracy of the statewide initiative process
- Promoted efforts to expand economic development and investment through targeted tax policy
- Continued work to streamline Arizona's Workers' Compensation system through common sense reforms to reduce burdens on business and employees
- Supported efforts to secure occupational licensing for military veterans who complete education and training while serving in the armed forces
- Helped pass strategic policies to increase traffic safety and reduce insurance liabilities
- Continued to advocate for a structurally balanced budget while investing in critical areas of need such as K-12 education and university infrastructure
- Defeated efforts that would have created uncertainty in the regulatory environment

# ECONOMIC DEVELOPMENT

## PHOENIX FORWARD »

strengthening the road to prosperity

# 2,000

**TOTAL PHOENIX FORWARD VISITS**

## INDUSTRY LEADERSHIP COUNCILS:

### HEALTH CARE LEADERSHIP COUNCIL

- Launched Wellness AtoZ, an initiative recognizing Arizona as a destination for healthy living
- Secured state dollars to increase funding in the State Loan Repayment Program, enabling Arizona to fully maximize the federal match
- Will lead Arizona delegation on a benchmarking trip to the Buffalo Niagara Medical Campus to explore best practices in talent development and entrepreneurship

### BIOSCIENCE LEADERSHIP COUNCIL

- Advocated for the successful passage of legislation reinstating the Angel Investment Tax Credit
- Convenes bioscience leaders to align strategies to strengthen Arizona's bioscience ecosystem

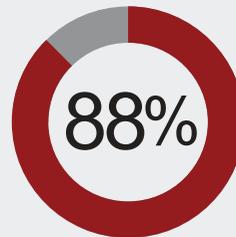
### TRANSPORTATION LEADERSHIP COUNCIL

- Developed a transportation case study to support infrastructure investment throughout Arizona
- Developed guidelines for simplifying rules and streamlining regulations at the federal level that will have a positive impact on Arizona infrastructure investment

# 245

**PROJECTED FY2017 VISITS**

## BRE VISIT HIGHLIGHTS:



88% of companies rate the business climate as excellent or good

2 out of 3 companies project increases in revenue over the next 12 months

# 2 OUT OF 3

**For more information, visit [www.phxforward.com](http://www.phxforward.com)**

# GREATER PHOENIX CHAMBER FOUNDATION



The Greater Phoenix Chamber Foundation (GPCF) was launched in April 2016 to lead the charitable and education objectives of the Greater Phoenix Chamber of Commerce (GPCC) and promotes economic prosperity and quality of life for the Greater Phoenix region. GPCF furthers the Chamber's mission by conducting research, forming partnerships and hosting events focused on education, workforce development, wellness and community development.

## WORKFORCE DEVELOPMENT

**Workforce Collaboratives focus on bringing industry leaders together to tackle workforce shortages using the U.S. Chamber's Talent Pipeline Management strategy.**

**Cybersecurity Collaborative:** More than 60 companies are committed to curriculum review and alignment, increasing the number of workplace experiences and developing a collaborative marketing and communication strategy promoting cybersecurity careers.

**Compliance & Risk Management Collaborative:** Launched AZComplianceRiskTalent.com website to serve as a one-stop resource for employers and job seekers.

**Construction Collaborative:** Developing an overarching strategy to align talent supply and demand.

**Financial Services Collaborative:** Several financial services companies are working together to pilot an out-of-the-box training program for financial services professionals targeting specific demographics and utilizing the federal job training funding.

**Health Care Collaborative:** All of Arizona's major hospital systems are working together to address demand for specialty nurses and qualified surgical technicians.



Wellness **AtoZ**

**Aimed at making Arizona and the Greater Phoenix region known as a destination for healthy living.**

Companies will be recognized as **Wellness AtoZ Employers** by adopting the following principles:

**EatWell** Provide healthy food choices in the breakroom, catered meetings, vending machines and the cafeteria

**LiveWell** Send communications to employees promoting health and wellness

**PlayWell** Encourage employees to be active through the Wellness Wonders

**WorkWell** Forum to share best practices with other Wellness AtoZ employers

**Research:** Highlights from the **Health Care Industry Overview whitepaper** prepared in collaboration with the University of Phoenix:

**72%** of consumers 18-44 prefer telemedicine

**70%** of medical students who complete their residencies in Arizona stay to practice medicine here

Health occupations are projected to grow from 2014-2024 **19%**

[www.phoenixchamberfoundation.com](http://www.phoenixchamberfoundation.com)

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