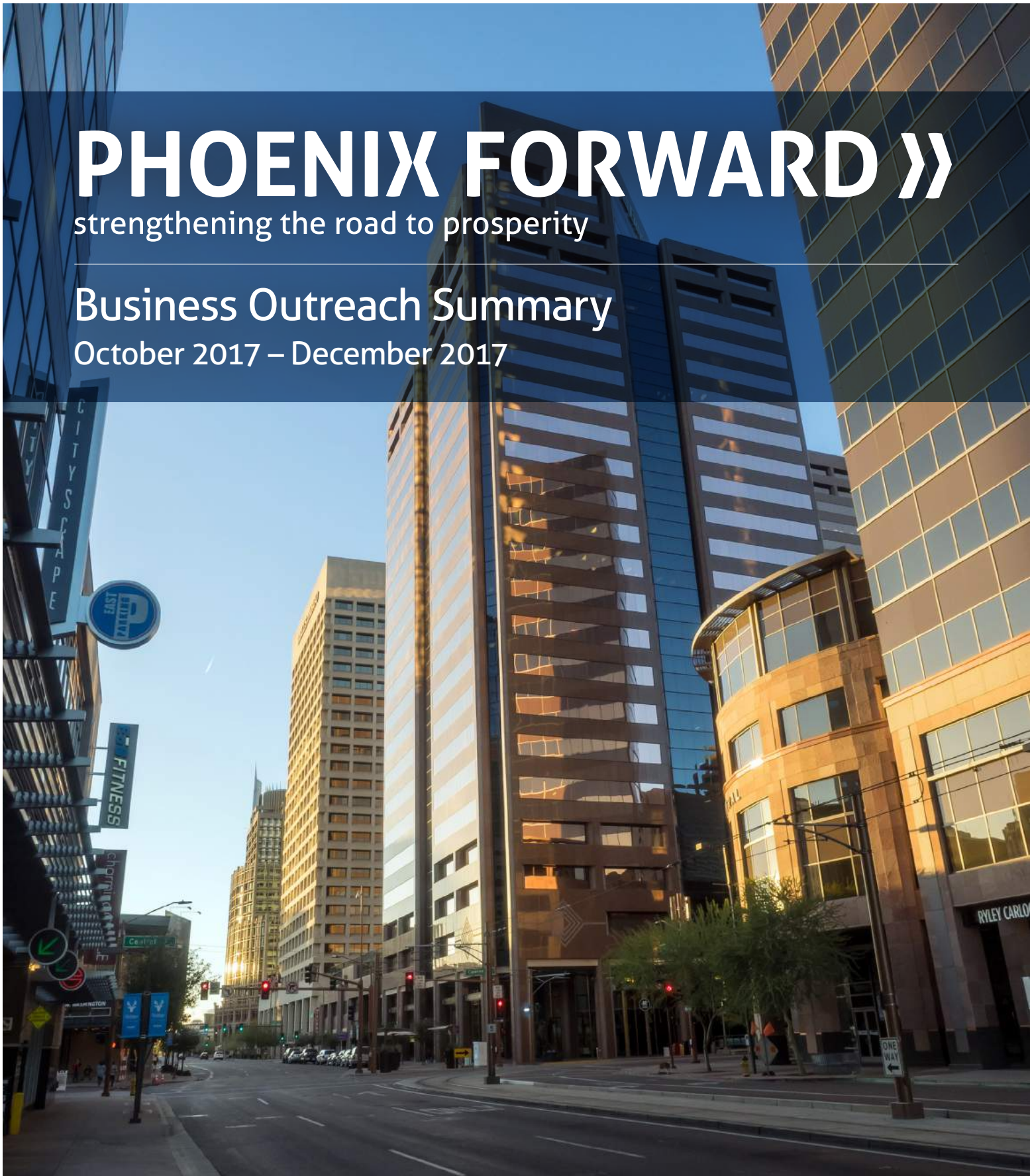


PHOENIX FORWARD »

strengthening the road to prosperity

Business Outreach Summary

October 2017 – December 2017



PILOT TRAINING PROGRAM

Series 7 pilot training program connects individuals to job training and potential employers

In October 2017, the Greater Phoenix Chamber Foundation (GPCF) in partnership with the City of Phoenix ARIZONA@WORK office, launched a pilot program dedicated to preparing individuals to pass the Series 7 License exam.

The first cohort started in November and completed their training program in January. The pilot program included 14 individuals that received free training and were directly connected to various employers in need of their new skill set. With the preparation provided to them through the program, eight people went on to pass their mid-term exam.

With this program, individuals prepare for the Series 7 exam through an eight-week online course.

Students are also able and encouraged to connect with participating companies through a series of mixers held during the training. This provides insight into differences in organizational culture and the types of financial services positions they have available.

"I have been a citizen of Phoenix for 17 years and have been around the block for quite some time. I hadn't thought it

would be possible that the city of Phoenix could give an unemployed citizen an opportunity to take a series 7 training and meet employers in the hiring process,"

Participating Employers

Charles Schwab

Merrill Edge

**North Star
Resource Group**

USAA

Vanguard

said Elie Mamboleo, a participant in the first Series 7 training cohort. "This is happening to me, and I am certain my peers feel the same way. I thought I was at a dead end, and I'll proudly tell you, this was a miracle for me."

Mamboleo had interviews with three financial services investment firms scheduled before he completed the training program.

By partnering with the City of Phoenix ARIZONA@WORK Office, GPCF is helping to create opportunities for individuals to train for in-demand positions. Through the Financial Services workforce collaborative, GPCF aims to address critical shortages for entry-level financial advisors and investment professionals.

With the creation and implementation of this job readiness training program, GPCF is working with community partners and employers to bridge the skills gap in financial services and better prepare individuals to pass the necessary exams and provide screenings to individuals to assess their skills at the front end.

Access to a larger pool of qualified talent will enable existing Arizona financial services companies to expand their footprint and grow the economy.

With business and community support, GPCF and the City of Phoenix ARIZONA@WORK office is currently recruiting for the second cohort to train for the Series 7 exam. This cohort begins on February 19.

BUSINESS OUTREACH VISITS **373**



Sector	Number of Visits
Advanced Business & Financial Services	61
Bioscience	10
Health Care	45
Transportation & Logistics	39
Construction	32
Manufacturing	62
Retail	47
Other	77

*Other includes business sectors with fewer than 20 visits.



For more information, visit www.phxforward.com

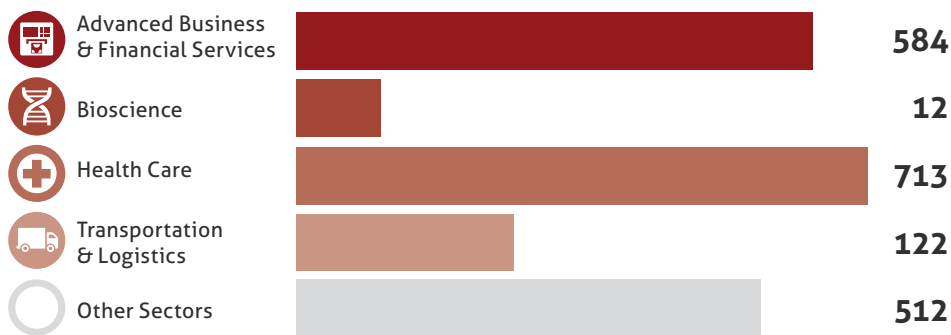
ANTICIPATED GROWTH

The *Phoenix Forward* partners worked individually and in teams to support the expansion of existing businesses in the region. During these visits, companies indicated the following anticipated growth: **1,943 new jobs** representing **\$28.6 million** in payroll, **\$69.5 million** in capital investment, and **182,365 square feet** in new building space.

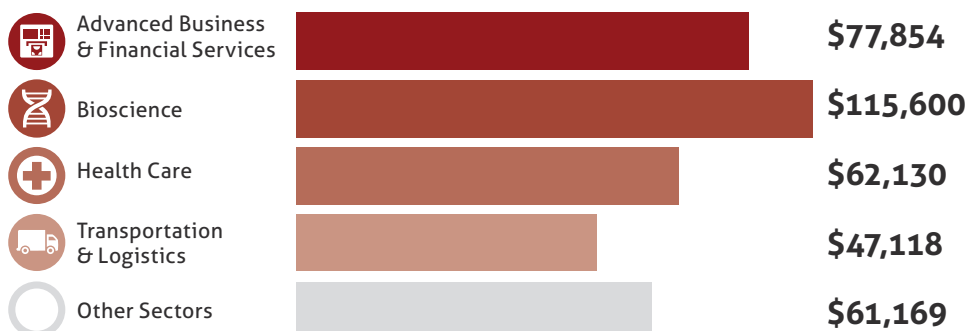
The numbers below reflect updated figures that were reported as a result of follow-up to previous visits.

NUMBER OF PROJECTED NEW JOBS

TOTAL PROJECTED NEW JOBS ALL SECTORS: **1,943**



PROJECTED AVERAGE WAGE OF NEW JOBS



PAYROLL ADDED TO THE ECONOMY



\$24,763,599



other sectors = \$3,853,640

\$28.6
MILLION

NEW BUILDING EXPANSION

total
182,365 square feet

Phoenix Forward sectors
176,000 square feet

other sectors
6,365 square feet



Planned capital investment of
\$69,525,888
in the next year

9 of 10
companies rated the workforce as good or excellent

98%
of companies rated the business climate as excellent or good

PHOENIX FORWARD » INVESTORS

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Delta Dental of AZ
Dignity Healthcare
DMB

Freeport-McMoRan Inc.
HonorHealth
KPHO CBS 5

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Snell & Wilmer
Southwest Gas

Sunstate Equipment Co.
The Weitz Company
Wells Fargo Bank

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Alliance Bank
Merchants Information
Solutions
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Quarles and Brady, LLP
Republic Media
Sundt Construction

SUPPORTERS

Community Tire Pros
Ernst & Young

Mercy Maricopa
Off Madison Ave.

CONTACT US



Jennifer Mellor

Vice President of
Economic Development

jmellor@phoenixchamber.com
602.495.6491

201 N. Central Ave. 27th Floor
Phoenix 85004

phxforward.com



Kevin Sullivan

Senior Vice President,
Business Attraction and Expansion

kevins@AZcommerce.com
602.845.1261

118 N. 7th Ave. Suite 400
Phoenix 85007

azcommerce.com



City of Phoenix

Michelle T. Pierson

Deputy Economic Development Director

michelle.pierson@phoenix.gov
602.256.5656

Community and Economic Development
200 W. Washington St. 20th Floor
Phoenix 85003

phoenix.gov/econdev



Shelby L. Scharbach

Assistant County Manager,
Chief Financial Officer

sscharba@mail.maricopa.gov
602.506.3545

301 W. Jefferson St. 10th Floor
Phoenix 85003

maricopa.gov