



INVESTMENT PROSPECTUS

City of Mesa Opportunity Zones





- Mesa's Opportunity Zone Program
- Mesa Opportunity Zones
 - Gateway Area
 - Falcon District
 - Main Street Corridor
 - Fiesta District
- Recent Citywide Investments
- Population Comparisons
- Social and Economic Overview
- Proximity to Neighboring Markets
- Regional Transportation
- City of Mesa Overview
- Testimonials
- Mesa Quick Facts

CONTENTS

MESA'S OPPORTUNITY ZONE PROGRAM

- The Opportunity Zone program is a federal program designed to spur community investment by providing tax benefits to investors who hold their investment between five to ten years.
- Each state could nominate up to 25% of qualifying low-income census tracts to become Opportunity Zones.
- The City of Mesa has 11 census tracts that have been designated Opportunity Zones by the U.S. Department of the Treasury.

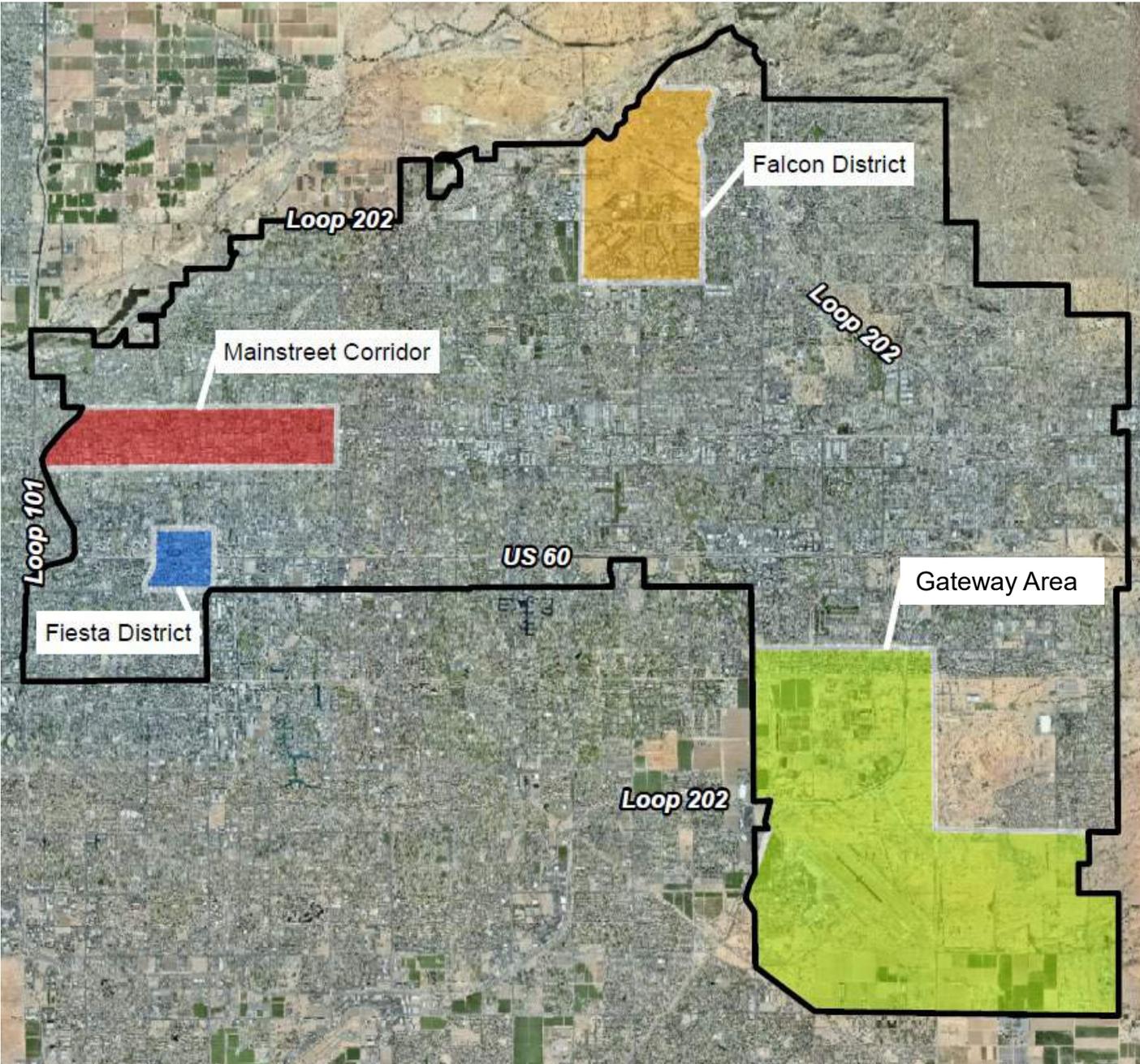


MESA'S OPPORTUNITY ZONE PROGRAM

Mesa's designated Opportunity Zones are anchored by four business districts:

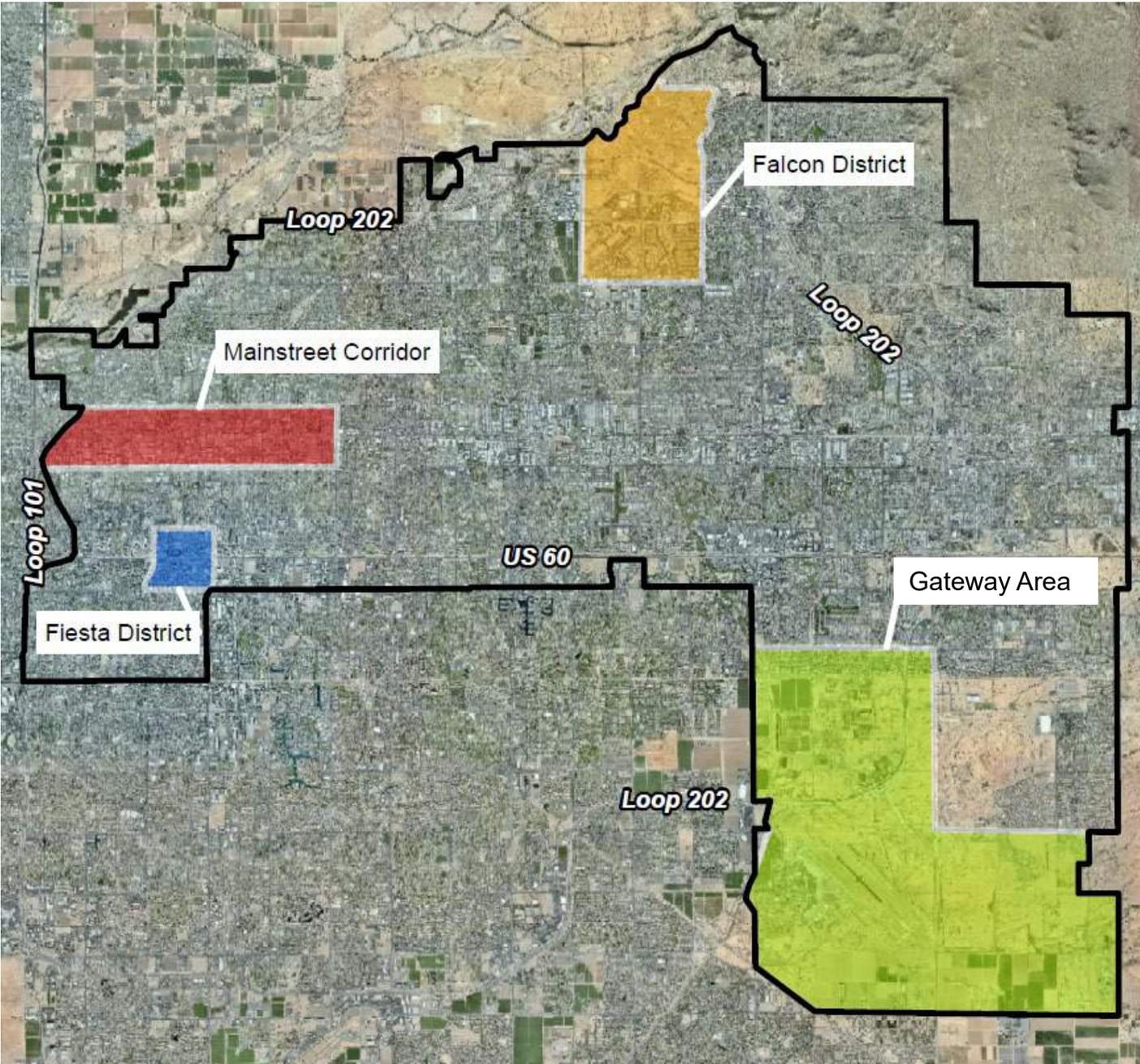
- Gateway Area
- Falcon District
- Main Street Corridor
- Fiesta District

Each district is an ideal place to locate and grow a business.



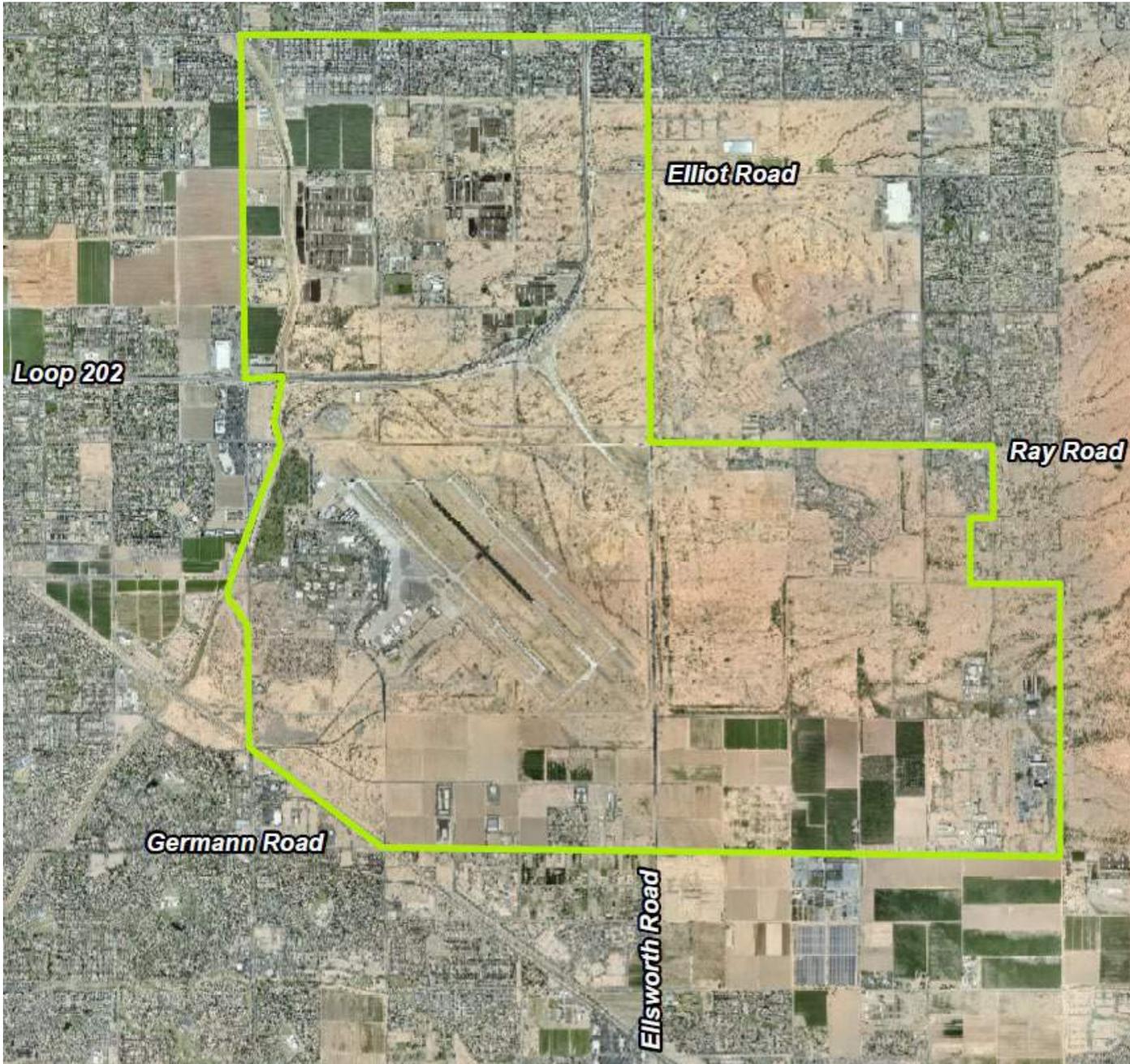
MESA'S OPPORTUNITY ZONE PROGRAM

- 11 Opportunity Zones in Mesa.
- 94 Opportunity Zones in Phoenix-Mesa metro area.
- 168 total Opportunity Zones in Arizona.
- 501,137 citizens make up Mesa's population.
- 48,496 citizens reside within Mesa's Opportunity Zones.
- 9.67% of Mesa's Population reside within an Opportunity Zone.



GATEWAY AREA

Phoenix-Mesa Gateway Airport is the second major airport serving the Greater Phoenix area. Mesa's Gateway Area is ideal for aerospace and defense firms, research and development, high-tech manufacturers, data centers, large industrial users, as well as for residents to live, work, and play.





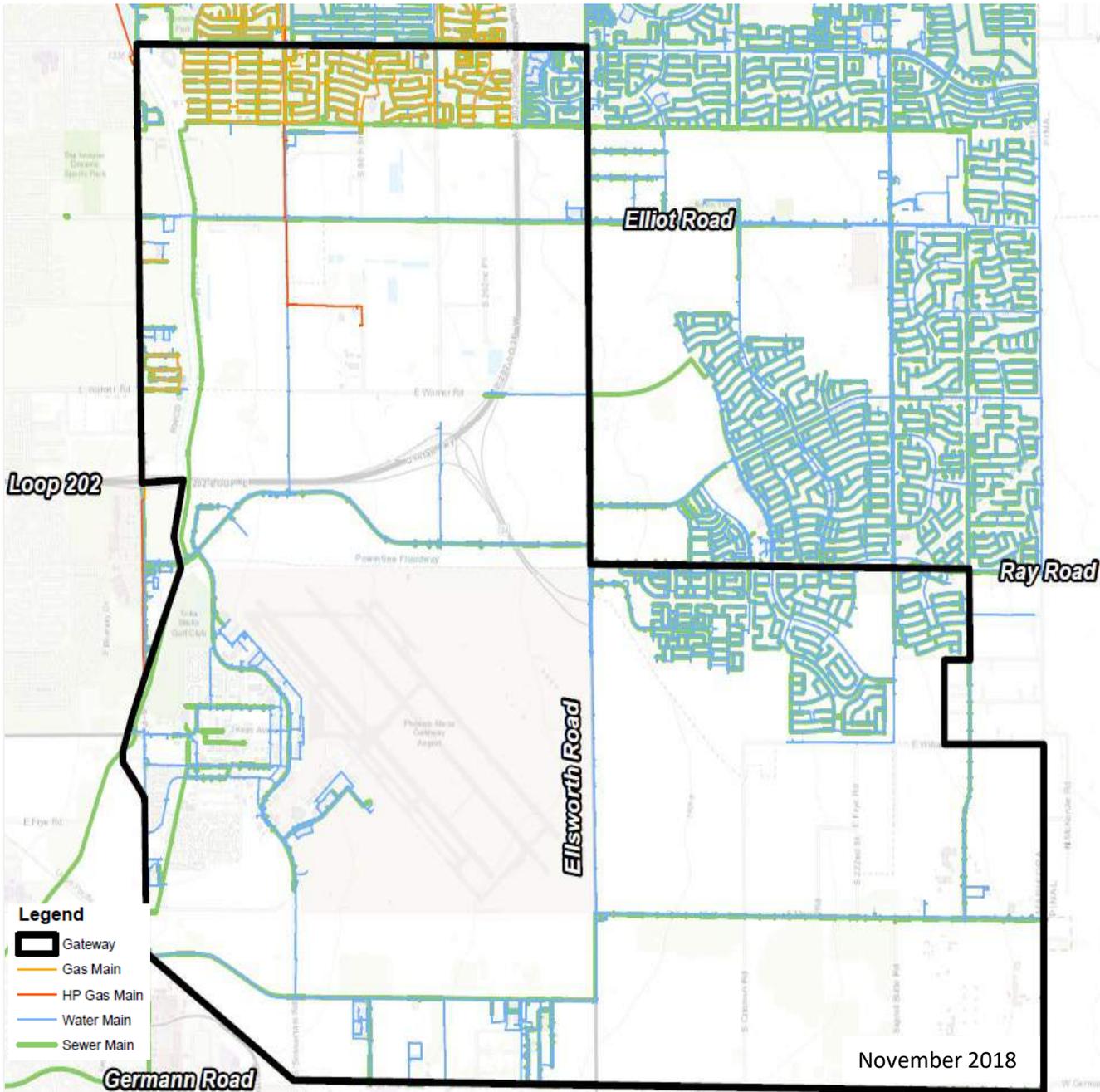
Gateway Quick Facts

- Businesses: 309
- Population: 13,031
- Median Household Income: \$61,841
- Labor Force: 7,502
- Labor Force within 15 mins: 290,641

Key Assets

- Phoenix-Mesa Gateway Airport
- Foreign Trade Zone
- Military Reuse Zone
- Elliot Road Technology Corridor
- Pecos Advanced Manufacturing Zone
- Union Pacific Rail Line
- Arizona Labs for Security & Defense Research
- ASU's Polytechnic Campus

Source: 2018 ESRI

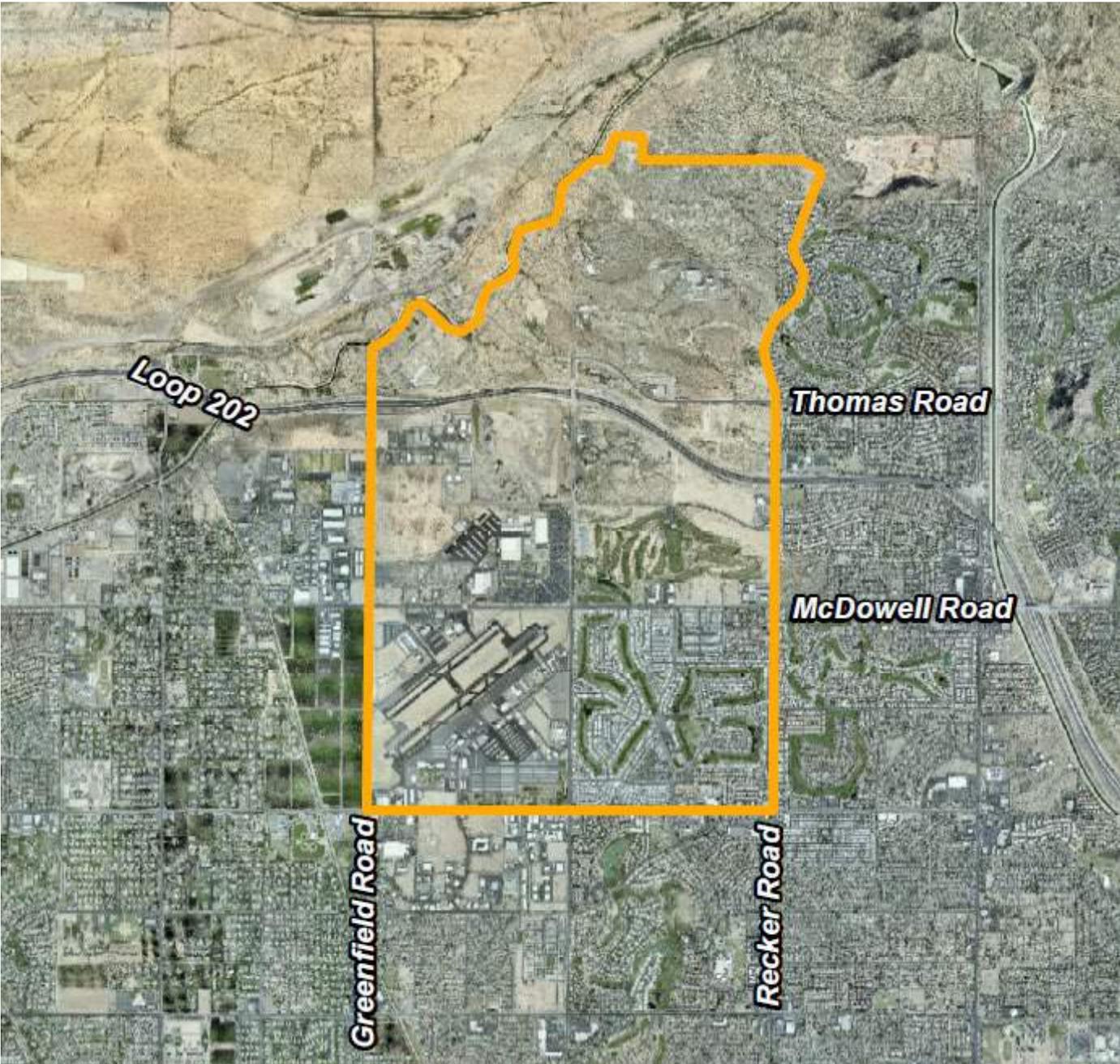


Gateway Infrastructure

- The Gateway Area Opportunity Zones have infrastructure in proximity to most development sites.
- Water and wastewater are managed by the city and power is managed by the Salt River Project.
- Southwest Gas has robust natural gas infrastructure in these zones. Only City managed infrastructure is depicted on the left.
- Commercial building inventory: 749,494 SF
- Average commercial building rent per SF: \$18.31
- Industrial building inventory: 1,940,200 SF
- Average industrial building rent per SF: \$9.06

FALCON DISTRICT

The Falcon District is anchored by the Falcon Field Airport and is a high-tech hub for aerospace/ aviation, defense, advanced manufacturing, and advanced business services.





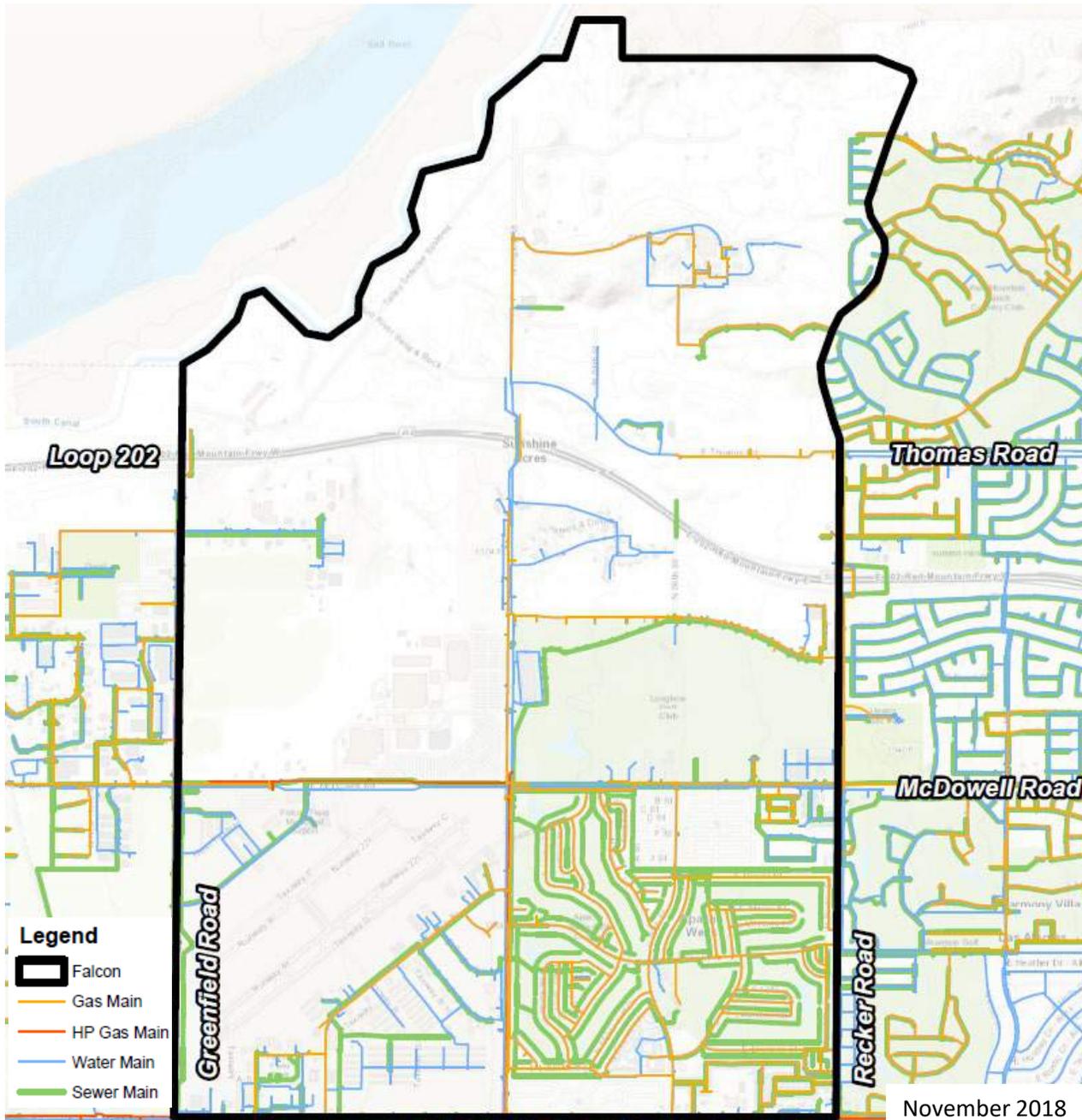
Falcon Quick Facts

- Businesses: 195
- Population: 3,761
- Median Household Income: \$37,752
- Labor Force: 3,346
- Labor Force within 15 mins: 263,115

Key Assets

- Boeing
- Special Devices Inc. – Daicel Group
- MD Helicopters
- Nammo Talley
- CAE Oxford Aviation Academy
- Northrop Grumman
- Piper Plastics, a Mitsubishi Chemical Subsidiary

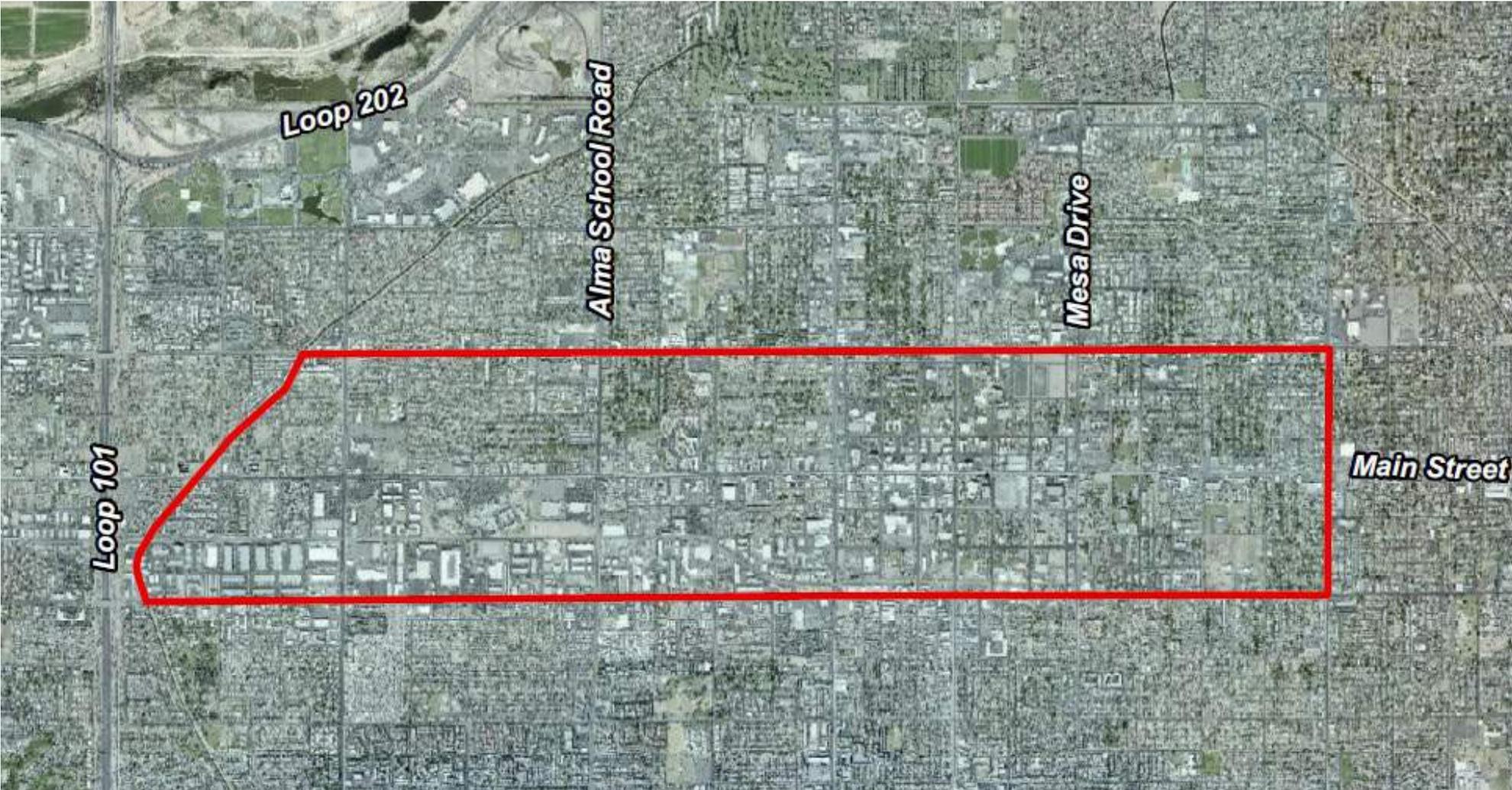
Source: 2018 ESRI



Falcon Infrastructure

- The Falcon Opportunity Zone has robust infrastructure with natural gas, water, and sewer in most arterial streets.
- All utilities in this area are managed by the City of Mesa, except power which is managed by the Salt River Project.
- Commercial building inventory: 854,858 SF
- Average commercial building rent per SF: \$16.14
- Industrial building inventory: 2,013,119 SF
- Average industrial building rent per SF: \$8.30

MAIN ST. CORRIDOR



The Main Street Corridor hosts a variety of opportunities for mixed-use, office development, restaurants, hotels, and multi-family housing.



Main St. Quick Facts

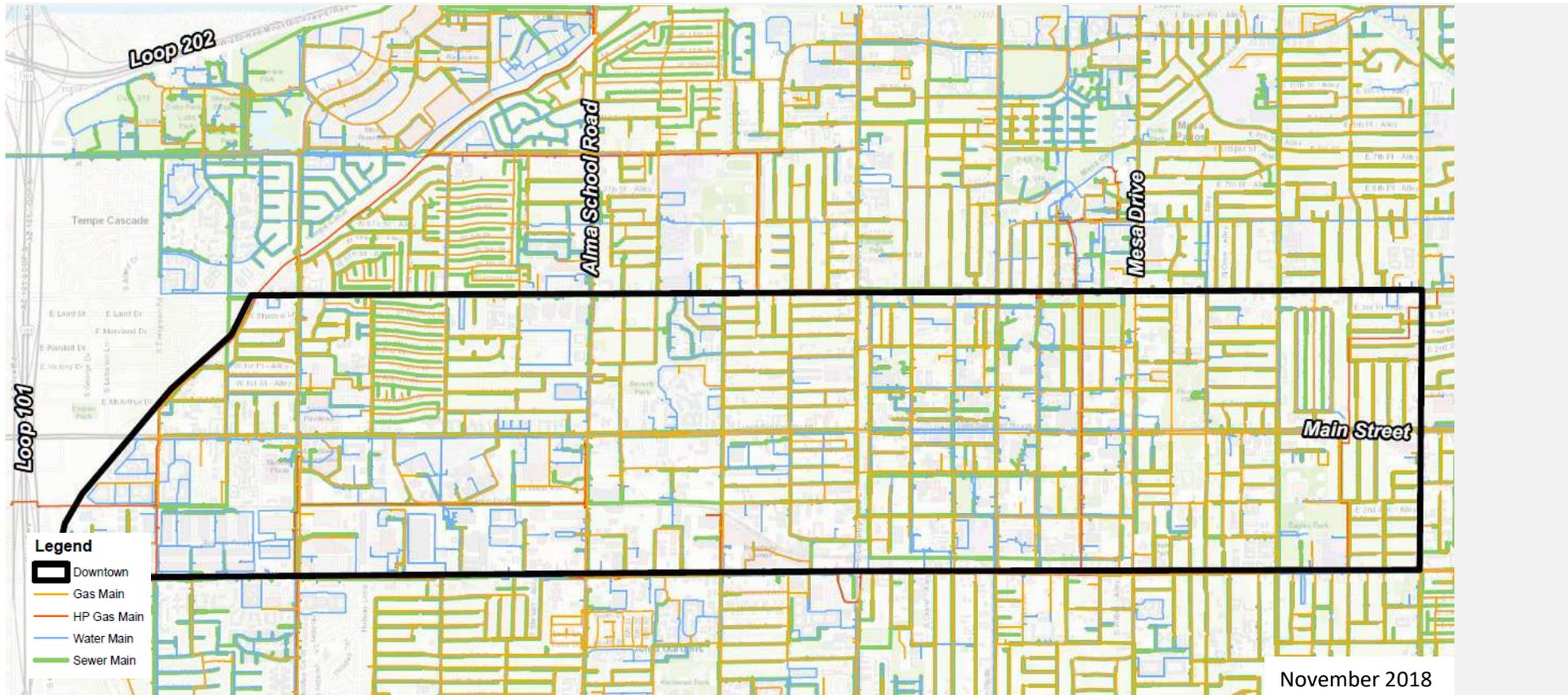
- Businesses: 1,489
 - 19 Hotels
 - 92 Restaurants
- Population: 26,169
- Labor Force: 15,136
- Labor Force within 15 mins: 349,640

Key Assets

- Mesa City Plaza
- Mesa Convention Center
- Mesa Arts Center
- Arizona Museum of Natural History
- Mesa Historical Museum
- NAU Downtown Mesa Campus
- Future ASU classroom facility and adjacent Innovation Studios

Source: 2018 ESRI

MAIN ST. CORRIDOR

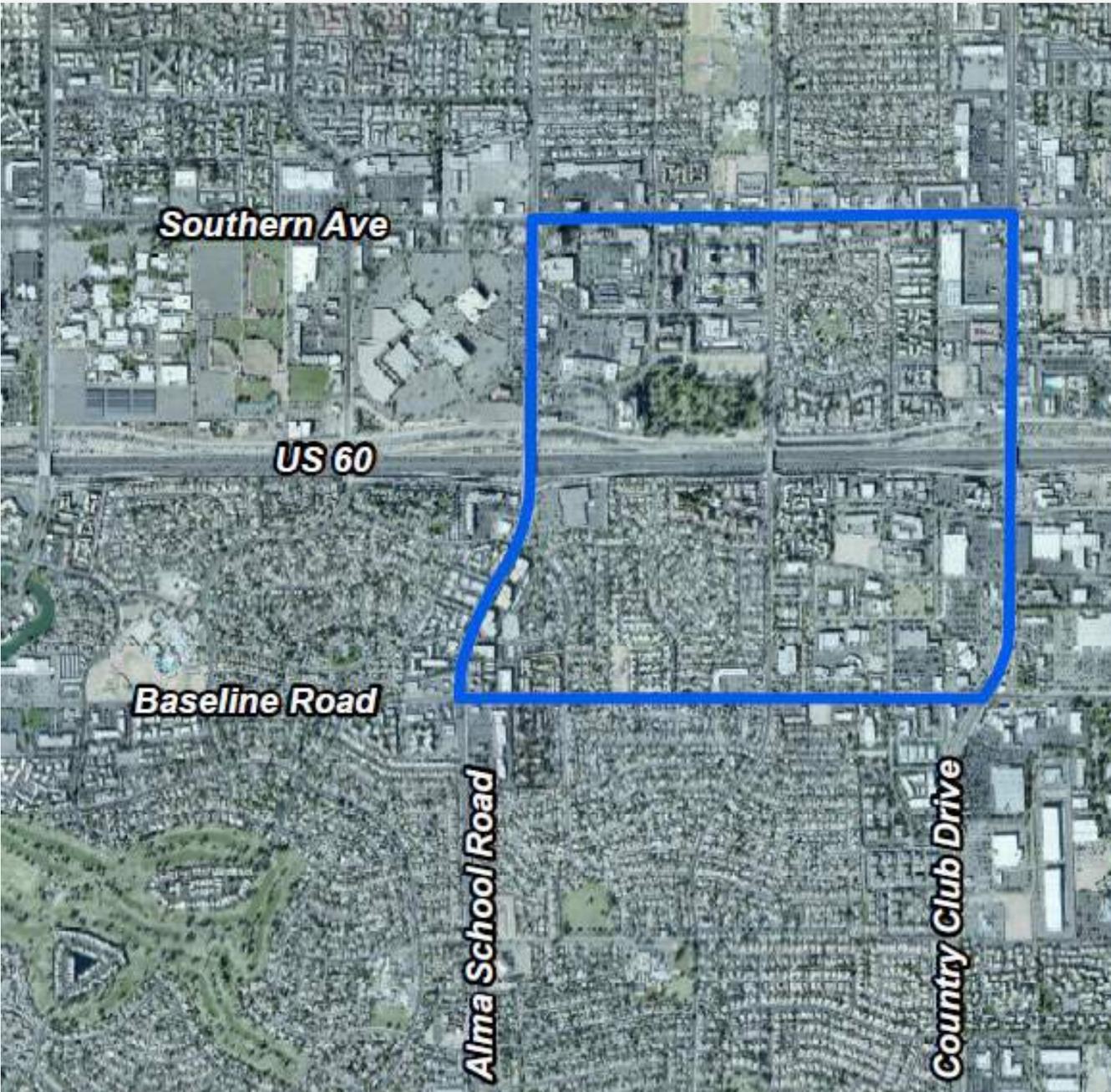


Main St. Corridor Infrastructure

- The Main Street Corridor Opportunity Zones have robust natural gas, water, and sewer infrastructure.
- Utilities in this area are mostly managed by the City of Mesa including power in proximity to Downtown.
- Commercial building inventory: 5,531,398 SF
- Average commercial building rent per SF: \$12.64
- Industrial building inventory: 5,143,327 SF
- Average industrial building rent per SF: \$7.62

FIESTA DISTRICT

The Fiesta District is home to cutting-edge industry clusters, a skilled workforce, easy market access, and extensive infrastructure. It is a prime location for mixed-use developments, restaurants, and offices. Adjacent to this zone, Banner Health operates two hospitals: Cardon Children's Medical Center and Banner Desert Medical Center.





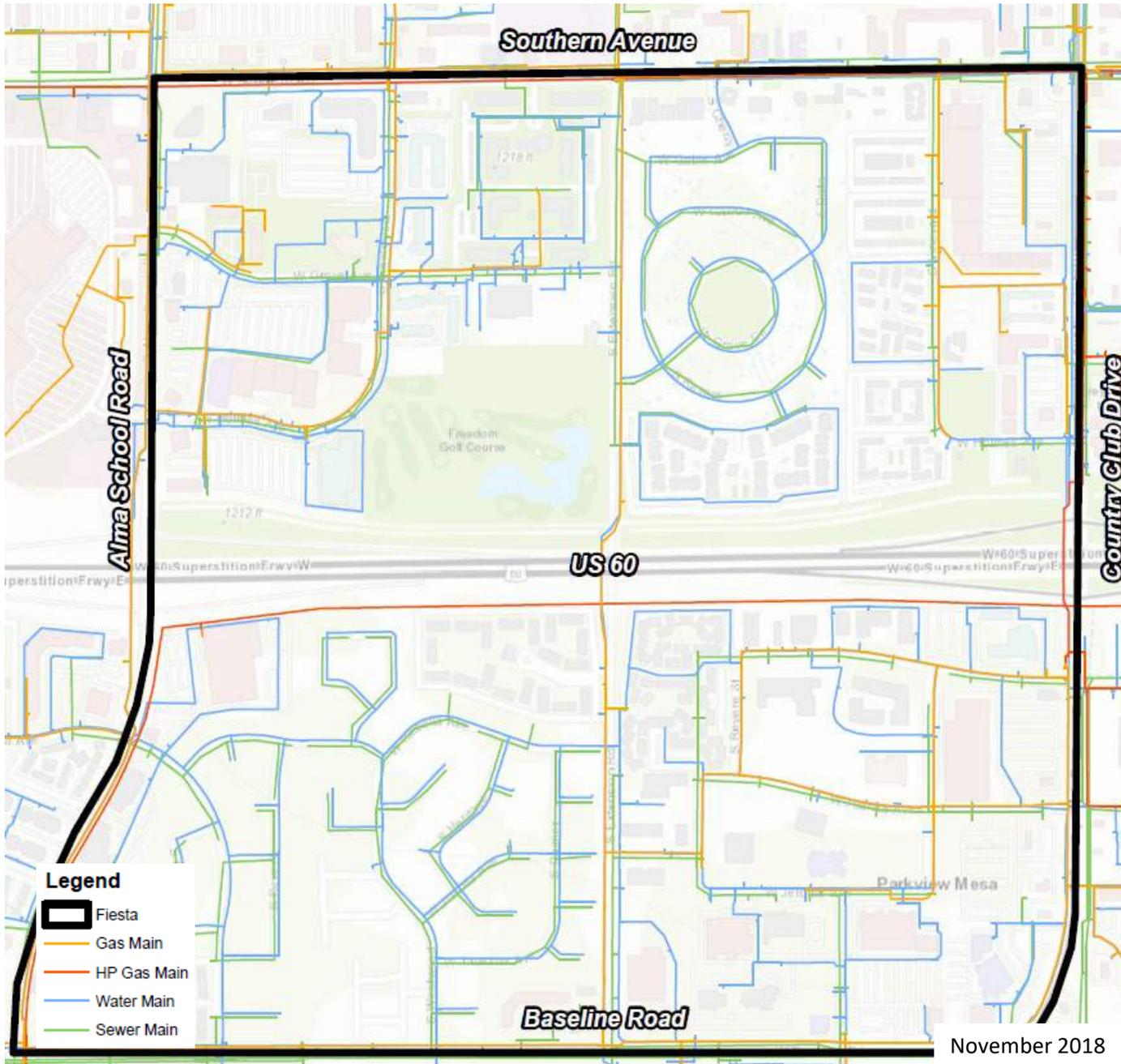
Fiesta Quick Facts

- Businesses: 425
- Population: 5,535
- Labor Force: 3,589
- Labor Force within 15 mins: 568,622

Key Assets

- Mesa Financial Center
- Hilton Phoenix/Mesa
- National General Lender Services
- Esurance, an Allstate Company
- Adjacent companies within 1-mile
 - Mesa Community College
 - Santander USA
 - Banner Health

Source: 2018 ESRI



November 2018

Fiesta District Infrastructure

- The Fiesta District Zone has robust infrastructure with natural gas, water, and sewer in most arterial streets.
- All utilities in this area are managed by the City of Mesa, apart from power, which is managed by the Salt River Project.
- Commercial building inventory: 3,096,281 SF
- Average commercial building rent per SF: \$16.67
- Industrial building inventory: 183,400 SF
- Average industrial building rent per SF: \$9.48

RECENT CITYWIDE INVESTMENTS

- Apple Global Command Center: \$2 billion
- Banner Cardon Children's Medical Center: \$320 million
- Light Rail Extension: \$240 million
- Signal Butte Water Treatment Plant: \$126 million
- Matheson Gas Air Separation Facility: \$40 million
- Southern Avenue Street Improvements: \$25.8 million
- Special Devices: \$25 million
- Santander Consumer USA : \$12 million
- Piper Plastics North American R&D Tech Center: \$10 million
- Longbow Marketplace: \$7.6 million
- Cognizant U.S. Regional Center: \$4.5 million



POPULATION
COMPARISONS

Population Growth in Opportunity Zones

	Population 2010	Population 2018	% Change	Area
Mesa Opportunity Zones	39,580	48,496	22.53%	37 sq. miles
City of Mesa	439,599	501,137	14.00%	138 sq. miles
Phoenix- Mesa MSA	4,192,887	4,814,090	14.82%	14,565 sq. miles

Source: 2018 ESRI

Social and Economic Overview

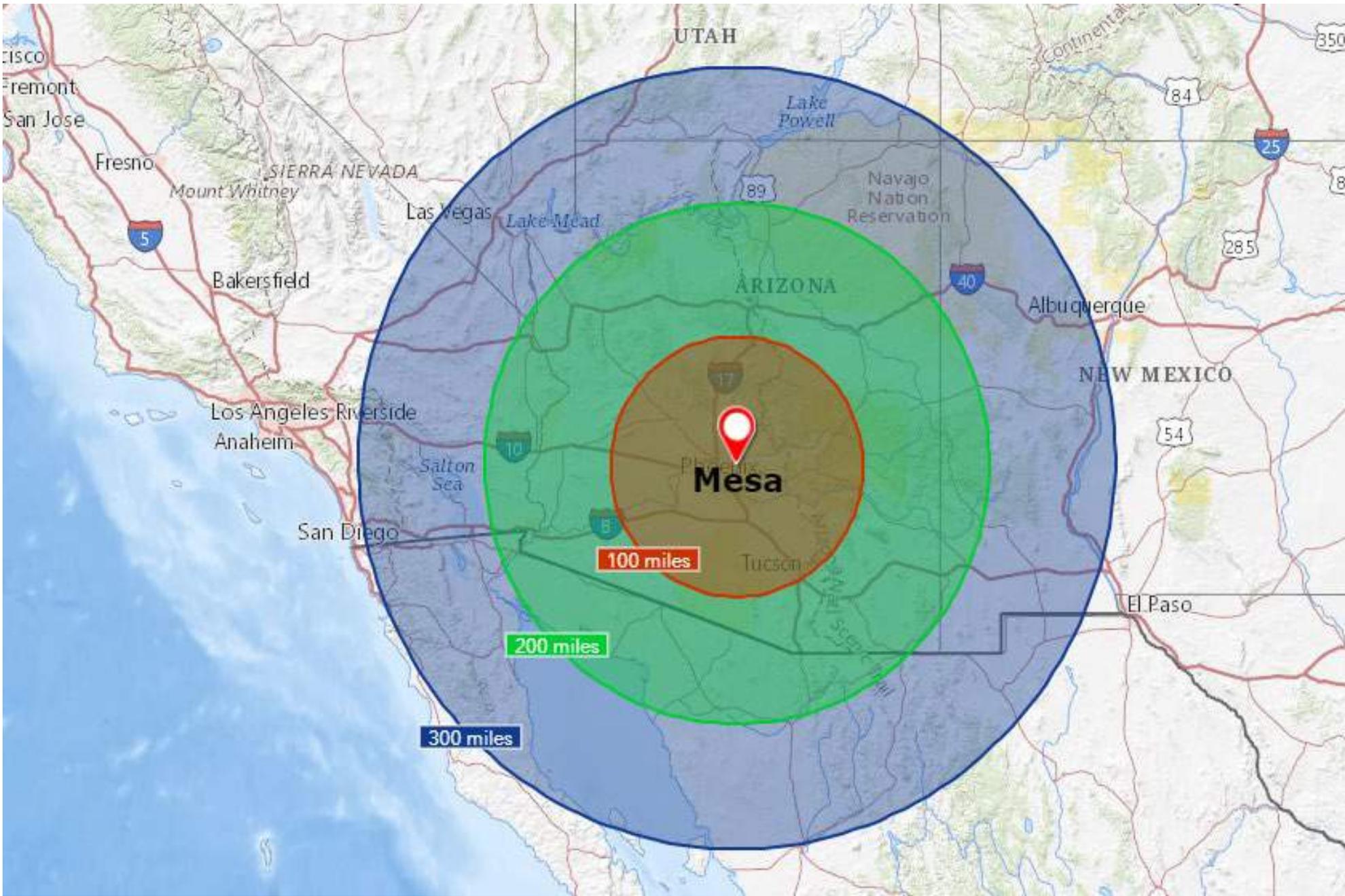
	Black	Hispanic	Foreign Born	Poverty	Median Household Income	% College Degree or higher**	% No HS degree **	% Under 18	% Over 65
Mesa's Opp Zones	2,118	13,982	6,809	23.74%	\$41,547*	22.0%	17.1%	24.38%	11.37%
City of Mesa	16,695	127,274	56,399	16.2%	\$50,615	25.7%	12.2%	24.3%	16.1%
Phx-Mesa MSA	234,287	1,354,364	641,471	16.5%	\$55,227	29.8%	13.2%	25%	14.2%
State (AZ)	287,110	2,054,849	901,548	17.7%	\$51,340	27.9%	13.8%	24.1%	15.9%
U.S.	40,241,818	55,199,107	42,194,354	15.1%	\$55,322	30.3%	13%	23.1%	14.5%

Source: 2018 U.S. Census Planning Database; 2012-2016 ACS 5-Year Estimates; *Average Median Household Income; ** 25 years or older

SOCIAL AND
ECONOMIC OVERVIEW



PROXIMITY TO NEIGHBORING MARKETS



CITY OF MESA OVERVIEW

- Located just east of Phoenix, Mesa is one of the fastest growing cities in the country and has all the advantages of a thriving metropolis while maintaining the charming feel for which its known.
- Mesa is in the center of the Southwest and has a business-friendly environment, characterized by diversity and growth, a place where new businesses are seeded and existing ones continue to grow.
- Mesa has great infrastructure, quality education of every type and level, and a variety of amenities including expansive parks and a variety of amateur and professional sports facilities.



CITY OF MESA OVERVIEW

- Ranked the 2018 4th “Best Big City to Live in” by *Money Magazine*.
- 35th largest US city, population over 500,000.
- Covering 138 square miles in a 21-city region with 4.8 million people and projected to grow to 6 million by 2030.
- Close to major Western markets and Mexico.
- Excellent access to power, fiber, transportation, and workforce.
- Investment opportunities include manufacturing, mixed-use developments, offices, housing, and hotels.



TESTIMONIALS



“When we were deciding on a site for our new facility, we had great choices including out-of-state. The City worked hard to come up with a win-win scenario that made Phoenix-Mesa Gateway Airport the best value alternative for Able Aerospace.”

– **Lee Benson, Retired CEO, Able Aerospace**

“Being in Mesa has helped us to launch our company more affordably. If we were to have this exact same company in Silicon Valley, it would truly cost us at least four times what it costs us to do it here in Mesa. Mesa has been an awesome place for us to launch a company.”

– **Spencer Thomason, CEO/Co-Founder, Clean Router**



“We are thrilled to locate our new, state-of-the-art manufacturing facility in the Greater Phoenix area where the healthcare industry is seeing accelerated growth. We chose Mesa due to the available, talented workforce, in addition to the proximity to our headquarters in San Diego and our key suppliers.”

– **Kevin Sayer, President and CEO, Dexcom**



General

- Year incorporated: 1883
- Elevation: 1,255 feet
- Average high/low temperature: 86° / 57°
- Median age: 36.2
- Average household income: \$71,448
- Number of Mesa households: 187,089
- Average yearly rainfall: 9.29 inches
- Average yearly days of sunshine: 301

Source: ESRI, 2018; US Climate Data

Population

Population	2018	2023	Population Growth 2010-2023
Mesa	501,137	538,232	22.43%
Arizona	7,132,147	7,643,872	19.44%

Population by Age	Mesa	Arizona
0-14	20.7%	19.8%
15-34	27.8 %	27.4%
35-54	23.2%	23.9%
55-74	20.7%	22%
75-85+	7.7 %	6.9%

Top Private Employers

Employer	Employees
Banner Health	8,275
The Boeing Company	3,642
Drivetime Automotive Group	1,276
24-7 Intouch	1,200
Mountain Vista Medical Center, a Steward Family Hospital	820
Empire Southwest	733
Salt River Project	614
Dexcom	580
AT&T	576
One Source Virtual HR	557
Santander Consumer USA	515
Special Devices	510
ZF TRW Vehicle Safety Systems	500

Source: MAG Employer Database, 2017 Update

Available Labor Force

	Mesa	Phoenix-Mesa MSA
Labor Force	244,533	2,347,906
Unemployment Rate	4.1%	4.2%

Within a 30-Minute Drive of Downtown Mesa:

- Population: 2,000,471
- Households: 772,636
- Labor Force (25+): 1,333,386

Source: U.S. Bureau of Labor Statistics, 2018; ESRI 2018

Water Reliability and Sustainability

- Mesa has a 100-year assured water supply designation from the Arizona Department of Water Resources.
- The city has three water treatment plants with a combined capacity of 186 million gallons per day and Mesa's reservoirs have a combined storage of 112 million gallons.
- About 19% of Mesa's water comes from 31 deep aquifer wells that can provide 83 million gallons of water per day.
- The new \$126 million Signal Butte Water Treatment Plant in southeast Mesa has increased Mesa's water capacity by 24 million gallons per day.



Higher Education

Mesa is home to 12 colleges and universities with more than 40,000 students currently enrolled in higher education.

- Mesa Community College: 31,947 students
- East Valley Institute of Technology: 4,500
- Arizona State University, Polytechnic: 4,809
- Chandler-Gilbert Community College: 2,100
- A.T. Still University: 1,716
- Benedictine University: 526



Higher Education Institutions

Mesa Colleges and Universities

- Arizona State University's Polytechnic Campus
- Arizona State University Downtown Mesa
- A.T. Still University
- Northern Arizona University
- Benedictine University
- Arizona College
- Carrington College
- DeVry University

Community Colleges and Specialized Training Academies

- Mesa Community College
- CAE Oxford Aviation Academy
- Chandler-Gilbert Community College
- East Valley Institute of Technology
- Pima Medical Institute





Educational Attainment

Within a 30-Minute Drive of Downtown Mesa:

- 1,333,386 professionals, 45.2% (age 25+) with an associate degree or higher.
 - Associate Degree 8.2%
 - Bachelor's Degree 23.3%
 - Graduate Degree 13.7%

CONTACT US

William J. Jabjiniak

Economic Development Director

City of Mesa

480-644-3561

William.Jabjiniak@MesaAZ.gov

