City of Phoenix Inventory of Programs

Department: Community and Economic Development **Strategic Plan Area:** Economic Development and Education*

Program Name: Business Attraction Program

Program Description:

The Business Attraction Program works to attract quality businesses that strengthen and diversify Phoenix's economy through job growth, private investment and creating a sense of place for our community. Focusing on high-quality industries, the team actively promotes Phoenix as the preferred place to do business to generate qualified prospects and provide professional expertise to developers, site selectors, corporate real estate representatives and business owners who are seeking to start, expand or relocate their business. The Program also provides support to the City of Phoenix Foreign Trade Zone (FTZ) Program, Film Office, Retail Development and Entrepreneurship programs.

Performance Measures	2015-16 Budget	2016-17 Prel. Budget
Qualified Prospects Generated	100	100
Projected New Jobs Created within the City of Phoenix as a result of Department's Assisted Locates	4,000	4,000
Projected Average Annual Salary of New Jobs from Assisted Locates	$48,000	$48,000
New Capital Investment Created by Assisted Locates	$80,000,000	$80,000,000

Source of Funds

General Fund	$ 1,525,570	$ 1,496,000
Sports Facilities	40,000	40,000
Aviation	79,941	73,000
Water	31,100	31,000
Community Reinvestment	83,188	126,000
Other Restricted		1,000
Total Net Budget	**$ 1,759,799**	**$ 1,767,000**
Gross Budget**	$ 1,989,960	$ 1,846,000
Program Positions	11.1	11.1

Does this program generate budgeted revenue? ☐ Yes ☑ No

Does this program provide required matching funds for a grant funded program? ☐ Yes ☑ No

The budget amounts listed include all costs for that program. Costs can include staff, contracts for services, supplies and equipment, vehicles and fuel, utilities, allocated costs for administrative support, and services provided by other departments such as information technology support and vehicle and facility maintenance.

*This is the primary Strategic Plan focus area supported by this program.
**The difference between the gross and net budget represents credits received for services provided to other programs and/or capital improvements projects.