



MESA, AZ: BUILDING BLOCKS FOR SUCCESS

With a population of nearly 500,000, Mesa, Arizona is the 38th largest City in the United States. Larger than Miami, Minneapolis, Atlanta and St. Louis, Mesa covers 133 square miles in the Phoenix-Mesa Metro Area, with a regional population of 4 million and projected to reach 6.3 million by 2030.

HEALTHCARE

SPECIALTY HOSPITALS • EDUCATION & TRAINING • R&D

MESA BOASTS OVER 1,300 BEDS COMBINED AND THE NATION'S LARGEST SIMULATION TRAINING CENTER.

ADVANCING HEALTHCARE AND BIOSCIENCES

In Maricopa County where Mesa is located, healthcare is a \$19.2 billion industry that supports 167,153 jobs for a median wage of \$56,406.

Rapid population growth in Greater Phoenix has created an increased demand for healthcare services. More than 80 licensed hospitals, providing in excess of 8,000 beds, serve the Phoenix metropolitan area; and more than 2,000 physicians, dentists, psychiatrists, chiropractors, osteopaths and ophthalmologists attend to healthcare needs on a multi-state, national and international level.

Medical services abound in Mesa and the East Valley. Mesa boasts world-class specialty and general hospitals with more than 1,300 beds combined, the nation's largest simulation training center, higher education institutions focused on healthcare, and secondary education featuring training in biotech and life sciences industries.

At Arizona State University Polytechnic (ASU Poly) in Mesa, unique research includes the work of scientists Milton Sommerfeld and Qiang Hu and their conversion of algal feedstock to fuel. Time magazine selected the researchers' work as one of the best innovations for 2008 and they just received a \$6 million grant from the Department of Energy.

Unprecedented bioscience industry collaboration produced profound results in Greater Phoenix. World-class research translates into discoveries in personalized medicine and saving lives while adding jobs to the local economy. From 2002 to 2007, bioscience jobs in Arizona increased by 23 percent, compared to 11 percent nationally. Bioscience companies in Greater Phoenix include The Mayo Clinic, Barrow Neurological Institute and Covance.

With a cluster of cancer, neuroscience, emerging bioengineering, medical devices and cardiovascular expertise, Greater Phoenix offers healthcare companies many opportunities for success. Biotech companies in Mesa are small but growing and early-stage or established companies will find support and assistance in Mesa.





MESA AND THE EAST VALLEY HEALTHCARE ASSETS

Mesa is one of the few cities in Maricopa County that offers the continuum of healthcare services, including specialty hospitals in hearts, orthopedics and full-service pediatrics. In addition, Mesa is soon to be across the street from world-renowned cancer treatment services, as M.D. Anderson is scheduled to open at Banner Health's Gateway Medical Center in the Fall of 2011.

ARIZONA REGIONAL MEDICAL CENTER – 126 BEDS

Arizona Regional Medical Center is the newest hospital in Mesa. It is physician-owned and is a general acute care facility with a strong emphasis on inpatient rehabilitation. Arizona Regional Medical Center recently added cardiac surgery and has plans to expand in the future with population growth.

ARIZONA SPINE AND JOINT HOSPITAL – 23 BEDS

Arizona Spine and Joint Hospital specializes in outpatient and elective inpatient surgery. It offers the latest technology and innovative approaches to orthopedic, spine and podiatric surgeries.

BANNER DESERT MEDICAL CENTER (BDMC) – 549 BEDS

Banner Desert Medical Center is focusing on strengthening its programs in cancer care, cardiovascular services, pediatrics, neurosciences, emergency medicine and trauma care. BDMC is also expanding its operating room capacity in 2010.

BANNER BAYWOOD MEDICAL CENTER (BBMC) – 342 BEDS

BBMC has opened a new 50,000-square-foot Emergency Department with enhanced treatment areas, 45 exam rooms and advanced medical imaging technology. The Orthopedic Institute at Banner Baywood continues to be recognized and ranked as one of the top 100 orthopedic programs in the United States by Health Network and HCIA Inc., and is supported by the John J. Rhodes Rehabilitation Institute.

BANNER BAYWOOD HEART HOSPITAL – 111 BEDS

Banner Baywood Heart Hospital has been nationally recognized by U.S. News and World Report magazine. Their team includes more than 500 dedicated employees, 200 volunteers and a medical staff of nearly 450 cardiologists, cardiovascular and vascular surgeons, and other primary care and specialty physicians.



MESA BY THE NUMBERS

POPULATION

Mesa Population Growth

1990-2000	35.5%
2000-2010	16.6%
2010-2015	9.75%

Population Projections 2015

Mesa	Arizona
507,373	7,518,953

Within a 30 minute drive from Downtown Mesa

	2010	2015
Population:	2,332,199	2,594,439
Households:	837,484	926,073

DEMOGRAPHICS

Median Age	34
Average Household Income	\$67,285
2008 Effective Buying Income	\$8.684 billion

(Source: Sales and Marketing, Survey of Buying Power)

Number of Mesa Households

Year 2010	2015 Projection
167,260	182,266

Educational Attainment

Mesa possesses a talented and skilled workforce with 69,712 of residents, or 24 percent of the population age 25 or above, has a bachelor's degree or higher. Employers will find an abundance of educated adults in close proximity to sites in Mesa.

Within a 30-minute drive from Downtown Mesa

There are more than 400,000 professionals (age 25+) with Bachelor's Degree or higher

Bachelor's Degree	276,610
Master's Degree	109,613
Professional School Degree	30,190
Doctorate Degree	16,099

WORKFORCE AVAILABILITY

The total labor force in Greater Phoenix grew to more than two million people in 2008, an increase of 84 percent since 1990.

	Mesa 2010	Greater Phx 2010
Labor Force	257,843	2,121,085
Employment	237,245	1,933,609
Unemployment Rate	8%	8.8%

CARDON CHILDREN'S HOSPITAL – 248 BEDS

Cardon Children's Hospital recently opened on the campus of Banner Desert Medical Center. It is a seven-story, full-service children's hospital—one of three in the state of Arizona. Today, Cardon Children's serves predominantly the East Valley. It is expected to draw patients from eastern Arizona, western New Mexico, Utah, Nevada, and Colorado.

M.D. ANDERSON/BANNER CANCER CENTER – 76 BEDS

M.D. Anderson is the undisputed leader in cancer care. It treats more cancer patients, offers access to more therapeutic clinical research and has more National Cancer Institute funded studies than any other cancer-fighting organization in the U.S. M.D. Anderson draws patients from around the globe. It has four locations: Houston, Texas; Albuquerque, N.M.; Istanbul, Turkey; and Gilbert, Ariz. The Arizona location is expected to bring patients and their families from the western United States and possibly other countries.

MOUNTAIN VISTA MEDICAL CENTER – 178 BEDS

Mountain Vista Medical Center is a brand new 178 bed hospital owned by IASIS Healthcare. Mountain Vista is equipped with the most advanced medical technology, in a resort-like setting, with features that include all private rooms, electronic health records, valet parking, room service and wireless Internet access. It is well positioned to serve Mesa's eastern most neighborhoods, Apache Junction and Queen Creek.

These hospitals are supported by more than 635 physician FTEs representing all medical/surgical specialties. Some of the largest service lines are in the primary care specialties of Family Practice (135 physicians), Internal Medicine (95 physicians), Pediatrics (77 physicians) and OB/GYN (42 physicians). While significant, Mesa, like so many other cities, needs more physicians, especially primary care. More than 25 Urgent Care Centers have opened across the Southeast Valley to fill this gap.

Mesa is also home to many surgery centers, radiology/imaging centers, physical therapy/rehabilitation providers, three long term care acute care facilities, more than 10 home care operations, two hospice providers and several skilled nursing facilities.



MESA'S TARGETED INDUSTRIES

Economic development priorities are guided by Mesa's targeted industries of opportunities: Healthcare, Education, Aerospace and Tourism. Based on Mesa's strengths, quality infrastructure, talented workforce, projected growth and global market trends, the City of Mesa is already realizing significant benefit in each industry space.

AREAS OF OPPORTUNITY

The City of Mesa owns thousands of acres inside and outside city limits and many buildings and sites clustered primarily in downtown Mesa. Several sites are available for projects in or related to, Mesa's targeted industries with the primary goal of creating high-wage jobs. The Office of Economic Development works with entrepreneurs, developers, brokers and businesses to develop partnerships that maximize the asset and generate quality economic development.

Companies in the industries of healthcare and biosciences have an opportunity in Mesa to capitalize on the region's growth and the City's strong desire for quality economic development. Within a 10-mile radius of downtown Mesa, the population is projected to be 1,380,745 in 2014, an increase of 14 percent from 2008. The City of Mesa's population growth, projected at 11.5 percent from 2008 to 2014, will be 512,303. (Source: *Applied Geographic Solutions*)

Additionally, in 2008, METRO Light Rail ushered in a new era of transportation to downtown Mesa and the Greater Phoenix region. The approved three-mile extension in Downtown Mesa will begin construction in 2013 and be completed in 2016. Light rail is, and will continue to be, an economic driver for all communities along the line.

INCENTIVES

Mesa, Arizona offers a competitive operating environment compared to other Southwest markets. For more than a decade, the State of Arizona has implemented reductions in taxes and created incentive programs favorable to business.

- **Arizona's R&D Refundable Tax Credit** is now the most competitive in the country because it allows the taxpayer—small businesses with less than 150 FTEs—to receive a 75 percent refund of the credit. The Income Tax Credit is for qualified R&D done in Arizona, including research conducted at a state university and funded by the company.
- **The Small Business Capital Investment Tax Credit Program** allows eligible tech-company investors a 30 percent credit on state taxes over a three-year period (biotech company investors can receive a 35 percent credit).
- **Mesa's Enterprise Zone** reduces primary property taxes nearly 80 percent for five years and offers qualifying companies an income tax benefit of \$3,000 per net new employee.
- Unlike most other cities in Arizona, Mesa has **NO primary property tax** on real or personal property.

Contact the Office of Economic Development for a customized proposal and specific information about the potential benefits for your business.

Collaboration is strongest in Greater Phoenix's innovative capabilities: neurological sciences, bioengineering, cardiovascular, healthcare delivery, cancer therapeutics and diagnostics.

HEALTHCARE EDUCATION PROVIDERS

Training and continuous education are critical elements of the healthcare delivery system. There are shortages in nearly every clinical discipline due predominantly to population aging and the exponential growth in medical knowledge. Quality healthcare delivery requires a deep understanding of body systems and how they are affected by a myriad of diseases and injuries. The shortage of clinical personnel is a nationwide challenge. In Mesa, it is an opportunity for education providers to work in concert with industry to meet the demands of today and the future.

Mesa has several local healthcare training facilities, most notably are:

ARIZONA STATE UNIVERSITY POLYTECHNIC CAMPUS (ASU POLY)

ASU Poly campus is one of four campuses of Arizona State University and is located adjacent to the Phoenix Mesa Gateway Airport. The campus offers bachelor's degrees, post baccalaureate certificates, master's degrees and doctoral degrees in 23 different programs.

High-Tech Facilities at the Polytechnic campus

- Applied Biological Sciences students have access to state-of-the-art greenhouses and the Laboratory for Algae Research and Biotechnology, where researchers are converting algae into biofuels, food supplements, and using algae in water remediation and to reduce carbon dioxide.
- The Cognitive Engineering Research on Team Tasks (CERTT) Lab conducts research on human factors in sociotechnical systems and on methodologies for collecting and analyzing data.
- Exercise and Wellness students learn in kinesiological and physiological assessment labs. And a new Healthy Lifestyles Research Center promotes collaborative funded research in diverse aspects of how daily lifestyle habits and actions impact both short- and long-term health.
- Pre-veterinary students attend classes in a Veterinary Teaching Theater, similar to a laboratory you would find at a veterinary school.
- The Del E. Webb Altitude Chamber Lab allows students to experience the physiological effect that oxygen deprivation has on the body.
- A Clean Room Laboratory supports a variety of research, from the Center for Innovation in Medicine to wafer fabrication tools, integrated electronic systems, electronics packaging and testing equipment and inspection equipment.
- Haas Technical Center is equipped with the tools that Mechanical and Manufacturing Engineering students use to design and build prototypes for the aerospace, automotive and manufacturing industries.

A.T. STILL UNIVERSITY

A.T. Still developed osteopathic medicine in the 1870s to focus on whole body care. The University is the oldest school of osteopathic medicine in the world and is now located in Missouri and Arizona. The School of Health Sciences in Arizona trains physicians and allied healthcare professionals in whole person care and is committed to preparing students to serve at the forefront of medicine. The osteopathic philosophy of caring for the patient instead of specific symptoms is in line with the recent Healthcare Reform Legislation passed by Congress in March 2010.

BANNER SIMULATION MEDICAL CENTER (SIM CENTER)

The Banner Simulation Medical Center is a 55,000-square-foot "virtual hospital" in Mesa that Banner Health uses to help train its physicians and nurses before they treat actual patients. The Sim Center is one of the largest centers of its kind in the world and has the potential to elevate medical education efforts in Arizona to new levels. The Sim Center uses computerized mannequins to simulate real life situations in Emergency Rooms, Intensive Care Units, Operating Rooms, Neonatal Care Centers and General Medical/Surgical Units. Banner's training center is also used to test patient flow processes, new equipment and furnishings.



MESA COMMUNITY COLLEGE (MCC)

Mesa Community College is the largest of the 10 community colleges in the Maricopa County Community College District. It enrolls approximately 29,000 full and part-time students and offers 150 degrees and certificates. MCC has two full-service campuses at Dobson & Southern and Red Mountain, and branch campuses at Phoenix-Mesa Gateway Airport and Downtown Mesa. It also has an online program. MCC is well known for its Nursing Program, which is part of the Maricopa Community College District Nursing Program.

PIMA MEDICAL INSTITUTE (PMI)

Pima Medical Institute has two locations in Mesa—one in East Mesa on Power Road and the other in Central Mesa on Dobson Road. PMI is in seven states and offers bachelor's degrees in Radiologic Sciences and Respiratory Therapy and associate's degrees in: Health Administration, Nursing, Medical Assistant training, Physical Therapy, Radiography, Veterinary Medicine, Pharmacy, Phlebotomy and other areas.

CHANDLER-GILBERT COMMUNITY COLLEGE (CGCC)

CGCC is in Gilbert and Mesa, and serves the higher education needs of residents at three locations in the Southeast Valley with university transfer and workforce development programs, continuing education and more. CGCC's service area reflects a diverse multicultural environment and is experiencing burgeoning population growth.

Recent accomplishments include opening new programs in engineering, teacher education, sustainability and ecological literacy, dietetics and nutrition, fire science, biotechnology and nursing, while expanding existing programs in healthcare, humanities, arts and sciences. CGCC currently serves more than 16,000 students annually.

EAST VALLEY INSTITUTE OF TECHNOLOGY (EVIT)

Considered a model for career and technical education by the U.S. Department of Education, EVIT provides students with hands-on, advanced skills and training in over 40 occupation-specific programs which allow students to thrive in today's competitive job market. EVIT is a public school district that serves students from 10 East Valley school districts.



The Phoenix-Mesa Metro Area is home to the Biodesign Institute at Arizona State University, R&D Magazine's "Lab of the Year," representing Arizona's largest and most comprehensive array of converging technologies under one roof.

Science Foundation Arizona (SFAz) is playing a pivotal role in delivering and managing a strategy in purpose-driven research and innovation for Arizona's knowledge-based economy to grow and prosper. The cornerstone to this strategy is to focus primarily on key areas that are of the greatest importance to Arizona including: Information and Communications Technology (ICT), Sustainable Systems (SUS) and Biomedical research (BIO).





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EMPOWERED TO HELP YOU BUILD YOUR BUSINESS

The Office of Economic Development works closely with the client throughout all phases of the development process and looks forward to helping you build and grow in Mesa.

“Banner Health operates 23 hospitals across the country, but has chosen Mesa as the home to four of those hospitals—more than any other city—and an active corporate center. The City of Mesa and its rich community have proven an ideal setting for our organization with an educated employee base, a committed volunteer and philanthropic base and local government that has been supportive of our nonprofit mission for more than 50 years.”

Becky Kuhn, FACHE
President, Arizona East Region
Banner Health