

## T minus 9 Months in the Mayor's Office

A short narrative of a wayward  
Economic Developer

## How Did Paul Get Here?

- City of Phoenix 1989
- Economic Development
- Capital Development
- Airport
- Economic Development Director

## How Did Paul Get Here?

- Just minding my own business on Oct 27
- Started working the transition from Gordon to Stanton Nov 9
- Mayor, Paul + 10 staff.

## Mayor's Key Priorities

- Jobs and the Economy
- Transparency/Streamlining
- Sustainability
- Education
- Homelessness
- Small/Local Business
- Arts

## Key Themes

- Regionalism
- Transparency
- Free exchange of ideas
- Collaboration

## Opportunities – Economic Devmnt

- Top 100 meetings
- Focused first on success of existing Phoenix businesses
- Key issue from companies: Talent

## Opportunities – Economic Devmnt

- Action - Business Attraction
  - Focus on the companies that our Top 100 wants located in Phoenix
    - Suppliers
    - Partners
    - Collaborators
  - The Top 100 gets us in the C-suite and sells Phoenix with us

## Opportunities – Economic Devmnt

- Action – Talent = trained job seekers
  - Identify job titles that multiple companies need in a year. Example: Dot.net Developers
  - Build a coalition of companies
    - Create a consistent demand for trained talent
  - Build a relationship with training providers
    - customized program
    - stream of talent equal to the demand

## Opportunities – Economic Devmnt

- Action – Job Training
  - Result is a private talent/training/job pipeline
  - City acts as glue to pull people together
  - City is not the conduit, merely a facilitator

## What's Next

- Sustainability
- Education
- Entrepreneurship/Incubation/Acceleration
- And.....



We'll See

