

# State of Opportunity

*Arizona*



A PASSION FOR GREAT PLACES®

## ARIZONA BY THE NUMBERS

Median Age

**32.2**

Source: Claritas, US Census

Median Household Income

**\$50,445**

Median Home Sales Price **Phoenix, Arizona**

**\$150K**

Source: trulia.com (June 13 through August 13, 2013)

San Francisco CA

**\$850K**

Los Angeles CA

**\$450K**

San Diego CA

**\$435K**

Denver CO

**\$263K**

Charlotte NC

**\$187K**

Austin TX

**\$184K**

### POPULATION

2012

2020 PROJECTED

State of Arizona

6,486,600

**7,485,000**

Metropolitan Phoenix

4,274,000

**5,000,000**



Source: US Census, Arizona Department of Administration, workforce.az.gov











# The Wild West days of Arizona have long passed, but the *entrepreneurial spirit* that shaped the region still lives on today.

With the know-how to expand business opportunity, Arizona attracts talent and business leaders looking to take advantage of its ideal location. Only an hour from coastal ports, the Grand Canyon state boasts one of the top business environments in the country, offering a talented workforce, low operating costs and low taxes. These distinctions have Arizona cities blossoming into dynamic environments with world-class tourism, vibrant arts, professional sports and high-quality P-20 educational opportunities.

Let us move your business to the next level – move to a DMB community. **The sky's the limit.**



# Arizona is *well-balanced* and conveniently located. In the middle of everything, it's always in the perfect state.

**Metro Phoenix cities – including Scottsdale, Chandler, Surprise, Buckeye, Tempe and Mesa – frequently earn top marks as “Best Places to Live” because of their superior lifestyle opportunities, quality P-20 education systems and diverse cultural attractions.**

**Become the center of it all.** With an urban population of 4.3 million and growing, greater Metro Phoenix has become one of the most culturally rich regions in the West, continuously attracting new business talent. Stretching over 250 square miles, the “Valley of the Sun” features grand historic neighborhoods, emerging entrepreneurial communities and high-rise downtown living that fits every lifestyle, at every age.

Centrally located in the southwest, Phoenix offers direct access to other major trade markets including California, Texas and Mexico. Phoenix Sky Harbor International Airport moves millions of passengers around the globe with hourly flights to Los Angeles, San Diego, Denver and Las Vegas to ensure that business and leisure travelers won't miss a beat.

**Four seasons of fun.** Over 300 days of sunshine and clear skies draw millions of visitors to Arizona each year. Annual signature events like the Barrett-Jackson Car Auction, Phoenix Open, Fiesta Bowl, Major League Baseball Spring Training, NASCAR and the Arabian Horse Show create year-round activities for everyone. Flagstaff, just two hours north, offers great snow during ski season and cooler summer temperatures.

## MAJOR PROFESSIONAL SPORTS FRANCHISES AND COLLEGIATE ATHLETICS







San Francisco Peaks, Northern AZ



Hiking Trails  
Photo: Visit Mesa

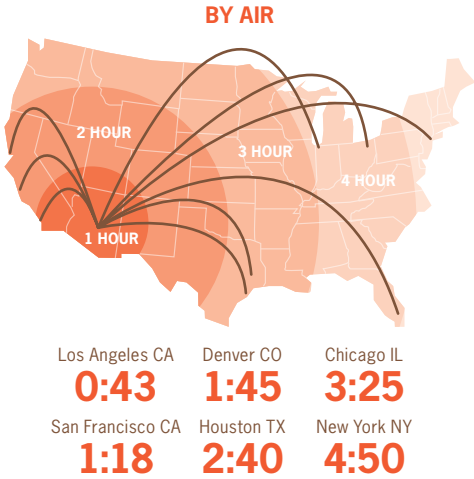
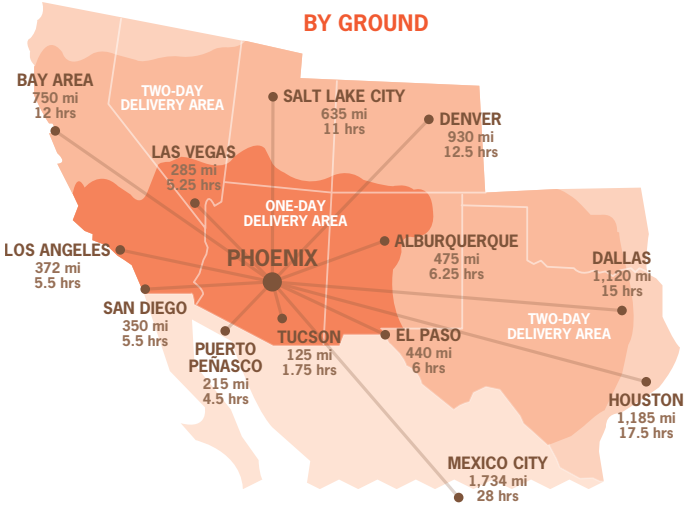


METRO Light Rail



# ARIZONA'S CONNECTIVITY FROM PHOENIX

Source: Greater Phoenix Economic Council



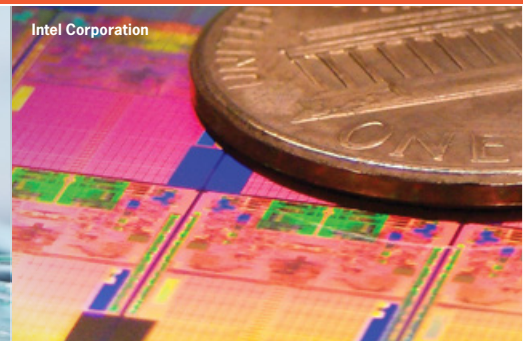
# Advancing aviation, biosciences and technology manufacturing is why, in Arizona, the sky is so blue and the businesses are *in the black*.



Boeing



Celebration Stem Cell



Intel Corporation

**Economic bright spots are everywhere.** Solar and technology companies choose Arizona for its sunshine and access to key global markets. Home to Apple Inc.'s newest manufacturing facility and Intel's largest microchip manufacturing facilities, Arizona boasts some of the world's leading healthcare and research facilities, including Mayo Clinic, Cancer Treatment Centers of America and Banner MD Anderson Cancer Center. TGen (Translational Genomics Research Institute) has brought leading-edge discoveries and treatments to cancer, Alzheimer's and other diseases.

**Arizona is open for business.** With major significant incentive programs, Arizona and the State Legislature have made it a priority to move and grow businesses here:

- > *Low property tax rates*
- > *Tax credits*
- > *Workforce development grants*
- > *Closing fund*

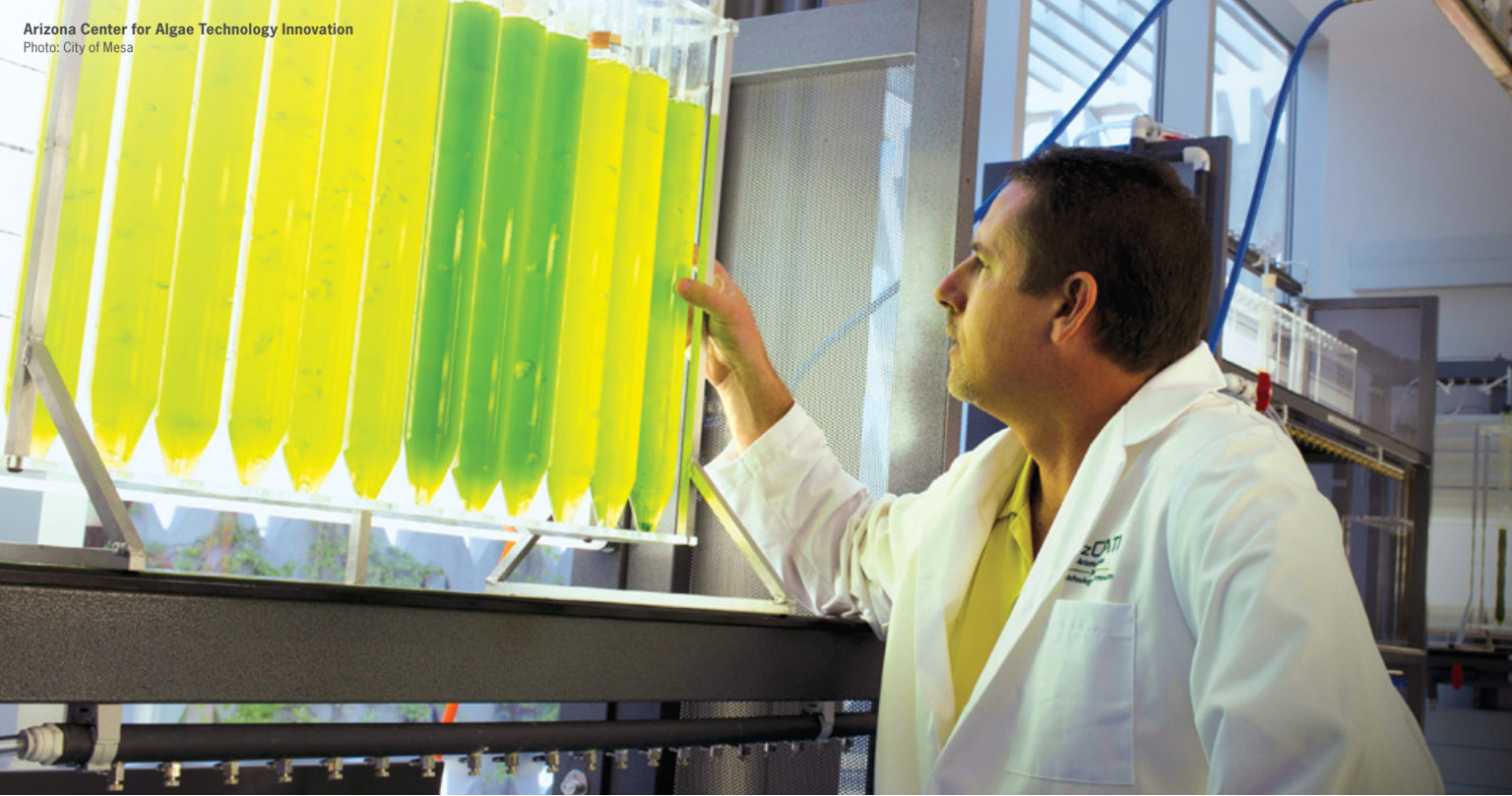
- > **A right-to-work state**
- > **6th lowest** *unemployment insurance costs per employee*
- > **7th lowest** *workers compensation rates in the nation*
- > **20% recent reduction** *to the assessment ratio for real and personal property taxes on commercial and industrial properties*
- > **Exemptions** *from sales tax for equipment that is used in manufacturing*

## TAXES

	AZ	CA	TX	UT	CO
Individual (Highest Bracket)	<b>4.54%</b>	9.30%	0.00%	5.00%	4.63%
Corporate	<b>6.97%</b>	8.84%	0.00%	5.00%	4.63%
State Sales	<b>6.60%</b>	7.25%	6.25%	5.95%	2.90%
Property (per Capita)	<b>\$1,119</b>	\$1,465	\$1,562	\$837	\$1,601

Sources: Right to Work State, Income and Sales Tax (Metro Comp 2011), Commercial and Industrial electricity rates (US Energy Information Administration: Nov. 2009), CBRE 4th Q 2011 Office and Industrial Reports, National Association of Realtors 4th Q Metropolitan Area Median Prices and Affordability, <http://taxfoundation.org/state-tax-climate/arizona>





Arizona has earned top rankings again for both its workforce and its business climate. For technology companies and entrepreneurs, operators take advantage of local business incubators and accelerators as well as generous business tax incentives offered by the State.

## EMPLOYEE TOTALS SELECTED INDUSTRIES

Source: Arizona Republic, 2013

HEALTHCARE	TECHNOLOGY	OTHER
Banner Health <b>28,011</b>	Intel Corporation <b>11,000</b>	Apollo Group <b>11,000</b>
Dignity Health <b>7,744</b>	Honeywell <b>10,000</b>	Freeport McMoRan Copper & Gold, Inc <b>8,200</b>
AEROSPACE/AVIATION	BUSINESS	Pinnacle West Capital <b>6,700</b>
Raytheon <b>11,500</b>	Wells Fargo & Co <b>14,965</b>	Grand Canyon University <b>3,822</b>
American/US Airways <b>9,147</b>	IBM Corp <b>3,000</b>	PetSmart Inc <b>3,414</b>
The Boeing Company <b>5,000</b>	Go Daddy Group Inc <b>2,773</b>	

## BUSINESS RANKS NATIONAL LEVEL

Sources: 2012 U.S. Chamber of Commerce report, Enterprising States, Forbes.com

Entrepreneurial Activity  
**Number 1**

Job Growth  
**Number 1**

Business Start-ups  
**Number 5**

Business Climate  
**Inside Top 10**

# What we've put into our *educational system* over the years can be seen by what we get out of our workforce today.

As the *third largest workforce* in the West, Arizona received top ranking from CNBC for available talent, based on the quantity and quality of its residents. The Metro Phoenix market has a workforce totaling over 2 million and has been projected to increase by 85% over the next twenty years.

**It's never too early to begin learning.** Arizona's Preschool through 12th Grade educational system boasts national award-winning districts, educators and administrators. Students find themselves well-prepared to enroll in some of the best institutions of higher learning in the country.

- **Arizona is leading the country** by successfully developing the highest-rated charter public school system in the nation.
- **Two Arizona BASIS charter high schools** currently rank among the **nation's top 5**. Nine Arizona schools appear inside the **top 100**, according to *U.S. News & World Report*.

## STATE UNIVERSITIES



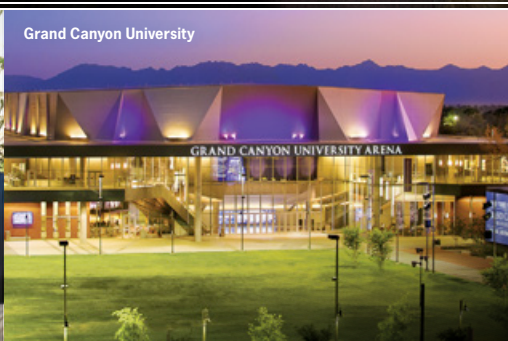
## SELECTED PRIVATE AND GRADUATE INSTITUTIONS

A.T. Still University  
Benedictine University  
Grand Canyon University  
Mayo Medical School – Arizona Campus (2014)  
Midwestern University  
Phoenix School of Law  
Thunderbird School of Global Management  
University of Advancing Technology  
University of Arizona, College of Medicine  
University of Phoenix  
Western International University  
Wilkes University





Northern Arizona University



Grand Canyon University



University of Arizona  
Photo: University Relations-Marketing

## WORKFORCE PROJECTIONS

	2010 EMPLOYMENT	2020 EMPLOYMENT	± DIFFERENCE	PERCENTAGE
Non-farm	1,688,905	<b>2,080,929</b>	+ 392,024	<b>23.2% ↑</b>
<b>SECTORS</b>				
Construction	82,441	<b>124,250</b>	+ 41,809	<b>50.7% ↑</b>
Education and Health Services	239,100	<b>323,088</b>	+ 83,988	<b>35.1% ↑</b>
Financial Activities	137,375	<b>161,340</b>	+ 23,965	<b>17.4% ↑</b>
Government	234,808	<b>257,127</b>	+ 22,319	<b>9.5% ↑</b>
Information	27,433	<b>29,385</b>	+ 1,952	<b>7.1% ↑</b>
Leisure and Hospitality	173,416	<b>218,395</b>	+ 44,979	<b>25.9% ↑</b>
Manufacturing	110,725	<b>122,509</b>	+ 11,784	<b>10.6% ↑</b>
Natural Resources and Mining	3,033	<b>3,595</b>	+ 562	<b>18.5% ↑</b>
Professional and Business Services	270,716	<b>354,491</b>	+ 83,775	<b>30.9% ↑</b>
Trade, Transportation and Utilities	345,900	<b>417,381</b>	+ 71,481	<b>20.7% ↑</b>
Other Services	63,958	<b>69,400</b>	+ 5,441	<b>8.5% ↑</b>

Source: azstats.gov

# At DMB, we've built *30 years of business* by making real estate history.

Market Street at DC Ranch™



Silverleaf®



Centerpoint On Mill™



## DMB Industry Awards and Honors

### › *Sterling Award: Big Business, 2011*

*Scottsdale Area Chamber of Commerce recognizes significant contributions to quality of life and the economic fabric of the community.*

### › *Impact Award: Economic Driver, 2012*

*The Small Business Council honors those who “demonstrate professional leadership qualities and outstanding service to the community, as well as stability and creativity in his or her respective business.”*

### › *Kerry Dunne Sustaining Leadership Award, 2013*

*Acknowledging an organization that has exemplified sustaining leadership in a given area or industry in Phoenix East Valley.*

**A passion for great places.** As community builders, we take our responsibility seriously. DMB is focused on creating lasting, collaborative partnerships. Dedicated to innovative and responsible planning, we commit ourselves to building authentic communities where people and businesses will thrive for generations.

› Primary **residential** and **resort/recreational** communities

› Signature **commercial** properties

› **Mixed-use** developments

› High-quality **country clubs, health clubs and spas**





## SELECTED COMMUNITIES

### ARIZONA

- 1 Centerpoint On Mill™ (Tempe)
- 2 DC Ranch® (Scottsdale)
- 3 Eastmark® (Mesa)
- 4 Forest Highlands® (Flagstaff)
- 5 Marley Park™ (Surprise)
- 6 One Scottsdale™ (Scottsdale)
- 7 Power Ranch® (Gilbert)
- 8 Silverleaf® (Scottsdale)
- 9 Superstition Springs™ (Mesa)
- 10 Verrado® (Buckeye)

### CALIFORNIA

- 11 Ladera Ranch®
- 12 Lahontan®
- 13 Martis Camp®
- 14 Rancho Mission Viejo®
- 15 Santaluz®
- 16 Tejon Mountain Village®

### UTAH

- 17 Glenwild®

### HAWAII

- 18 Kukui'ula®

**Profit. Partnership. Legacy. Fun.**

**These are the values upon which DMB creates communities that enrich the quality of life today and in the future.**

### Transforming extraordinary land into legacy communities.

We work to ensure that each DMB community is driven by its own vision. Our communities use a combination of unique design and programming, offering a vitality and energy that differentiates us from the rest. Our goal is to create great places that live well over time.

#### ➤ *Experience DMB's Speed and Agility*

*Our unique land use entitlements offer unparalleled flexibility, allowing our communities to rapidly adapt to the changing marketplace over time. Businesses who choose a DMB community can develop and build quickly. From purchase, to planning, to construction, businesses can open their doors in a matter of weeks. This proven track record to move quickly through the planning and approval process sets DMB apart.*

### SELECTED SPEED AND AGILITY CASE STUDIES: EASTMARK® (PHOENIX EAST VALLEY)



A nationally renowned charter school opened a new **4-acre campus** in **under 6 months**, from the initial land purchase to the first day of school.



In **under 1 year**, an international high-tech manufacturer completed its purchase of 80 acres, built, then opened its **1.3M-sq.-ft. facility**.



**Apple Inc.** purchased their facility as a parts manufacturing plant for its product lines. They expect to create over **1,700 jobs** as a result.

# Thoughtfully planned. Beautifully executed. *Well lived.* Respect for community life and partnerships is our legacy.

At DMB, we challenge ourselves to look past conventional wisdom to develop communities with authentic lifestyle opportunities and distinct settings for neighbors – as well as businesses – to engage and connect.

**Commercial space for any use.** DMB Commercial specializes in strategically shaping and developing properties within DMB's portfolio of planned communities featuring retail, office, hospitality and mixed-use components.



## AZ PROPERTIES

### PHOENIX EAST VALLEY

Eastmark®	Mesa	20,000,000
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### SCOTTSDALE

Canyon Village™	Scottsdale	92,456
One Scottsdale™	Scottsdale	1,800,000

### PHOENIX WEST VALLEY

Verrado®	Buckeye	4,000,000
Main Street at Verrado®	Buckeye	60,365

- > **3,200 acres** at the center of Phoenix East Valley
- > Entitled for up to **20 million** square feet of commercial development and **6,000** hotel rooms
- > Linked to regional freeways, **Arizona State University's Polytechnic campus** and adjacent to **Phoenix-Mesa Gateway Airport**
- > **Grand Canyon University** purchased 100+ acres to build a new campus in 2015





Tough Mudder Event,  
Eastmark®



Dial/Henkel Headquarters,  
One Scottsdale™



Independence Day Parade,  
Verrado®



ONE SCOTTSDALE™



- > **80 acres** in the heart of Scottsdale, at the corner of the Loop 101 freeway and Scottsdale Road
- > **1.8 million** square feet of mixed-use space
- > Close proximity to **Scottsdale Airpark**, the 2nd largest employment core in Metro Phoenix
- > Anchored by **Dial/Henkel North American Corporate Headquarters**, a 348,000-square-foot facility with four levels of office space
- > **8,816 acres** in the foothills of the White Tank Mountains in Buckeye
- > Entitled for **4 million** square feet of commercial space, located in the burgeoning Phoenix West Valley growth corridor, directly off Interstate 10
- > **Banner Health** opened the first phase of its health care facility within the community in 2012

Arizona is gaining recognition  
as a destination where the  
cost of living is going down while  
the *quality of life* is going up.

Phoenix Art Museum



Arizona Cardinals



Snowbowl Ski Resort



**Let us move you** to a destination that's  
full of amenities and activities for everyone.  
Now is the time to move your business to  
a market that's moving **forward**.

Contact us now to relocate or build your  
business quickly **in Arizona**.

"When businesses are looking for the right place to locate, they need a **development partner** who can anticipate and solve challenges to get a deal done. In every municipality where DMB operates, they not only have a collaborative relationship with the city, but work alongside both the city and company to help remove barriers and present plausible solutions that benefit all parties involved."

**Barry Broome**  
President & CEO,  
Greater Phoenix Economic Council





Phoenix Zoo



Arizona Science Center



Arizona Mariachi



“From the earliest visioning of **Eastmark®**, DMB understood the importance of commerce and the regional airport nearby to its new community. Embracing the opportunity to create the next Irvine in Phoenix East Valley, Eastmark® has already started to fulfill its destiny as **a regional employment, tourism, education and lifestyle destination.**”

**Roc Arnett**  
*President and CEO,  
East Valley Partnership*

“Phoenix West Valley continues to bring major new employers to the area because of the strong demographics, great schools and special neighborhoods. **Verrado®** is one of our best examples of a place where people truly feel like they belong. DMB has created **a perfect destination community** that brings together education, recreation, healthy living and neighborhood engagement.”

**Michelle Rider**  
*President and CEO,  
WESTMARC*



## STATE OF ARIZONA FAST FACTS

Mtn Peaks, Summits

**3,928**

(More than any other Mountain State)

AZ Elevation Range

**12,633ft.  
70ft.**

Sea Level



(Arizona is a perfect "4-season" state)

Avg January Temps

**↑66°F ↓41°F**

Source: arizonaguide.com

Avg Days of Sun/Yr

**296/365**

Source: currentresults.com

South Mountain Park & Preserve

**16,500\***

acres

is the largest  
municipal  
park in North  
America.



**\*With over 50 miles of hiking, biking and equestrian trails to explore**









**dmbinc.com**

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