

## LARGE BUSINESS

### IRIS USA

At the State of the City Address, Mayor Wolcott announced IRIS USA will be building their new regional headquarters in the Southwest Railplex. The company will invest nearly \$40M and generate an estimated \$800,000 in new city revenues in the first year of operation. To help support the project, the City Council voted to pass a development agreement. The 280,000 square foot office and operations facility will manufacture consumer plastics for home and business storage solutions. IRIS USA's parent company, IRIS Ohyama, is headquartered in Sendai, Japan.



## SMALL BUSINESS

### BIG BUDDHA

Big Buddha is a cozy Chinese restaurant located at the northeast corner of Loop 303 and Greenway Road (16572 W. Greenway Road). It offers a wide selection of fried rice, noodle, and stir-fried dishes. Big Buddha boasts a warm patio for outdoor dining, fitting for chilly evenings. Check out the great atmosphere and delicious food. Big Buddha is open daily 11:30am-9:00pm.

## AZ TECHCELERATOR

### SMALL BUSINESS ACADEMY

The 4th Annual Small Business Academy began at the AZ TechCelerator on Wednesday, March 4th. The four-week program is designed to educate new and prospective entrepreneurs. Mentors are available to assist with the creation of a business plan. Julie Neal, Economic Development Coordinator, and Ruby Sitea, Neighborhood Services Coordinator, are facilitating the program.

## DEPARTMENT UPDATE

### ECONOMIC DEVELOPMENT

In February, the department received 5 large business inquiries, 4 small business inquiries and 4 AZ TechCelerator inquiries. The city hosted 2 large business site visits, assisted 3 small businesses and responded to 15 AZ TechCelerator tenant requests. City Council voted to pass the IRIS USA development agreement, marking the second large business success of the year.

## INITIATIVE UPDATE

### CANADA SPOTLIGHT

In early February, Jeanine Jerkovic, Economic Development Director, presented at an international networking breakfast in Ontario, Canada. The panel of presenters included Consul Representatives from the USA, India, Turkey and Pakistan. The event is a part of the Economic Development Department's city to business (C2B) campaign and an extension of the partnership with the Canada Arizona Business Council. Surprise is developing an executive network of industry targeted contacts to facilitate trade, new investment and job producing projects for Surprise.



## CITY COUNCIL STRATEGIC PLAN SPOTLIGHT

### ED GOAL #7: IMPLEMENT AND MARKET FOREIGN TRADE ZONE

The Western Maricopa Coalition (WESTMARC) and the Greater Maricopa Foreign Trade Zone (GMFTZ) are key partners in the promotion and administration of the Foreign Trade Zone (FTZ) in Surprise. The FTZ is a tool that assists with industry recruitment and investment. The designation helps companies manage import/export costs and long-term operations. Surprise Pointe, located southeast of Waddell and Litchfield Roads, is an approved FTZ site. Both WESTMARC and the GMFTZ will be assisting IRIS USA, the recently announced regional headquarter operation, with their application for Foreign Trade Zone status.

## TOP 9 SELECTION FACTORS

### #6 ENERGY AVAILABILITY AND COSTS

Utilities are an important site selection factor. It is crucial for businesses to have abundant power and a low risk of service interruption. Cost is important, as it can affect the operational bottom line. Site selectors review current rates as well as historical changes. Ideally, any rate increase is gradual over time and predictable for future planning. City staff maintains a strong partnership with Arizona Public Service (APS) to ensure new project energy needs are met.

#### SELECTION FACTORS

##### SOURCE:

Area Development  
Corporate Survey 2012

#### RETAIL PROFILE SOURCE:

ESRI Business Analyst  
(2013)



## RETAIL MARKETPLACE PROFILE

RETAIL SALES COMPARISON: 2010 V. 2013

### GROCERY STORES

2010	2013
\$211,786,008	\$295,504,368

### SPECIALTY FOOD STORES

2010	2013
\$886,369	\$1,998,299

