

2018

BUSINESS
ASSISTANCE
SERVICES
GUIDE



CHOOSE
Scottsdale

CITY OF SCOTTSDALE ECONOMIC DEVELOPMENT

A SERVICE BASED APPROACH: RESOURCES AND PROGRAMS FOR EXISTING AND NEW BUSINESS

The City of Scottsdale economic development department is focused on your business' success in the community, whether you are new to the area or have been operating here for decades.

We know that when companies have the opportunity for community engagement they become stronger local citizens and supporters, and we want to be sure that there is an easy path forward. In addition, companies with a presence already in the community are responsible for up to 80% of future new jobs which creates a healthy local economy and provides a strong quality of life for our residents.

To creatively support the business community in Scottsdale, we offer a robust business retention and expansion program that includes a business outreach program, focused workforce and talent attraction tools, public relations and marketing support to help companies gain exposure, local incentive services, and facilitating connections to regional and state level tax incentive and grant programs.

In addition, our team focuses on addressing local issues and challenges that affect your business operations, whether that means helping to find solutions to employee parking and transportation needs or finding a great local nonprofit for corporate volunteer opportunities.

BUSINESS OUTREACH PROGRAM

WHAT is it?

The Business Outreach Program is a free service designed to help us identify the needs of local employers and connect you with resources and solutions to remove barriers to growth. In many cases, insights gained in visits with Scottsdale companies have resulted in the creation of completely new programs and services that are helping companies succeed and thrive in Scottsdale which address common business needs.

Central to the program is an in-person visit where WE come to YOU at your business and ask for one hour of your time or less.

WHO participates?

Our visit will include a member of the City of Scottsdale economic development team, and depending on anticipated needs identified for your company prior to the visit, we may involve other local and state public, private and non-profit partners. These may include but not be limited to the Scottsdale Area Chamber of Commerce, the Arizona Commerce Authority, and workforce development professionals from local universities.

We will be interested in meeting members of your leadership team as well as any others you would like to invite, such as your facilities or human resources managers.

TALENT ACCELERATOR INITIATIVE

The Scottsdale economic development team has developed a robust talent attraction strategy which includes:

1. Relocation materials to assist companies in talent recruitment, through our Relocation Guide publication available in print and online
2. A presence at job expos at national events such as South by Southwest where Scottsdale companies may join us in person or participate virtually through joint messaging and social media promotions
3. An online information portal at ChooseScottsdale.com/work that includes a Cost of Living Index Comparison tool
4. Seminars and programs designed to connect hiring managers and human resources professionals
5. The City also hosts regional events for talent attraction professionals to foster a spirit of collaboration amongst our recruitment partners and provide an environment to discuss best practices.

SCOTTSDALE JOB BOARD POWERED BY TRUEJOB

Scottsdale businesses are invited to participate in our job board designed to help them recruit talent. This robust, well-promoted job board found on the ChooseScottsdale.com website is intended to add to the robust size and quality of the talent pool in our region. It displays job opportunities alongside custom data related to the advantages of living and working in Scottsdale such as cost of living, quality of life, housing, and local amenities and resources. This service is:

- Free to companies with a presence in Scottsdale
- Easy; minimal required fields
- Includes job analytics and metrics
- Includes an applicant tracking system



Sign up online today to list positions on the Scottsdale Economic Development Job Board powered by TrueJob by visiting ChooseScottsdale.com or contacting us at business@scottsdaleaz.gov.



THEN what?

First, the confidentiality of information or comments you share with us is our top priority, so rest assured we have that covered. After we better understand your company and its unique needs, we will focus on immediate follow up on any urgent matters. We have a number of example success stories to share from helping companies fill key positions to providing proprietary economic and demographic data helping a company avoid relocation.

Finally, we want to remain your ongoing ombudsman team at the City, and your first call for all types of questions or assistance throughout the year.

ITEMS we can help with:

There are a wide range of issues our team is accustomed to addressing and assisting with, such as:

- FINANCIAL RESOURCES
- CONNECTIONS TO STATE INCENTIVE PROGRAMS
- ENGAGING WITH FUTURE TALENT
- MUNICIPAL PLANNING OR INFRASTRUCTURE
- GOVERNMENT REGULATIONS
- TALENT ATTRACTION & TRAINING
- PUBLIC RELATIONS/PROMOTION IN THE REGION

To request an outreach visit, contact us at 480-312-7989 or business@scottsdaleaz.gov.

SCOTTSDALE BUSINESS SERVICES

The City of Scottsdale's economic development team is committed to providing exceptional customer service to its business community. Some of the current services available to your business include:

DATA AND RESEARCH SUPPORT

The department maintains access to databases and research tools helpful to companies in operations and expansion decisions. This can include labor market data, property and commercial rate comparisons, GIS-based analysis, community demographics, development cost estimating and housing analysis to name a few.

SITE/PROPERTY LOCATION ASSISTANCE

Utilizing real estate database searches, combined with City insight regarding zoning, infrastructure, and general plan land use designations, we can assist you in finding the perfect location for your business within the time frame required. To perform your own search use our free online tool at ScottsdaleSites.com which also includes local data layers such as transportation, schools, and amenities.

SIZE-UP BUSINESS RESEARCH TOOL

'Size-Up' is a robust business analytics tool available for use at no cost at ChooseScottsdale.com/sizeup. It offers access to:

- Performance benchmarking: See how a specific business "sizes up" by comparing its point-by-point performance to all competitors in its industry
- Competitive assessment: Map where competitors, customers, and suppliers are located to determine where to better serve customers
- Best places to advertise: Identify areas with the highest revenue potential for an industry
- Demographic analysis: View an interactive map of demographic, labor and customer expenditure data

RELOCATED EMPLOYEE ORIENTATION SUPPORT

Have you relocated employees to your Scottsdale location, or have you recruited new ones from outside of Arizona? If so, we are here to help you support their integration into the community through welcome bags and materials to informational presentations about living in the desert southwest. We look forward to working with you to develop a custom assistance program.

DEDICATED PROJECT MANAGER

The team offers personal project management assistance to help companies developing in the city, whether it is with permitting and zoning of new or renovated facilities, applications for tax and licensing or in arranging consultations with our various departments.

BUSINESS TRAINING PROGRAMS

The department, in partnership with the Arizona State University Innovation Center and the Scottsdale Area Chamber of Commerce, hosts a number of presentations to assist your business, many of which are available via YouTube. Programming and services include startup training classes and on-site mentorship hours. Ongoing education and training programs for existing companies occur throughout the year. For a full list of services and current programs visit ChooseScottsdale.com/grow.

CUSTOM WORKFORCE TRAINING ASSISTANCE

Through its various partners including Arizona State University, the Maricopa Community Colleges District, Maricopa Corporate College and Scottsdale Community College the Scottsdale team can assist with ensuring your new and potential employees are up to the task. This assistance includes helping companies access tailored training programs, in some cases in obtaining funding to defer the costs.

FOREIGN TRADE ZONE (FTZ)

The City of Scottsdale will work with FTZ No. 75 to assist you in establishing a zone or sub-zone which provides up to a 72.9 percent reduction in state real and personal property taxes, as well as the traditional benefits of Foreign Trade Zone status. For information related to FTZ user benefits, sites, and a general brochure, visit Phoenix.gov/econdev/international/ftz.

Try our 24/7 resource at ChooseScottsdale.com

APPLYING FOR ARIZONA COMMERCE AUTHORITY GRANTS AND PROGRAMS

Applications are housed on the Arizona Commerce Authority online portal. The first step includes applying for a username and password well in advance of application availability. Next, companies may apply for a "Certificate of Qualification" starting on the first business day of the calendar year. As some funding programs are first-come, first-serve from a resource perspective, applying as soon as possible is encouraged.

If you do not see a program that meets your needs please contact a member of our staff, we are always available to assist you with any of your business needs.

If you need further assistance related to regional and state programs, please contact us at business@scottsdaleaz.gov or visit ChooseScottsdale.com.

REGIONAL AND STATE PROGRAMS

Programs, services and resources offered through the Arizona Commerce Authority (ACA) and described in detail at AZCommerce.com include:

STATE JOB TRAINING GRANT PROGRAM

The Arizona Job Training Program is a reimbursable grant program that supports the design and delivery of customized training plans. New jobs can be eligible for up to 75 percent of training expense reimbursement.

QUALIFIED FACILITY PROGRAM

The Qualified Facility Program offers a refundable income tax credit equal eligible companies making a capital investment to establish or expand a qualified facility. Subject to eligibility requirements, the program offers a refundable income tax credit equal to the lesser of: 10% of the qualifying capital investment or \$20,000 per net new job at the facility or \$30 million per taxpayer per year. The tax credits will be authorized on a first-come, first-served basis, according to a priority placement number assigned by the ACA at the time of pre-approval.

ARIZONA INNOVATION ACCELERATOR FUND

This fund is an \$18.2 million loan participation program dedicated to helping small businesses gain access to capital and to creating new jobs in Arizona. It offers \$50,000-\$2 million of funding per company, deferral of principal and interest payments, and interest rate reduction.

ARIZONA INNOVATION CHALLENGE

The Arizona Innovation Challenge (AIC) awards the most money in the country for a technology challenge — \$3 million — to the world's most promising technology ventures. Awards range from \$100,000 to \$250,000 per company. Companies in Scottsdale have been highly successful in securing grant awards as a result of the challenge.

ANGEL INVESTMENT TAX CREDIT

The ACA may certify \$2.5 million of new tax credits annually for qualified investments made in qualified small businesses. Applications for the Angel Investment Tax Credit must be filed within 90 days after the qualifying investment. The principal objective is to expand early stage investments in targeted businesses by eliminating Arizona capital gains tax liabilities associated with the disposition of investments in small businesses certified by the ACA. Visit AZCommerce.com for eligibility requirements.

SBIR/STTR TRAINING

The Arizona Commerce Authority offers training and technical assistance enabling high-growth potential technology firms to compete more effectively for federal SBIR/STTR Phase I and II awards and ultimately commercialize their innovations in Phase III. Visit sbir.gov for more details.

QUALITY JOBS TAX CREDIT PROGRAM

The primary goal of the program, as administered by the ACA, is to encourage business investment and the creation of high-quality employment opportunities in the state. The program offers up to \$9,000 of Arizona income or premium tax credits spread over a three-year period for each net new quality job (\$3,000 per year). Requires the following investments per qualified positions:

- Taxpayer is required to invest at least \$5,000,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 100 percent of the county median wage, or
- Taxpayer is required to invest at least \$2,500,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 125 percent of the county median wage, or
- Taxpayer is required to invest at least \$1,000,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 150 percent of the county median wage, or
- Taxpayer is required to invest at least \$500,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 200 percent of the county median wage.

This tax credit program is designed for small business under 150 employees. Refunds are approved on a first-come, first-served basis, according to the date and time an application is filed with the Arizona Commerce Authority. Current R&D tax credit percentages are 24 percent of the first \$2.5 million in qualifying expenses plus 15 percent of the qualifying expenses in excess of \$2.5 million.

SALES TAX EXEMPTIONS FOR MANUFACTURING

Arizona offers a sales tax exemption for various machinery or equipment.

REV AZ

Arizona's Manufacturing Extension Partnership (MEP) center created through a partnership between the ACA and the National Institute of Technology and Standards (NIST). RevAZ offers customized operational and business solutions, concrete advice and training, and hands on assistance.

ARIZONA STEP GRANT

AZSTEP assists Arizona small businesses to enter export markets for the first time or to expand into new markets. AZ STEP offers a number of services and tools to Arizona small businesses as they go global for the first time with their sales or enter new international markets.

ARIZONA COMMERCE AUTHORITY NAVIGATOR

The ACA's Navigator program will connect you - at no cost - with Arizona's highly skilled and available workforce by creating a custom recruiting strategy.

VOLUNTEER OPPORTUNITIES

The City of Scottsdale through various departments is proud to support the community in a number of ways, creating opportunities for corporate engagement via financial support or volunteer hours. The time and resources donated make a significant, positive impact on the community every day. Take a look at the programs below, and if you are interested in learning more, contact the Economic Development Department at 480-312-7989 or business@scottsdaleaz.gov.

ADAPTIVE SERVICES

Volunteer opportunities are offered year-round for coaching Scottsdale Bobcats Adaptive sports programs including swimming, golf, track & field, basketball, flag football and bowling. Those interested will work with individuals of all ages with a range of disabilities. Volunteer coaches will be required to commit for an entire 8-12 week season that includes once-a-week practices along with occasional weekends. In addition to practices, volunteers need to attend a pre-season disability awareness training, complete a series of online training sessions, attend two all-day competitions and join the team for an awards banquet. Contact: Raylun Golay, City of Scottsdale, RGolay@Scottsdaleaz.gov or 480-312-2206

ADOPT-A-FAMILY

Each fall and winter, the Adopt-A-Family Program helps families for Thanksgiving and the holiday season. We support up to 500 families or individuals to enjoy the Thanksgiving holiday with a holiday meal. We help match sponsors to families so they are able to have a special holiday. Help hand out food boxes and bags of toys. Contact: Rosita Pinedo, City of Scottsdale, RPinedo@scottsdaleaz.gov, or 480-312-0063

ADOPT-A-ROAD

Litter-free streets and roadways are a point of pride for the community and a reflection of local citizens' dedication to their quality of life. Select Scottsdale streets and roads are available for adoption by those enrolling in the program or those wishing to clean on a one-time basis. A litter clean up makes a great community service project with a big impact! Free vests, gloves and bags are provided, as well as project tips. Contact: Bruce Wall, City of Scottsdale, BWall@scottsdaleaz.gov, or 480-312-3111

VISTA/PAIUTE CAREER CENTER & JOB PREPARATION PROGRAM

The Vista/Paiute Career Center provides job readiness and preparation services for job seekers. Volunteers help individuals on a walk-in basis by providing assistance to job seekers with diverse skills and backgrounds and a variety of needs. Volunteers also maintain statistics, prepare data entry updates and reports, provide career guidance, and assist with the use of computers. For additional information, visit ScottsdaleAZ.gov/social-services/vista-del-camino.



OPERATION FIX IT

This program provides assistance to qualifying homeowners or tenants who are physically or financially unable to maintain their properties. Operation Fix It teams volunteers and local businesses to provide labor and materials. Contact: Michelle Holmes, City of Scottsdale, MHolmes@scottsdaleaz.gov, or 480-312-8703.

SENIOR CENTERS SUPPORT

Scottsdale Senior Services provides an integrated system of services, resources and opportunities to help people improve their lives, neighborhoods and community through recreation, social services, and health and wellness services. Both Scottsdale senior centers, Via Linda Senior Center and Granite Reef Senior Center, offer various volunteer opportunities for you to make a difference. Some examples include concierge, blood pressure screeners, intergenerational programs, home delivered meals, lunch program, computer lab, peer support program, and special events.

- Granite Reef Senior Center: April Slater, ASlater@scottsdaleaz.gov, 480-312-1700
- Via Linda Senior Center: Cheryl Kerivan, CKerivan@scottsdaleaz.gov, 480-312-5810

VISTA DEL CAMINO FOOD BANK

The Vista del Camino food bank is licensed by Maricopa County Health Services. The food bank serves individuals and families, who live in Scottsdale and who are having difficulty meeting their food needs. Volunteers accept and sort donations, make food boxes, and assist with daily operations of the Food Bank. Contact: Eduardo Durazo, City of Scottsdale, EDurazo@scottsdaleaz.gov

If you need further assistance connecting with representatives of any of these programs, please contact us at business@scottsdaleaz.gov or visit ChooseScottsdale.com.



PRIVATE AND NONPROFIT OPPORTUNITIES

The information below is only a small sampling of charitable organizations operating within the City of Scottsdale provided for the convenience of interested businesses, and the City cannot guarantee the operations or accuracy of the information below related to third party organizations. However, we encourage you to explore these and other well recognized programs in support of charitable efforts in the community.

RYAN HOUSE

Ryan House is a 12,000 SF facility that provides end of life care for individuals and families. They welcome individuals or groups who are looking for short-term volunteer opportunities to get involved in Ryan House. These community volunteers perform a wide variety of tasks from assisting at events to performing short-term or one-time, group or individual projects. No training is required. If you or your group is interested in volunteering at one of the many special events that Ryan House hosts, hosting a volunteer day at your workplace or doing a project at the House, they will work with you directly to find a meaningful project for your group. Contact: info@ryanhouse.org, or 602-200-0767.

SCOTTSDALE LEADERSHIP

Scottsdale Leadership is a thriving non-profit 501(c) (3) community leadership development organization that directly strengthens Scottsdale and the Valley by: Offering its experiential eight-month Scottsdale Leadership Core Program. There are 14 class days addressing many relevant, timely, and comprehensive issues and interest areas. Investing in people at many levels, who return to companies, organizations and our communities as enriched and inspired employees and leaders who also give back through relevant, hands-on community and civic service. Contact info@scottsdaleleadership.org or 480-627-6710.

MCDOWELL SONORAN PRESERVE

The City of Scottsdale partners with the private, non-profit organization McDowell Sonoran Conservancy that provides stewards for the preserve, educational programs and hikes. For more information on the McDowell Sonoran Conservancy visit www.mcdowellsonoran.org. Contact: McDowell Sonoran Preserve, 480-998-7971.

Volunteer opportunities in the McDowell Sonoran Preserve cover a wide of activities – almost all of which are outdoors in the Preserve itself. Projects such as cactus salvage and revegetation, mitigation of damaged or scarred areas within the Preserve, trail maintenance and sometimes minor trail construction, trash and litter pick-up and removal, invasive weed removal, natural habitat improvement, sign and fence installation, to name a few of the categories. Projects are completed in groups, most of which are trained, experienced Preserve volunteers.

SCOTTSDALE TRAINING AND REHABILITATION SERVICES (STARS)

STARS is a community group designed to give opportunities to individuals with developmental disabilities. STARS has a wide range of important volunteer opportunities that have a direct positive impact on people with developmental disabilities. STARS' volunteers are an integral part of providing quality services to this inspiring population; helping us further our mission to improve the lives of adults and teens with developmental and cognitive disabilities. Contact: Anne Grey, AGray@starsaz.org, or 480-994-5704.

For additional Scottsdale-based nonprofit organization listings and opportunities, please contact us at business@scottsdaleaz.gov or visit ChooseScottsdale.com.

CITY RESOURCE LIST

Economic Development	480-312-7989
Planning Department	480-312-7800
One-Stop-Shop	480-312-2500
Plan Review	480-312-7080
Inspections	480-312-5750
Building Code Hotline	480-312-2633
Utility Billing	480-312-2461
Tax and License	480-312-2400
Purchasing Department	480-312-5700
Solid Waste	480-312-5600
City Call Center	480-312-3111

USEFUL WEB LINKS

Property Search	www.scottsdalesites.com
SizeUp Business Research Tool	www.choosescottsdale.com/sizeup
Doing Business with the City	www.scottsdaleaz.gov/Purchasing
Eureka Loft at Civic Center Library	www.scottsdalelibrary.org/eureka
Scottsdale Area Chamber of Commerce	www.scottsdalechamber.com
Arizona Commerce Authority	www.azcommerce.com
Arizona Corporation Commission	www.azcc.gov

Sign up to receive our electronic newsletter:
Text **CHOOSESCOTTSDALE** to 22828

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Economic Development
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