World Sourcing Centers

Collective Marketing of Products by Manufacturers

Yiwu (China) → Dragon Mart (Dubai) → PhoenixMart (USA)
• The largest commodities center in the world.

• In 2011, 600,000 visiting buyers & buyers’ agents; More than 3,000 branch offices of foreign businesses; GDP: $13 billion.

• 11 Specialized Markets; 14 merchandise streets; 43 million square feet of commercial space; 80,000 shops; 1.7 million products; and 18,000 brands.

• 2 minutes per shop, 8 hours per day, 1 YEAR for all shops.
1,977 acres, 13 districts, 485 buildings: including residential, commercial, restaurants, medical centers, police station, and transportation services.
Dragon Mart II: Adding 580,000 sq. ft. to the Sourcing Center. Plus a three-star Convention Hotel and multi-story Parking Garage.
U.S. Collective Marketing by Manufacturers

Other Merchandise Marts - U.S.

- The Merchandise Mart – Chicago, IL
- Dallas Market Center – Dallas, TX
- AmericasMart – Atlanta, GA
PhoenixMart: Coming Into Focus

http://www.phoenixmart.com
PhoenixMart: Development Plan

585 acres of master-planned community; 1.7 million square feet multi-functional wholesale sourcing center, and 4 million square feet of support commercial uses.
PhoenixMart: One-stop Shop with Six Distinct Product Centers
PHOENIXMART: Strategically Located
Why Arizona - the Sun Corridor?

- Top 10 Economic Growth in 2012
- Job Creation: 49,000 in 2012
  60,000 in 2013 (projected)
- Among the highest in population growth from other states
- High demand real estate market
- More efficient business operations
at the heart of the Sun Corridor
Commerce and Transportation

Nafta Freeway

Union Pacific

Double Track Railroad

I-10 / I-8 Corridor

International Inland Port
Drive Time:
Less than 40 Minutes
### PhoenixMart: Economic Impact

#### Job Creation Summary, updated by 2011

<table>
<thead>
<tr>
<th>Project</th>
<th>Direct</th>
<th>Indirect</th>
<th>Induced</th>
<th>Total</th>
<th>Multiplier</th>
</tr>
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<tbody>
<tr>
<td>Construction</td>
<td>0</td>
<td>264</td>
<td>484</td>
<td>748</td>
<td>n.a.</td>
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<tr>
<td>Small Shops</td>
<td>2667</td>
<td>370</td>
<td>796</td>
<td>3833</td>
<td>1.44</td>
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<tr>
<td>Mall Stores</td>
<td>764</td>
<td>100</td>
<td>217</td>
<td>1081</td>
<td>1.41</td>
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<tr>
<td>Restaurants</td>
<td>474</td>
<td>77</td>
<td>116</td>
<td>667</td>
<td>1.41</td>
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<tr>
<td>Warehouse</td>
<td>295</td>
<td>57</td>
<td>126</td>
<td>478</td>
<td>1.62</td>
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<tr>
<td>Office</td>
<td>473</td>
<td>210</td>
<td>315</td>
<td>999</td>
<td>2.11</td>
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<tr>
<td>Convention Center</td>
<td>58</td>
<td>17</td>
<td>24</td>
<td>99</td>
<td>1.71</td>
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<tr>
<td><strong>Total</strong></td>
<td>4731</td>
<td>1095</td>
<td>2078</td>
<td><strong>7905</strong></td>
<td><strong>1.67</strong></td>
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</table>

## PhoenixMart: Economic Impact

### Economic Impact Report Summary, updated by 2013

<table>
<thead>
<tr>
<th>Economic Impact</th>
<th>Dynamic (supply-side)</th>
<th>Static (demand-side)</th>
<th>Total</th>
<th>Average</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Average</td>
<td>Total</td>
<td>Average</td>
</tr>
<tr>
<td>Job Creation (N)</td>
<td>1,943</td>
<td>-</td>
<td>7,905</td>
<td>-</td>
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<tr>
<td>Economic Output ($)</td>
<td>$188.82 million</td>
<td>$97,196</td>
<td>$848.2 million</td>
<td>$107,300</td>
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<td>Earnings ($)</td>
<td>$87.25 million</td>
<td>$44,911</td>
<td>$328.9 million</td>
<td>$41,607</td>
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<td></td>
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<td>$1,037.0 million</td>
<td>$105,300</td>
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<td>$416.1 million</td>
<td>$42,300</td>
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</table>

Where Are We Now?

Service Partners

Sponsors