

# FALCON TECH CENTER

UNIQUELY DESIGNED FOR  
MED DEVICE COMPANIES



## A SMART LOCATION FOR INTELLIGENT COMPANIES

Boasting a population of more than 500,000, Mesa is the 35th largest city in the United States and second largest in the Phoenix-Mesa metro area. Larger than Miami, Minneapolis, Atlanta, and St. Louis, Mesa encompasses nearly 140 square miles inside a 21-city region with a total population of 4.3 million, projected to reach six million by 2030. Smart medical device-related companies such as Ulthera, Dexcom, Guided Therapy Systems, Banner Simulation Center, and Auer Precision call Mesa home.



## Mesa's Falcon Tech Center is the Premier Location in the Southwest for emerging and established medical device companies.

### Mesa's Falcon Tech Center Offers:

Located within Mesa's Falcon District, a hotspot for aerospace, manufacturing and technology, the Falcon Tech Center offers a high-end, campus-like setting where medical device companies have the unique advantage of locating with others in their industry sector.

- Arizona's only technology park focused on the medical device industry
- A prime location with existing utility infrastructure and convenient access to market
- Strong existing healthcare and bioscience cluster throughout the Phoenix-Mesa metro area
- Arizona biomedical jobs are growing three times faster than the national average

### In Good Company

Arizona has 263 firms focused on medical devices and equipment. The City of Mesa is home to more than 25 emerging and long-established medical device-related companies including manufacturers of imaging tools, ophthalmic instruments, ultrasound equipment, dental products/devices and infusion, and infusion pump devices.

- **Ulthera, Inc. (Merz)** – Aesthetics and medical dermatology technology
- **PoppyPocket** – Infusion pump transport and holding systems

- **Guided Therapy Systems** – Manufactures ultrasound technology
- **Auer Precision** – Manufactures high-precision, medical device components
- **EyeTech Digital Systems** – Design and development of eye tracking technology
- **Ardent Sound** – Research, development and manufacturing of diagnostic imaging products
- **Paragon Vision Sciences** – Manufactures orthokeratology contact lenses
- **H&S Technical Services** – Manufactures and services equipment for dialysis machines
- **Out-Front** – Develops innovative wheel chairs and wheel chair components
- **The Eye Concern** – Creates custom ocular prosthetics

Mesa boasts seven hospitals, three surgical centers, and 10 urgent care facilities. Unique to Mesa is **Banner Health Simulation Center**, a "virtual hospital" used to train physicians and nurses. The Banner Simulation Center, at 55,000 square feet, is one of the largest centers of its kind in the world and serves as the nation's first complete-care simulation hospital. Banner works regularly

# FALCON TECH CENTER CONCEPTUAL LAYOUT

- 63+ acres of city-owned land
- 40 year or longer lease terms available
- Adjacent to a general aviation airport providing easy access for corporate aircraft
- Robust infrastructure
- Easy access to Arizona freeways 101, 202, and I-10
- Minutes from Phoenix Sky Harbor International Airport
- Uniquely designed for med device and biotech companies

**CONTACT:**

**Will Novak**

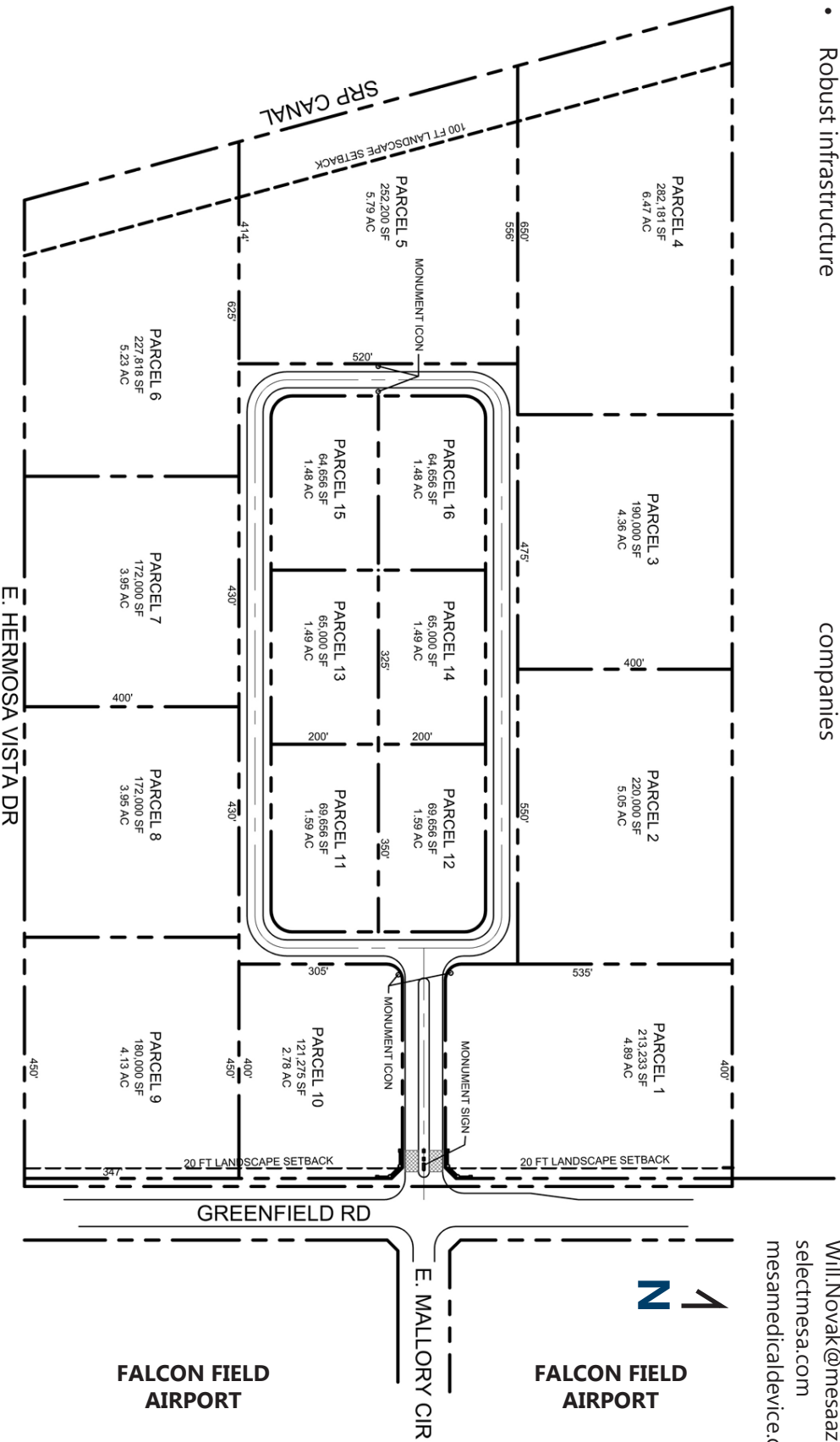
Project Manager

480-644-2773

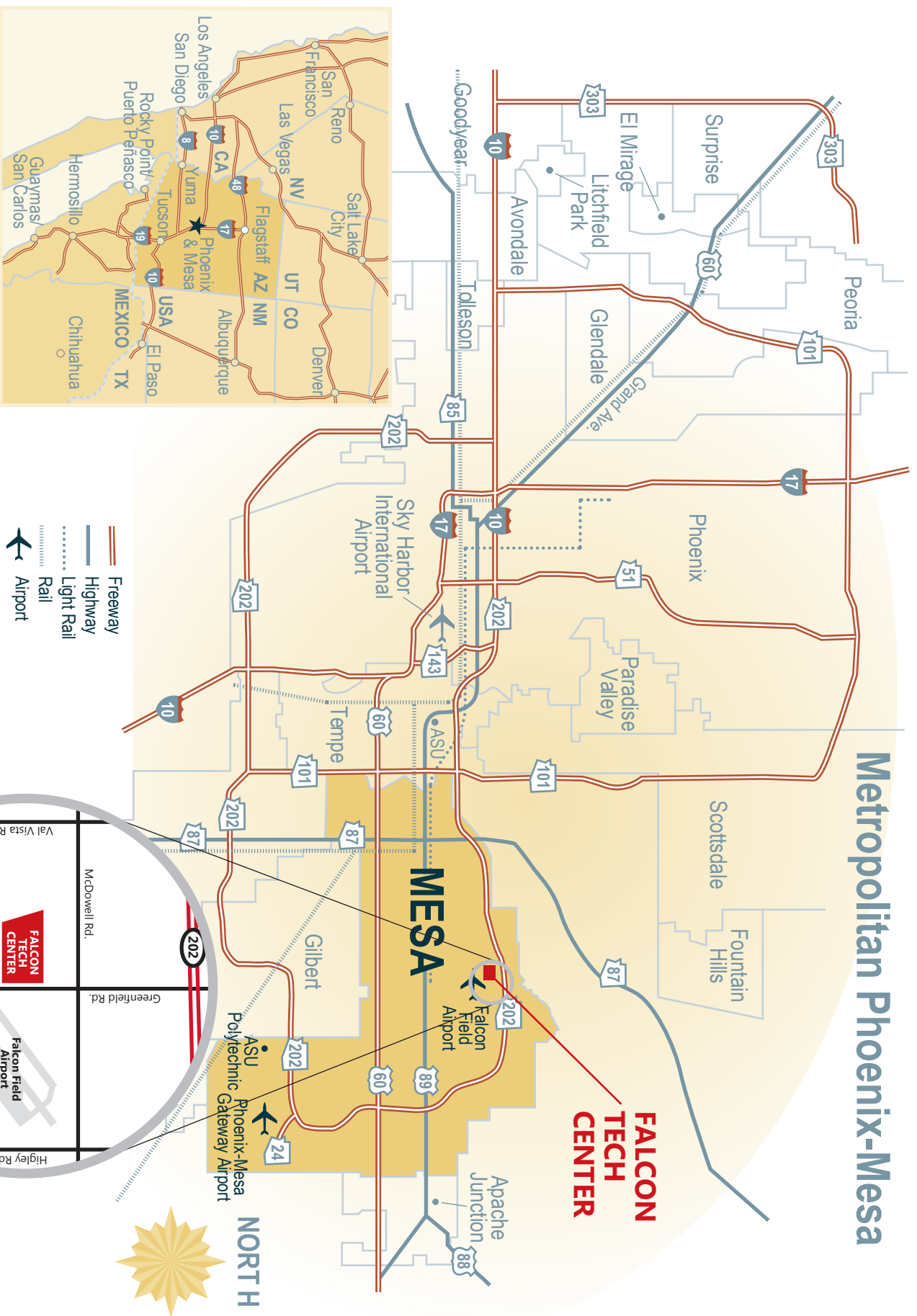
Will.Novak@mesaz.gov

selectmesa.com

mesamedicaldevice.com



# Metropolitan Phoenix-Mesa



# LOCATION

[selectmesa.com](http://selectmesa.com)  
[mesamedicaldevice.com](http://mesamedicaldevice.com)



## Cost of Doing Business

Arizona offers:

- Operating costs up to 40% lower than California
- Low total payroll costs, including some of the lowest workers compensation and unemployment insurance in the country
- No sales tax on manufacturing equipment
- No inventory tax
- 80% sales factor for corporate income tax, ramping up to 100% option
- Right-to-Work state
- Low unionization
- Minimal regulation

## Prime Location

**Freeways** – The Falcon Tech Center has quick access to the entire Phoenix-Mesa metro area and is within a 6-hour drive from most Southern California markets.

**Airports** – Falcon Field Airport is the heart of the Falcon District. A general aviation airport and reliever airport for Phoenix Sky Harbor International and Phoenix-Mesa Gateway airports, it is one of the busiest general aviation airports in the country.

Additionally, the Falcon Tech Center is only a 22-minute drive to Phoenix Sky Harbor International Airport, giving businesses commercial access to locations throughout the world. Below are flight times to major destinations from Phoenix Sky Harbor International Airport.



# FALCON DISTRICT

Aerospace Manufacturing Technology

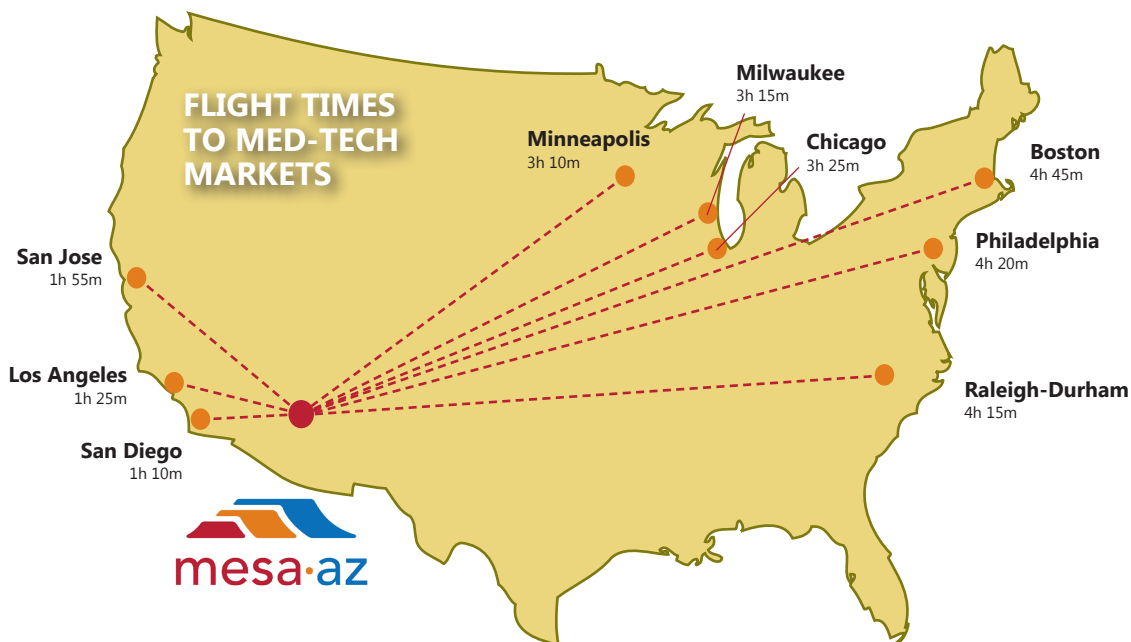
## Robust Infrastructure

**Electric Power** – Electrical power is provided by Salt River Project (SRP), one of the largest and most reliable networks in the nation. The SRP network in the Falcon District is built to handle business needs of every capacity.

**Water/Wastewater** – The City of Mesa provides robust water infrastructure to the Falcon Tech Center. In addition to existing water capacity in the area, the City of Mesa also enjoys a documented 100-year assured water supply due to its acquisition of a substantial portfolio of water rights.

**Natural Gas** – The City of Mesa is the natural gas provider for the Falcon Tech Center.

**Fiber Optic Telecommunications Network** – Redundant telecom fiber is in place with Cox, CenturyLink and SRP as service providers.



*Falcon Field Airport's new terminal building completed Dec. 12, 2015*

## Workforce: Abundant, Skilled, Affordable

Mesa is the second largest city in the Phoenix MSA and has direct access to a labor pool of almost 2 million people. Currently, more than 78,000 people work in medical device related occupations in the Phoenix-Mesa metro area.

(Source: Bureau of Labor Statistics, Office of Employment Statistics)

## Competitive Operating Environment

Metro Area	Employee Payroll	Utilities	Building / Lease Payment	Property Tax	Total Operating Cost	Index
Phoenix/Mesa	\$2,649,143	\$197,785	\$312,070	\$176,895	\$4,056,587	100.0%
San Diego	\$2,889,844	\$324,132	\$422,859	\$98,795	\$4,570,930	112.7%
Los Angeles	\$2,968,744	\$288,168	\$657,700	\$132,878	\$4,904,796	120.9%
San Francisco	\$3,285,369	\$306,852	\$642,114	\$128,084	\$5,310,516	130.9%
Milwaukee	\$2,757,864	\$213,802	\$319,108	\$221,404	\$4,294,979	105.9%
Minneapolis/St. Paul	\$2,875,248	\$195,036	\$352,144	\$134,764	\$4,401,973	108.5%
Chicago	\$2,896,778	\$151,591	\$416,550	\$105,445	\$4,425,050	109.1%
Raleigh/Durham	\$2,647,790	\$140,448	\$266,786	\$84,198	\$3,875,570	95.5%
Philadelphia	\$2,904,614	\$199,055	\$368,409	\$65,712	\$4,351,537	107.3%
Boston	\$3,134,802	\$341,856	\$393,035	\$269,405	\$4,991,606	123.0%
New York	\$3,136,764	\$536,964	\$725,345	\$176,887	\$5,480,249	135.1%

*Project Assumptions: 50 jobs, 32,500 sq. ft. facility, and \$5,000,000 in capital investment.  
Source: Greater Phoenix Economic Council, 2015*

## Large Education Pipeline

- More than 140 different technology degrees from associate's to doctoral are offered at Mesa's 14 higher education institutions.
- Arizona State University's Ira A. Fulton School of Engineering has approximately 19,000 students enrolled in undergraduate and graduate engineering programs. (Source: [engineering.asu.edu/factbook/](http://engineering.asu.edu/factbook/))
- Arizona State University is ranked 3rd in the nation for invention disclosures, 7th for startups, 8th for licensing agreements, and 12th for patents by the Association of University Technology Managers. (Source: *Association of University Technology Managers, 2014*)
- A.T. Still University, School of Osteopathic Medicine operates a half-million-dollar virtual anatomy lab to simulate everything from bones to blood vessels in 3D. (Source: [iconnect.atsu.edu/?p=11927](http://iconnect.atsu.edu/?p=11927))
- The East Valley Institute of Technology (EVIT) provides training to high school and adult learners in more than 40 occupation-specific programs. EVIT offers programs in numerous technical fields such as 3D Animation, Aviation, Surgical Technology, and Precision Manufacturing. (Source: [www.evit.com/about](http://www.evit.com/about))
- Mesa Community College (MCC) enrolls approximately 22,500 full and part-time students and offers 150 degrees and certificates, including life sciences, engineering and technology-related programs. (Source: [www.mesacc.edu](http://www.mesacc.edu))



### TO LEARN MORE CONTACT:

#### Will Novak

Project Manager  
480-644-2773  
[Will.Novak@mesaaz.gov](mailto:Will.Novak@mesaaz.gov)

#### City of Mesa Office of Economic Development

20 E. Main St., Suite 200  
PO Box 1466  
Mesa, Arizona 85211-1466  
[www.selectmesa.com](http://www.selectmesa.com)  
[www.mesamedicaldevice.com](http://www.mesamedicaldevice.com)