

## Economic Engines Honoree

Category: People

### Gregory J. Weiner

Director, Office of Business Attraction,  
Arizona Department of Commerce

[www.azcommerce.com](http://www.azcommerce.com)



The projects  
the team  
acquired under  
Gregory Weiner's  
direction resulted  
in \$2.2 billion  
of new capital  
investment for  
the state.

The Office of Business Attraction at the Arizona Department of Commerce is the central information center for companies contemplating business opportunities in the state. The office's team provides guidance and services, such as specific data regarding market information, work force assistance, site selection help and more in order to draw businesses to Arizona. Thanks in large part to this important branch of the Arizona Department of Commerce, the state's economy receives a huge boost.

As director, Gregory Weiner oversees the group. His team was involved in winning 86 economic development projects around the state, and Weiner was directly responsible for 27 of them. These projects created nearly 17,000 new jobs and approximately \$768 million in new payroll for Arizona. The 27 projects under Weiner's supervision resulted in \$845 million in capital investment and almost 4,000 jobs with average salaries of \$55,774.

Weiner's dynamic leadership has a positive influence on the state's economy. For example, he revamped the state's business attraction approach. Now, efforts to attract new business concentrate on offering precise pro-forma tax/cost analysis that will better serve the companies considering expansion and relocation to Arizona. This approach has helped improve economic development practices around the state by demonstrating methods of project analysis that can close the incentive gaps between Arizona and other states competing for the same companies.

The projects the team acquired under Weiner's direction resulted in \$2.2 billion of new capital investment for the state, which converts to an increase of nearly \$484 million of net assessed taxable valuation. In the 2007-2008 fiscal year, the annual income for a single earner who holds a job generated by the group's efforts is \$45,562, almost 45 percent higher than Arizona's per capita income, which is \$31,458.

Weiner has already made an enormous contribution to Arizona, and he and his team continue to work diligently to improve the economic progress of the state.



Gregory Weiner oversees the Office of Business Attraction.



The team at the Office of Business Attraction provides guidance and services in order to draw businesses to Arizona.

Photos: Arizona Department of Commerce

#### Year Established

1986

#### AZ Employees

100