

CASE STUDY

ADVANCED MANUFACTURING

SILENT-AIRE U.S.A. INC.

Silent-Aire, a global manufacturer of HVAC equipment and modular data centers, was recruited to Gilbert in fiscal year 2013. In 2016, Silent-Aire expressed a need to expand their operation two fold, from 50,000-square-feet to 146,000-square-feet. The Park Lucero development was identified as an ideal location for the expansion project and would be home to their current employees and 225 projected new jobs.

The Gilbert Town Council approved a development agreement with Silent-Aire to retain 200 jobs that existed at that time and add at least 225 qualified new jobs over the term of the agreement. Additionally, Silent-Aire would invest over \$16 million of new capital in Gilbert. For this commitment, Gilbert would commit up to \$1,442,361 to offset development costs and support necessary public infrastructure. An economic and fiscal impact analysis of the project demonstrated that Silent-Aire could create an economic impact of \$1.38 billion for Gilbert over the next ten years, including a \$690.1 million impact from the expansion. Additionally, the continued operations and expansion of its Gilbert operation would generate close to \$27.2 million in annual personal income in the Town.

Read the official Gilbert expansion announcement here: <http://bit.ly/2zQsDq5>.

\$16M
CAP X

146,832
SQUARE- FEET

425
JOBS

\$800K

GILBERT SUPPORT