

## MICHAEL MARTELLA ECONOMIC DEVELOPMENT PROJECT MANAGER

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Role: Responsible for executing activities to generate new business development leads, supporting the growth of Gilbert based businesses, and managing a pipeline of economic development projects.

Michael has over ten years of comprehensive economic development experience. He has spent a majority of this time attracting and supporting businesses from a wide range of industries and of all different sizes.

Before joining Gilbert, he served one year as the Economic Development Analyst for Fountain Hills. During this time he helped attract a new micro-hospital, 150 unit single-family detached home rental community, and a proposed 400 unit multi-family development.

Michael served as the Economic Development Coordinator for Winnetka, IL before joining Fountain Hills. He was Winnetka's first-ever full-time economic development employee, tasked with creating most of the programs and processes from the ground up. He developed and implemented a new marketing strategy, launched a business visitation program, and created a business database to help streamline internal processes.

Before Winnetka, Michael served as the Marketing & Business Development Administrator for Bensenville, IL. At the start of his employment, the vacancy rate for the 16 million square feet of industrial/office space in Bensenville was around 20%. During his seven years, he streamlined processes, created a business-friendly brand, and worked closely with the development community to help reduce the vacancy rate to under 5%.

Michael earned a Bachelor of Science from the University of Illinois at Urbana-Champaign in Business Administration and a Master of Business Administration from Northern Illinois University. He moved to Arizona from Chicago in 2018 and loves to spend his free time exercising, hiking, volunteering, and traveling to different countries.