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Commercial Real Estate

How Ducey, ACA and Scottsdale combined to keep JDA Software in Arizona



This building at Scottsdale Quarter will be the new home of JDA Software Group.

By Eric Jay Toll – Reporter, Phoenix Business Journal
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The Valley almost lost the corporate headquarters of JDA Software Group as another city was looking to poach the company. But work by local economic development officials helped the company stay.

In a joint effort by Arizona Commerce Authority and Scottsdale, and with Gov. [Doug Ducey](#) in the loop, JDA is still going to move, but to a new office building in Scottsdale Quarter, and not another state. The company is taking the fourth and fifth floors of the new six-story Class A office building W.P. Glimcher is developer at Butherus and Dial drives near Scottsdale Road.

Earlier this year, JDA told Scottsdale officials it was thinking of relocating its headquarters into another market where it had available space.

Scottsdale Mayor [Jim Lane](#) said it is the relationship

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between the city and its businesses that opened the door to saving the Valley from another lost headquarters.

“(Economic Development Director) Danielle (Casey) and her team have been regularly meeting with our business community to build a relationship. Those efforts are substantial and in this case, they paid off,” he said. “With (ACA) and Gov. Ducey, we were able to help JDA.”

The software company, founded in Cleveland, Ohio, moved to the Valley to be close to its first major client, an auto parts supplier. Chief Marketing Officer [Kevin Iaquinto](#) told the *Business Journal* the cluster of supply chain companies and talent were a big part of the reason to stay.

“We have been based in the Phoenix area since 1987, in large part due to that supply chain talent pipeline as well as the business-friendly corporate tax environment that exists in Arizona,” he said.

That environment has been a priority of Gov. [Doug Ducey](#) since taking office in January after campaigning on his ability to talk CEO-to-CEO about doing business in Arizona.

“It’s always great news when quality companies choose to do business in Arizona,” a Ducey spokeswoman said. “JDA had 49 other states to choose from, but they’re sticking with Arizona. That’s the highest possible testament to the innovation-embracing, entrepreneurial spirit of Scottsdale and the business-friendly environment of our state as a whole.”

JDA didn’t want to give up the Valley talent pool available in its sector.

“There is an abundance of supply chain talent and expertise in the Phoenix area,” Iaquinto said. “For example, the nearby ASU grad program, and other companies in the area with expertise, such as Avnet, who have a heavy focus on supply chain and a vested interest in cultivating local talent.”

Business retention and expansion is a big deal among Valley economic development agencies. It’s part of the ACA mission and the purpose of the Greater Phoenix Chamber of Commerce Arizona Forward initiative.

“If there isn’t a good relationship between a city and a business, we don’t even find out it’s being considered,” said Casey.

ACA President and CEO Sandra Watson was on a plane when this story was being written and unable to comment.

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