



BOARD OF DIRECTORS PUBLIC SESSION, FY16-Q1

October 21, 2015

ACA Q1-16 HIGHLIGHTS

Business Attraction & Expansion

- Q1-16: 2,924 jobs, \$114.3 million in capital investment committed

ACA Audits and Sunset Review

- *Financial Audit Findings:* Clean
- *Sunset Review Findings:*
 - Authority can more clearly report its economic development impact and enhance its processes for awarding and monitoring grants.

Trade & International Growth

- Israel Trade Mission



FY2016 CURRENT CLIENT ACTIVITY



ACA JOBS AND PIPELINE REPORT

KEVIN J. SULLIVAN, SENIOR VICE PRESIDENT
BUSINESS ATTRACTION & EXPANSION



ACA BUSINESS **ATTRACTION** PIPELINE

244 Opportunities
48,371 New Jobs
\$ 47,412 Average Wage
\$ 11.4 billion in CapEx

Origin (Attraction)



Northeast: 17%



Midwest: 20%



Southwest: 12%



California: 16%



International: 21%



Southeast: 8%

Industry (Total)

- 16% Manufacturing
- 6% Renewable
- 11% A&D
- 14% Traditional
- 11% IT/Software
- 13% Business/Financial
- 18% Consumer Products
- 10% Bio/Healthcare



ACA BUSINESS **EXPANSION** PIPELINE

73 Opportunities
\$ 629.6 million in CapEx
7,492 New Jobs
\$ 51,446 Average Wage

Origin (Expansion)



Northern AZ: 3%
➤ Flagstaff



Central AZ: 71%
➤ Phoenix
➤ Scottsdale
➤ Mesa
➤ Tempe



Southern AZ: 1%
➤ Tucson
➤ Marana

Industry (Total)

- 31% Manufacturing
- 16% Bio/Healthcare
- 14% A&D
- 11% Business/Financial
- 14% IT/Software





ACA RevAZ REPORT

**BRIAN SHERMAN, SENIOR VICE PRESIDENT
BUSINESS DEVELOPMENT**

A program of the



THE OPPORTUNITY

- 4,600 manufacturers in Arizona
- 87% < 50 employees (84% U.S.)
- SMEs need to diversify and innovate to survive & thrive
- Global competition + supply-chain dynamics raise the stakes
- Reducing costs is not a sustainable strategy

PARTNERSHIP THAT DELIVERS RESULTS



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REVAZ BUSINESS MODEL

Mission – Help *manufacturers* grow their business value

- Blended service delivery – internal domain experts + 3rd party service providers
- Technical assistance complements financial assistance and traditional economic development
- Measuring impact – survey methodology & metrics
 - Cost savings
 - Revenue growth
 - Jobs, capital investment, ROI

REVAZ SERVICES

Operations Services

- Continuous Improvement
- Supply Chain Management
- Quality
- Engineering/Technical
- IT
- Sustainability/Energy
- Workforce

Growth Services

- Strategic Planning
- Sales/Marketing/Export
- Finance
 - Debt
 - Equity
 - Incentives
- Product Development
 - Product Extensions
 - R&D
 - Tech Transfer

PROGRAM UPDATE

- Expanding our Advisory Board in November
- Hiring an Executive Director and adding two manufacturing experts
- FY16 Goals
 - 1) 80 client engagements
 - 2) 3 cohorts of 6+ clients complete ExporTech
 - 3) \$10 million in revenue impact
 - 4) \$2 million in cost savings



QUESTIONS?

A program of the





COLLEGE FOOTBALL PLAYOFF
Arizona Commerce
Authority

THE NEW ERA HAS ARRIVED



WHERE CHAMPIONS EARN THEIR CROWNS



COLLEGE FOOTBALL PLAYOFF EVENTS



CHAMPIONSHIP CAMPUS

PRESENTED BY AK-CHIN INDIAN COMMUNITY



- Downtown Phoenix
- January 8-10 weekend
- Free, family-friendly, football-themed
- Indoor/outdoor events
- Daily concerts featuring A-List talent
- ESPN broadcast location
- 500,000+ visitors anticipated

CHAMPIONSHIP CAMPUS

PRESENTED BY



DOWNTOWN PHOENIX

JANUARY 8-10

LEGEND

	CHAMPIONSHIP CAMPUS		SIGNATURE EVENT
	CONCESSIONS & ENTERTAINMENT		VALLEY METRO LIGHT RAIL
	ACTIVITIES		



Why Host These **MEGA** Events?

Current Investment

University of Phoenix Stadium

- World-class, state of the art facility
- Hosted 2 BCS Championships, 2 Super Bowls, a Pro Bowl, and other events
- 2016 College Football Playoff Championship and 2017 NCAA Final Four

Public Infrastructure

- Light rail and outstanding public transportation
- Sky Harbor airport and many regional airports with FBOs

Nobody Does This Better

- Iconic resorts, abundant golf courses and outstanding restaurants
- Amazing climate and stunning scenery
- Community embraces and supports these events

Why Host These **MEGA** Events?

Shine National Spotlight on Arizona

Approximately **33,395,000** viewers last year

Estimated **4.4 million** tweets last year

More than **1,000** credentialed media

Why Host These **MEGA** Events?

Economic Impact

- **\$646.2 million** economic impact from last 4 Arizona BCS Championship games
- **1,500** jobs with wages totaling **\$54 million** from this event
- Our success positions us for **Future Mega Events**
- Showcase Arizona as the place to **visit, do business, recreate, and receive an education**



CEO FORUM

THE TIME TO LEAD IS NOW

- Strategic partnership with **Arizona Commerce Authority**
- Led by Governor Ducey
- Attract and host up to 25 CEOs from around the country
- Encourage relocation/ expansion to Arizona
- Thought-provoking leadership content
- Promote Arizona's brand and competitive advantages



CEO FORUM

THE TIME TO LEAD IS NOW

Exclusive CEO Forum Events:

Saturday:

- Governor's Welcome Event

Sunday:

- Keynote presentations by national thought leaders on relevant business topics
- Positive sub-text on Arizona business environment and educational landscape
- Arizona Experiences in the afternoon

Monday:

- Pre-Game Chalk Talk and brunch
- AOC Exclusive Tailgate Party
- CFP National Championship Game

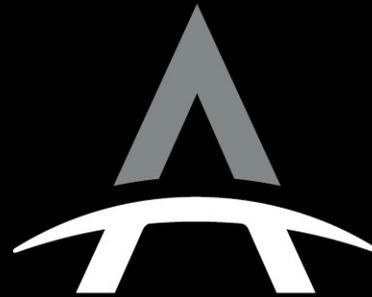
BUY LOCAL



- Hospitality packages available through the AOC
 - Suites/Game ticket packages
 - *Exclusive* VIP Hospitality
 - Access to ESPN, CFP & AOC events
- Purchasing through the AOC stimulates local economic development
- Ensure Arizona will be able to successfully bid on future mega events



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