

DECEMBER 12, 2017

BOARD OF DIRECTORS MEETING PUBLIC SESSION





PUBLIC SESSION AGENDA

- 1 FY 18 TO-DATE RESULTS
- 2 ACA CLIENT ACTIVITY
- 3 PIPELINE UPDATES
- 4 ARIZONA OFFICE OF FILM & DIGITAL MEDIA

FY 18 TO-DATE RESULTS

NEW JOBS*

9,937

AVERAGE WAGE

\$52,238

CAPEX

\$791M

SOUTHWEST



4,837 NEW JOBS

\$394M CAPEX

EAST



1,856 NEW JOBS

\$73M CAPEX

SOUTHEAST



1,275 NEW JOBS

\$51M CAPEX

CALIFORNIA



986 NEW JOBS

\$190M CAPEX

MIDWEST



497 NEW JOBS

\$42M CAPEX

INTERNATIONAL



486 NEW JOBS

\$41M CAPEX

29%

MANUFACTURING

20%

BUSINESS/FINANCIAL

16%

IT/SOFTWARE

11%

BIO/HEALTHCARE

7%

CONSUMER PRODUCTS

*Five year numbers

ACA CLIENT ACTIVITY





PIPELINE UPDATES



BUSINESS ATTRACTION PIPELINE

137

OPPORTUNITIES

96,080

NEW JOBS

\$76,373

AVERAGE WAGE

\$16.5B

CAPEX



CALIFORNIA
45%



EAST
18%



INTERNATIONAL
16%



MIDWEST
7%



SOUTHEAST
6%



SOUTHWEST
5%

24%
MANUFACTURING

19%
BUSINESS/
FINANCIAL

12%
IT/SOFTWARE

12%
AEROSPACE
& DEFENSE

11%
CONSUMER
PRODUCTS

7%
BIOSCIENCE/
HEALTHCARE

7%
TRANSPORTATION/
LOGISTICS

7%
OTHER

2% geography confidential

CALIFORNIA BUSINESS PIPELINE

62

OPPORTUNITIES

14,085

NEW JOBS

\$46,528

AVERAGE WAGE

\$3.8B

CAPEX

29

NET NEW CALIFORNIA
OPPORTUNITIES FYTD

TOP INDUSTRIES

MANUFACTURING
BUSINESS & FINANCIAL SERVICES
INFORMATION TECHNOLOGY

BUSINESS EXPANSION PIPELINE

73

OPPORTUNITIES

17,155

NEW JOBS

\$58,428

AVERAGE WAGE

\$10.3B

CAPEX

26%

MANUFACTURING

25%

IT/SOFTWARE

19%

BUSINESS/
FINANCIAL

13%

AEROSPACE
& DEFENSE

9%

BIOSCIENCE/
HEALTHCARE

4%

CONSUMER
PRODUCTS

4%

TRADITIONAL



ARIZONA OFFICE OF FILM & DIGITAL MEDIA



SUPPORTING FILMMAKERS IN ARIZONA



60

PRODUCTIONS ASSISTED

INDEPENDENT FEATURE FILMS
SHORT FILMS
DOCUMENTARIES
TV EPISODES
COMMERCIALS
MUSIC VIDEOS

WISHMAN

BUDGET: \$1.6M
PRESCOTT
30 SHOOT DAYS

RAISING BUCHANAN

BUDGET: \$600K
PHOENIX & PRESCOTT
21 SHOOT DAYS

DESERT

BUDGET: \$400K
HOLBROOK
1300 ROOM NIGHTS
30 SHOOT DAYS

BISBEE '17

SUNDANCE DOCUMENTARY SELECTION

BUDGET: \$750K
BISBEE
450 ROOM NIGHTS
50 SHOOT DAYS

LOVE BY DROWNING

BUDGET: \$1M
TUCSON & 14 LOCATIONS
35 MEMBER LOCAL CREW
21 SHOOT DAYS



REEL SAVINGS PROGRAM

A pro-business program providing private-sector discounts to support the digital media industry.

TRADITIONAL FILM INCENTIVES

Lengthy processing period
Complicated application
Capped opportunity
Untimely review process

REEL SAVINGS

No processing
Simple, online registration
Limitless opportunity
No review process

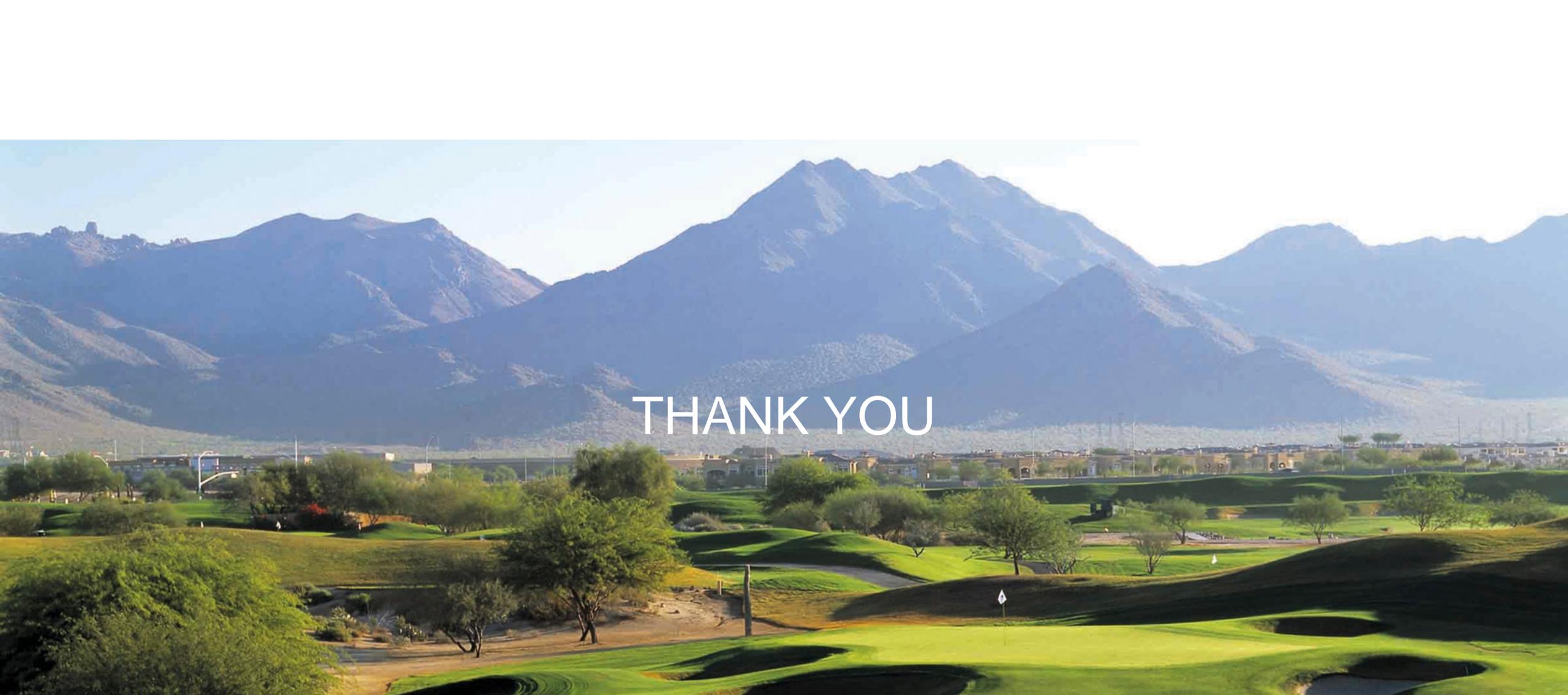
FILM RESOURCE COORDINATOR PROGRAM

Appoints local ambassadors in rural communities in effort to extend knowledge and leverage talent.

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FILM RESOURCE
COORDINATORS
ENROLLED TO-DATE





THANK YOU

