

**ARIZONA COMMERCE AUTHORITY BOARD OF DIRECTORS  
PUBLIC MEETING MINUTES**

Monday, March 12, 2018 at 1:00 P.M.  
Arizona Commerce Authority  
118 N. 7<sup>th</sup> Avenue, Suite 400, Phoenix, AZ 85007

**I. Call to Order and Roll Call**

Governor Ducey, Chair, called the March 12, 2018 meeting of the Arizona Commerce Authority Board of Directors to order at 1:05 p.m. and welcomed attendees and the public. The meeting was noticed and properly posted. Governor Ducey requested Melissa Mills call the role. Quorum of voting members present.

**Board Members Present In-Person:**

Governor Doug Ducey, Chair	Brian Mueller, Co-Chair
Sandra Watson	Gary Abrams
Michael Bidwill	Dawn Grove
Chancellor Maria Harper-Marinick	John Kaites
Jim Keeley	Dr. Taylor Lawrence
Steve Macias	Wick Pilcher
Supervisor Anthony Smith	Mayor Jay Tibshraeny

**Board Members Present Via Conference Line:**

Richard Adkerson	President Eileen Klein
Mark Bonsall	David Goldstein

**Board Members Not Present:**

Drew Brown	Dr. Rita Cheng
Dr. Michael Crow	Dr. Wyatt Decker
Mignonne Hollis	Speaker J.D. Mesnard
Dr. Robert Robbins	Don Slager
Kim Smith	Victor Smith
Senate President Steve Yarbrough	

**II. Welcome Remarks from Chair-Governor Doug Ducey**

Governor Doug Ducey, Chair, opened the meeting by highlighting that the State's economy continues to grow through initiatives that advance Arizona's global competitiveness. The Governor highlighted the elimination of 676 burdensome rules and regulations last year that saved Arizona businesses over \$48 million in lost productivity without costing the general fund a dime. The Governor also highlighted efforts to strengthen international relationships through events such as last month's International State of the State address.



The Governor also highlighted his action on March 2, 2018 to update a 2015 Executive Order to advance the state's position as a global leader in self-driving vehicles.

### **III. Consent Agenda\***

#### **a) Approval of December 12, 2017 Board Meeting Minutes**

John Kaites moved to approve the Consent Agenda; Dr. Taylor Lawrence seconded. The motion was approved.

### **IV. CEO Report-Sandra Watson (A.R.S. § 38-431.02(K))**

President and CEO, Sandra Watson opened her comments by discussing the International State of the State event. The event was a new opportunity for the ACA this year. The ACA hosted 24 Consul Generals and trade representatives for a series of in-depth industry panels and activities the day after the International State of the State and there are now ongoing conversations about new international opportunities for Arizona with many of the attendees. The ACA intends to do this event annually moving forward.

President and CEO, Sandra Watson indicated that the ACA is off to a strong start under its new five-year business plan. Since July 1<sup>st</sup>, the ACA has worked with 65 clients who have committed to creating 18,187 projected new jobs over the next five years. These jobs have an average wage of \$57,358 (162% higher than current median of \$35,470). In addition, these clients will make \$3.2 billion in capital investments into our communities. With four months left to go in the fiscal year, these numbers put the ACA on track to finish the first year of its new business plan ahead of goals.

President and CEO, Sandra Watson, welcomed 10 of the ACA's FY 2018 client companies in attendance at the meeting.

President and CEO, Sandra Watson, introduced Kevin Sullivan, SVP-Business Attraction, who showcased current client activity within the business attraction and expansion pipelines for Q3 FY 2018; highlighting California.

President and CEO, Sandra Watson, introduced Steve Hamilton, Senior Manager for Deloitte's Infrastructure & Capital Projects group based in Washington, D.C., to discuss an ambitious partnership between Arizona and Sonora, Mexico, led by Governor Ducey and Governor Pavlovich, designed to drive economic development and innovation in the border region, known as the Cross-Border Connective Cities, or "Smart Borders" initiative.

Steve Hamilton provided an update on the Cross-Border Connected Cities initiative.

### **Executive Session**



Gary Abrams moved to enter into Executive Session; Wick Pilcher seconded. The motion was approved.

- a) Client Updates**
- b) Business Development Strategies**

The Board returned to public session at 2:30 p.m.

**V. Call to Board Members for Items for Future Agendas**

Governor Ducey, Chair, encouraged members of the Board to identify items for future meetings.

**VI. Call to the Public**

No public comment.

**VII. Adjournment**

Michael Bidwill moved to adjourn. Jim Keeley seconded. The meeting adjourned at 2:31 p.m.

