

SEPTEMBER 12, 2018

BOARD OF DIRECTORS MEETING PUBLIC SESSION





PUBLIC SESSION AGENDA

- 1 FY 19 RESULTS
- 2 FY 19 ACA CLIENT ACTIVITY
- 3 PIPELINE UPDATES
- 4 REVAZ MANUFACTURING IMPACT

FY 19 ACA CLIENT ACTIVITY



*Not all client logos reflected



PIPELINE UPDATES



BUSINESS ATTRACTION PIPELINE

148

OPPORTUNITIES

37,640

NEW JOBS

\$53,307

AVERAGE WAGE

\$10.6B

CAPEX

CALIFORNIA



27%

EAST



24%

INTERNATIONAL



17%

MIDWEST



15%

SOUTHWEST



11%

SOUTHEAST



3%

WEST



3%

21%
BUSINESS/
FINANCIAL

15%
RENEWABLE
ENERGY

14%
IT/SOFTWARE

13%
CONSUMER
PRODUCTS

10%
TECHNOLOGY &
INNOVATION

10%
AEROSPACE &
DEFENSE

10%
OTHER

4%
BIOSCIENCE/
HEALTHCARE

3%
LOGISTICS

ARIZONA
COMMERCE AUTHORITY

*4% CONSUMER PRODUCTS

CALIFORNIA BUSINESS PIPELINE

54

OPPORTUNITIES

10,235

NEW JOBS

\$56,015

AVERAGE WAGE

\$5B

CAPEX

19%

BUSINESS/
FINANCIAL

16%

RENEWABLE
ENERGY

12%

CONSUMER
PRODUCTS

12%

OTHER

11%

AEROSPACE &
DEFENSE

10%

IT/SOFTWARE

8%

BIOSCIENCE
/HEALTHCARE

7%

TECHNOLOGY &
INNOVATION

5%

LOGISTICS

BUSINESS EXPANSION PIPELINE

79

OPPORTUNITIES

8,421

NEW JOBS

\$50,318

AVERAGE WAGE

\$9.4B

CAPEX

25%
IT/SOFTWARE

21%
BUSINESS/
FINANCIAL

12%
BIOSCIENCE
/HEALTHCARE

11%
AEROSPACE &
DEFENSE

9%
RENEWABLE
ENERGY

9%
OTHER

6%
TECHNOLOGY &
INNOVATION

5%
CONSUMER
PRODUCTS

2%
LOGISTICS

TOTAL BUSINESS ATTRACTION & EXPANSION PIPELINE BY INDUSTRY

CONSUMER PRODUCTS	IT/SOFTWARE	BUSINESS & FINANCIAL	TECHNOLOGY & INNOVATION	OTHER
41 PROJECTS	40 PROJECTS	32 PROJECTS	26 PROJECTS	25 PROJECTS
JOB: 5,291 \$1.9 BILLION CAPEX WAGES: \$52,907	JOB: 7,317 \$9 BILLION CAPEX WAGES: \$56,268	JOB: 9,960 \$1.7 BILLION CAPEX WAGES: \$52,452	JOB: 4,018 \$662 MILLION CAPEX WAGES: \$45,987	JOB: 4,743 \$899 MILLION CAPEX WAGES: \$44,798
AEROSPACE & DEFENSE	BIOSCIENCE/HEALTHCARE	RENEWABLE ENERGY	LOGISTICS	
24 PROJECTS	18 PROJECTS	14 PROJECTS	7 PROJECTS	
JOB: 4,825 \$559 MILLION CAPEX WAGES: \$65,370	JOB: 2,465 \$1.1 BILLION CAPEX WAGES: \$57,003	JOB: 6,226 \$3.8 BILLION CAPEX WAGES: \$51,243	JOB: 1,216 \$203 MILLION CAPEX WAGES: \$36,120	
COMBINED TOTAL				

227 projects
\$20B capex

46,061 jobs
\$52,760 wages

CALIFORNIA PIPELINE BY INDUSTRY

CONSUMER PRODUCTS	IT/SOFTWARE	AEROSPACE & DEFENSE	BUSINESS & FINANCIAL	RENEWABLE ENERGY
12 PROJECTS	10 PROJECTS	6 PROJECTS	5 PROJECTS	5 PROJECTS
JOB: 1,267 \$152 MILLION CAPEX WAGES: \$67,128	JOB: 1,023 \$118 MILLION CAPEX WAGES: \$73,527	JOB: 1,161 \$177 MILLION CAPEX WAGES: \$63,643	JOB: 1,942 \$76 MILLION CAPEX WAGES: \$57,229	JOB: 1,608 \$3.2 BILLION CAPEX WAGES: \$52,215
BIOSCIENCE/ HEALTHCARE	TECHNOLOGY & INNOVATION	OTHER		LOGISTICS
5 PROJECTS	5 PROJECTS	4 PROJECTS		2 PROJECTS
JOB: 763 \$879 MILLION CAPEX WAGES: \$59,452	JOB: 728 \$29 MILLION CAPEX WAGES: \$43,540	JOB: 1,200 \$263 MILLION CAPEX WAGES: \$40,839		JOB: 543 \$25 MILLION CAPEX WAGES: \$33,120

COMBINED TOTAL

54 projects
\$5B capex

10,235 jobs
\$56,015 wages

MANUFACTURING PIPELINE BY INDUSTRY

CONSUMER PRODUCTS	TECHNOLOGY & INNOVATION	AEROSPACE & DEFENSE	OTHER
30 PROJECTS	26 PROJECTS	18 PROJECTS	13 PROJECTS
JOB: 4,356 \$1.7 BILLION CAPEX WAGES: \$51,429	JOB: 4,018 \$662 MILLION CAPEX WAGES: \$45,987	JOB: 2,554 \$335 MILLION CAPEX WAGES: \$61,998	JOB: 1,676 \$530 MILLION CAPEX WAGES: \$44,168
RENEWABLE ENERGY	BIOSCIENCE/HEALTHCARE	IT/SOFTWARE	LOGISTICS
8 PROJECTS	5 PROJECTS	4 PROJECTS	1 PROJECT
JOB: 2,410 \$3.3 BILLION CAPEX WAGES: \$51,897	JOB: 750 \$877 MILLION CAPEX WAGES: \$56,107	JOB: 530 \$272 MILLION CAPEX WAGES: \$59,124	JOB: 252 \$122 MILLION CAPEX WAGES: \$38,127

COMBINED TOTAL

105 projects
\$7.9B capex
16,546 jobs
\$51,326 wages

REVAZ IMPACT

512

JOBS

\$33.9M

NEW SALES

\$26.8M

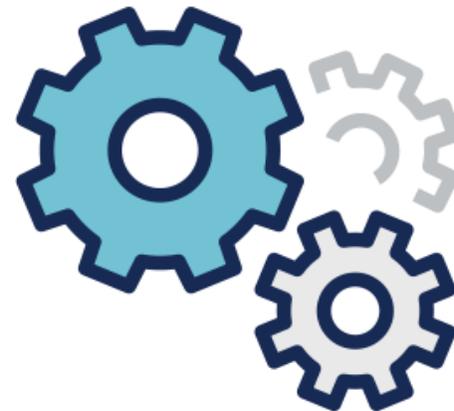
RETAINED SALES

\$37.5M

NEW INVESTMENT

\$15.2M

COST SAVINGS





THANK YOU

