

March 3, 2021

BOARD OF DIRECTORS MEETING PUBLIC SESSION





PUBLIC SESSION AGENDA

- 1 CALL TO ORDER AND ROLL CALL
- 2 GOVERNOR DUCEY WELCOME AND REMARKS
- 3 CONSENT AGENDA
- 4 CEO UPDATE

FISCAL YEAR 2021 YTD RESULTS

PROJECTS

74

NEW JOBS

17,907

AVERAGE WAGE

\$55,937

CAPEX

\$2.4B

TARGET INDUSTRIES*	CONSUMER PRODUCTS & SERVICES	TECHNOLOGY & INNOVATION	BIOSCIENCE & HEALTHCARE	BUSINESS & FINANCIAL SERVICES	AEROSPACE & DEFENSE
BY JOBS	42%	20%	18%	14%	6%
BY PROJECTS	39%	18%	27%	7%	8%

SOUTHWEST



9,918 NEW JOBS
\$1.5B CAPEX

CALIFORNIA



3,622 NEW JOBS
\$283M CAPEX

EAST



1,855 NEW JOBS
\$128M CAPEX

INTERNATIONAL



1,337 NEW JOBS
\$463M CAPEX

MIDWEST



1,025 NEW JOBS
\$47.4M CAPEX

WEST



150 NEW JOBS
\$5.2M CAPEX

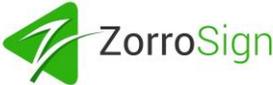
FY '21 YTD ACA CLIENT ACTIVITY

Business Attraction & Expansion

align



The RealReal



*Not all client logos reflected



PIPELINE UPDATES



TOTAL PIPELINE BY PROJECT TYPE

TOTAL 291 projects
\$63.2B capex 75,633 jobs
\$59,760 wages

MANUFACTURING	OFFICE	HEADQUARTERS	LOGISTICS
164 PROJECTS	40 PROJECTS	35 PROJECTS	24 PROJECTS
JOB: 47,781 \$56.8B CAPEX WAGES: \$57,613	JOB: 10,664 \$389.5M CAPEX WAGES: \$68,363	JOB: 7,593 \$1.5B CAPEX WAGES: \$72,415	JOB: 7,523 \$1.2B CAPEX WAGES: \$46,706
DATA CENTER	MEDICAL FACILITY	TRAINING FACILITY	RESEARCH & DEVELOPMENT
12 PROJECTS	7 PROJECTS	5 PROJECTS	4 PROJECTS
JOB: 451 \$3B CAPEX WAGES: \$75,133	JOB: 400 \$97.8M CAPEX WAGES: \$55,597	JOB: 876 \$321M CAPEX WAGES: \$57,168	JOB: 345 \$11.8M CAPEX WAGES: \$65,507

10 YEARS OF SUCCESS



RECORD-BREAKING ACHIEVEMENTS

PROJECTED
JOBS

10 YEAR GOAL

155,000

YTD PERFORMANCE

191,003

123%
OF GOAL

PROJECTED
CAPITAL
INVESTMENT

GOAL \$13 BILLION

PERFORMANCE

\$33.86 BILLION

260%
OF GOAL

GROWTH DESPITE A CHALLENGING YEAR

TOP THREE IN THE NATION

FOR ECONOMIC MOMENTUM – STATE POLICY REPORTS, 2020

7.7%

Q2 2020 HOMEOWNERSHIP
GROWTH

8.5%

Q3 2020 PERSONAL
INCOME GROWTH

200K

Q3 2020 ARIZONA
TECH JOBS
+1.2% FROM Q2

\$22B

Q3 2020 ARIZONA
TECH WAGES
+2.74% FROM Q2

TOP TALENT ATTRACTION

MARICOPA COUNTY

LEADING THE NATION
IN TALENT ATTRACTION

2020

18 PERCENT
GROWTH

IN SKILLED JOBS 2020

PIMA COUNTY

BIGGEST GAINS IN
TALENT ATTRACTION

+455 spots 2016 - 2020

9 PERCENT
GROWTH

IN SKILLED JOBS 2015 - 2019



THANK YOU

