

CEO Report



ARIZONA
COMMERCE
AUTHORITY

JANUARY 11, 2012

JANUARY 23, 2012

ACA Snapshot

- Since AZ Competitiveness Package was signed in February, ACA's business client portfolio has **increased by 350% on average per month.**

- Announcements:

 - 18 companies: 3,000 jobs and \$150 million capital investment**

- Potential Locates:

 - 8 companies: 2,500 jobs, 1,000 jobs retained and \$150 million capital investment**

 - ACA Client Portfolio

 - 300+ Companies; 50,000+ Jobs**

- Project Type: 80% are relocation opportunities; 20% Arizona expansions

- Lead Source: 80% direct; 20% ED partners

- Geographic Distribution indentified: 35% CA; 20% International

- ACA Website:

 - Website translated into four languages: French, Spanish, German, Chinese**



INNOVATION



FORWARD

ADVANCING ENTREPRENEURS

Ribbon Cutting: January 6, 2012





ARIZONA |



INNOVATION CHALLENGE

Technology start-ups ignite job and wealth creation

Across the state, our future is under development in garages, campuses, labs and the minds of our best entrepreneurs

The **Arizona Innovation Challenge** is an investment in that future



A R I Z O N A |



I N N O V A T I O N C H A L L E N G E

The **Arizona Innovation Challenge** is already the country's largest monetary award for commercialization at \$1.5 million

The ACA is doubling its commitment to \$3 million
\$1.5 million twice per year

Companies are awarded up to \$250,000 each





ACA will help companies scale from start-up to market domination...

Stage 1**Global Incubation/Attraction of technology start-ups**

\$1.5m awarded every 6 Months

Business plans competitively evaluated by industry experts

Awards: \$100,000-\$250,000

\$500k committed to mentoring and commercialization assistance every 6 months

Stage 2**Business Acceleration**

Global marketing and export assistance

Preparation for venture financing

Technical assistance – continuous improvement, technology acceleration, supplier development, sustainability, workforce, etc.

**Stage 3
and beyond****Market Domination and Global Expansion**

Preferential access to AZ Competes deal closing fund

Global representation to Venture Capital resources

Pre-commitment letter issued for institutional debt financing and lending collaborative

Technical Advisors: Advancing Capacity/Partnerships

Dr. William Harris: Science &
Techno



Technical Advisors: Advancing Capacity/Partnerships

Dr. Vicki Panhuise:
Aerospace



Technical Advisors: Advancing Capacity/Partnerships

General John Regni:
Defense



Technical Advisors: Advancing Capacity/Partnerships

Andy Lombard: Innovation &
Entrepreneurship





Technical Advisors: Advancing Capacity/Partnerships

Glenn Hamer: Policy
Advisor



Arizona Competitiveness



Science &
Technology

Dr. William
Harris



Aerospace
& Defense

Dr. Vicki Panhuisse
General John
Regni



Renewable
Energy

TBD



Innovation &
Entrepreneurship

Andy
Lombard

Infrastructure/ Connectivity/ Competitiveness

- Transportation
- Business Taxes
- Inland Ports
- Regulation
- Talent/Education/Workforce
- Incentives

Business Plan Committee/All Pertinent Board Expertise



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