

CEO Report



ARIZONA
COMMERCE
AUTHORITY

MAY 18, 2012

Client Activity

Four significant corporate expansions:



- Engineering and construction company
- Expansion in Glendale
- 100 new quality jobs



- Subsidiary of UnitedHealthcare
- Expansion in Tucson
- 400 quality jobs by 2013



- Water treatment carbon reactivation plant
- Gila Bend
- 62 high-wage jobs, multi-million dollar investment



- Medical device company
- Expansion in Mesa
- 100 high-wage jobs, \$1.68 million capital investment

visionary aesthetic ultrasound





Client Activity: pipeline

Three projects in the pipeline:

- Pharmaceutical company
- Aerospace company
- Health care company

900 total jobs

Average Salary: \$84,000

Almost \$82 million in capital investment



Client Activity: pipeline

Expected 10 expansions in 90 days

1,665 total jobs

\$167 million in capital investment

Average Salary: \$47,000



Small Business Lending

Arizona Innovation Accelerator Fund Program:

- \$18.2 million loan participation program
- Partnering with lending institutions and investors
- First deals end of June

Business Loan Pilot Program:

- \$12 million small business lending collaborative
- Includes: Phoenix Community Development and Investment Corporation, West Valley National Bank, Biltmore Bank, Sonoran Bank, Maricopa Industrial Development Authority, City of Phoenix IDA, SCF Arizona
- Helps small businesses obtain credit



Rural Arizona

Governor Brewer named Rural Business Development
Advisory Council

\$1.5 million in economic development grants:

City of Flagstaff

City of Yuma

Flagstaff Chamber of Commerce

Northern Arizona Center for Entrepreneurship and Technology

Prescott Valley Economic Development Foundation

Town of Payson

Valley Verde Wine Consortium

Yuma Chamber of Commerce

Arizona Competes Fund

To date, ACA has contracts signed for three companies totaling \$5 million:



In negotiations with two companies totaling additional \$4.2 million

Total Arizona Competes Funds committed: \$9.2 million





Unmanned Aircraft System

Arizona campaigning to ensure it's one of six federally designated UAS test ranges

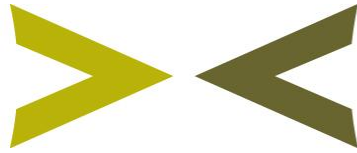
Governor Brewer met with Transportation Secretary LaHood and FAA Administrator Huerta in DC earlier in May

Leading a delegation to DC in June to present Arizona's case to FAA

Expect FAA to issue RFPs in late July – Arizona will be ready



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

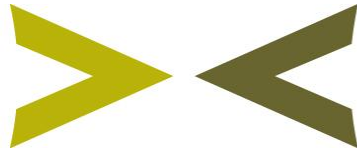
The country's largest monetary award for commercialization at \$3 million annually, \$1.5 million each in spring and fall

Entrepreneurs represent the future of our state

Investment in early-stage start-ups positions Arizona for future growth and job creation



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

2011: 100 applicants, 8 winners



C O L N A T E C

Creating the most advanced film thickness measurement and control technology in the world

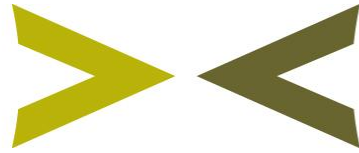
ACA grant money funded research and development and critical equipment purchases

Now making solar cells more efficient around the world





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INNOVATION CHALLENGE



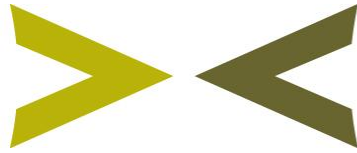
Commercializing blood testing products to better monitor the progression of neurological and autoimmune disorders including multiple sclerosis

ACA grant money allowed for release of first panel of products

Now expanding research to Alzheimer's and Parkinson's patients



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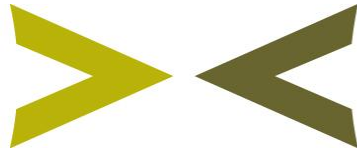
Spring 2012: tripled application numbers - 300 applicants

6 winners announced May 15





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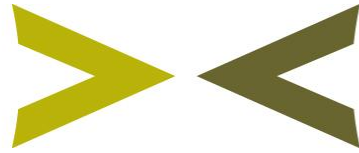
Agave Semiconductor:

Technology optimizes the energy efficiency of electric motors, including applications in portable medical devices and cloud server fans.





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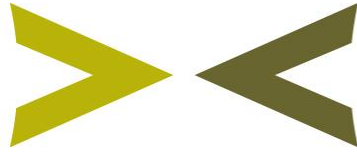
Cancer Prevention Pharmaceuticals:

A pharmaceutical company developing cancer prevention therapies to reduce the risk of cancer for people with elevated risk.





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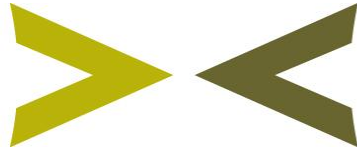
HJ3 Composite Technologies:

Produces carbon fiber reinforced polymer products used to repair the failing infrastructure worldwide.





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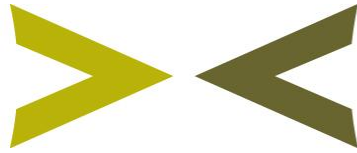
Kutta Radios:

Provides next generation radio products to mine operators and first responders to enhance their communications capability, especially in times of emergency.





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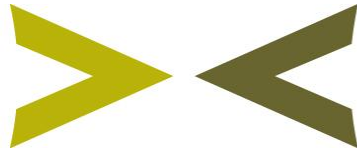
MaxQ Technology:

Manufactures advanced liquid cooled coldplates used to cool power converter systems in several markets, including renewable energy.





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Wholesalefund:

A proprietary technology platform that helps consumer packaged goods manufacturers get quality products on store shelves more quickly and easily.





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