

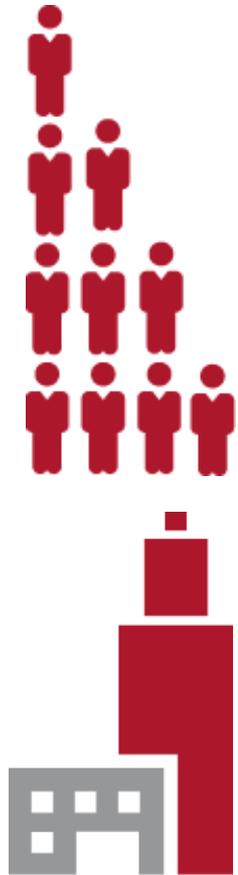
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WHEN IT COMES TO SUCCESS

ARIZONA  
IS ALL BUSINESS.

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- Client Activity
  - Q3 results, YTD numbers, Pipeline
- UAS
  - Broad update; specifics on Arizona's bid from General John Regni
- Strengthening A&D in Arizona
- Innovation & Entrepreneurship



26 projects: attraction, expansion, creation

3,998 jobs announced; 9,845 YTD

\$61.2 capital investment; \$763 YTD

Average salary \$56,147; \$56,154 YTD

# FY2013 Q3 Client Activity



# Pipeline Projects

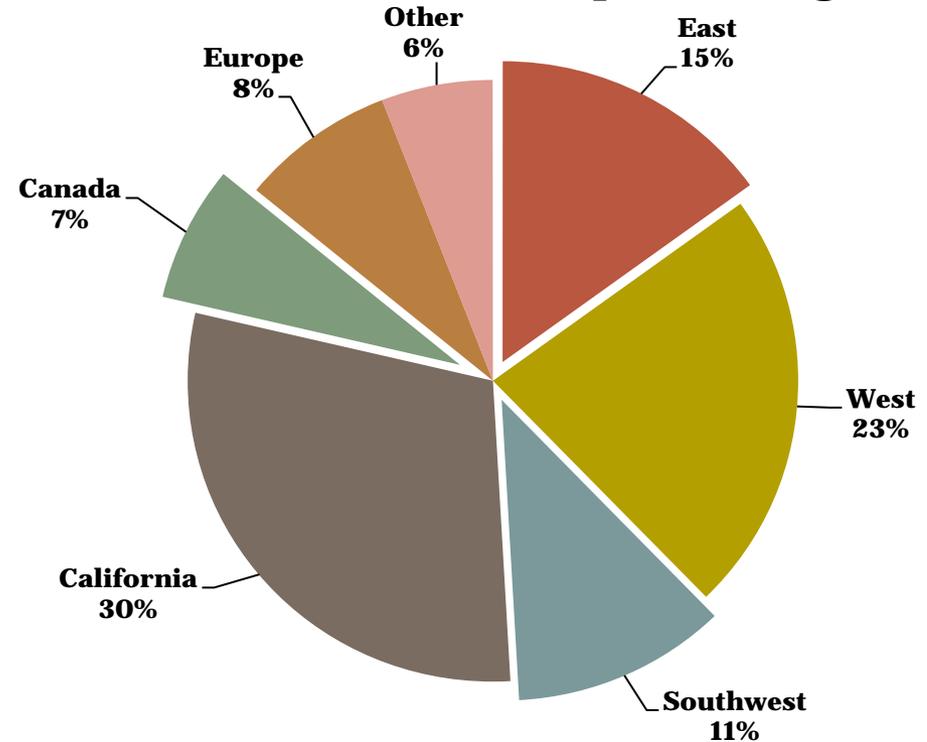
## Pipeline:

- 371 Projects
- \$7.65 Billion in CapEx
- 61,531 jobs

## Industry Segments:

	<i>% of Total</i>
Manufacturing	19%
Information Technology	12%
Aerospace & Defense	9%
Renewable Energy	7%
Consumer Products & Services	7%
Banking, Finance, & Insurance	6%
Healthcare	6%
Business Support Services	5%
Bioscience & Biotech	4%

## **Business Attraction Pipeline Origin**



Leading Arizona's efforts to be named one of FAA's six UAS training/testing sites

FAA Screening Information Request issued in February; responses required incrementally

ACA already submitted six of seven-volume submission; final deadline May 6

FAA expected to announce by December 31



A&D Industry Summit – uniting industry and education

Briefing for Arizona Lawmakers

Arizona Aerospace, Aviation and Defense Requirements Conference

Advanced Manufacturing Jobs and Innovation Accelerator:

- \$1.8 million multi-agency federal grant to support Aerospace & Defense companies in Southern and Central Arizona
- Three-year initiative

# Innovation & Entrepreneurship

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INNOVATORS AND ENTREPRENEURS

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- Tech community resources searchable by key market segments

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[UNSUBSCRIBE](#)

Promotion of  
website launch  
resulted in 10x  
more visitors to site

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ARIZONA |  INNOVATION CHALLENGE

*"Kutta sold multiple radio systems to the Transit Authority in New York to help with repair work from Hurricane Sandy. The Arizona Innovation Challenge funding directly contributed to Kutta's ability to fulfill this order, and may lead to additional future sales."*

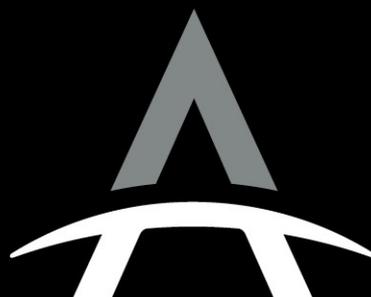
Dan Stierman, Kutta Technologies, Inc.



VENTURE READY

*“I received phenomenal feedback, which helped me get back to the vision for where my business now thrives. As a person, the program helped to sculpt me as an effective leader through the critiques I received from the experienced individuals before me. I learned that you have to be vulnerable and let go of any illusions that you see in yourself and become something more powerful than who you thought you were.”*

Jim Butler, CEO, HJ3 Composite Technologies



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