



BOARD OF DIRECTORS PUBLIC SESSION, FY15-Q3 & FYTD

April 28, 2015

ACA Q3 HIGHLIGHTS

Business Attraction & Expansion

- 4,970 jobs
- \$632.4 million in capital investment
- Super Bowl visiting CEO program
- ACA's digital advertising campaign

Trade & Exports

- ACA's ExporTech program
- Arizona Trade and Investment Office in Mexico City
- RevAZ Challenge



ACA Q3 HIGHLIGHTS

Innovation & Entrepreneurship

- ACA's new "Start Up" section of azcommerce.com
- Arizona Innovation Challenge
- Venture Madness competition and conference
- SBIR/STTR training academies
- Arizona SciTech Festival

Employer-Focused, Demand-Driven Workforce System

- ACA's Rapid Response Team
- A "model workforce system program"



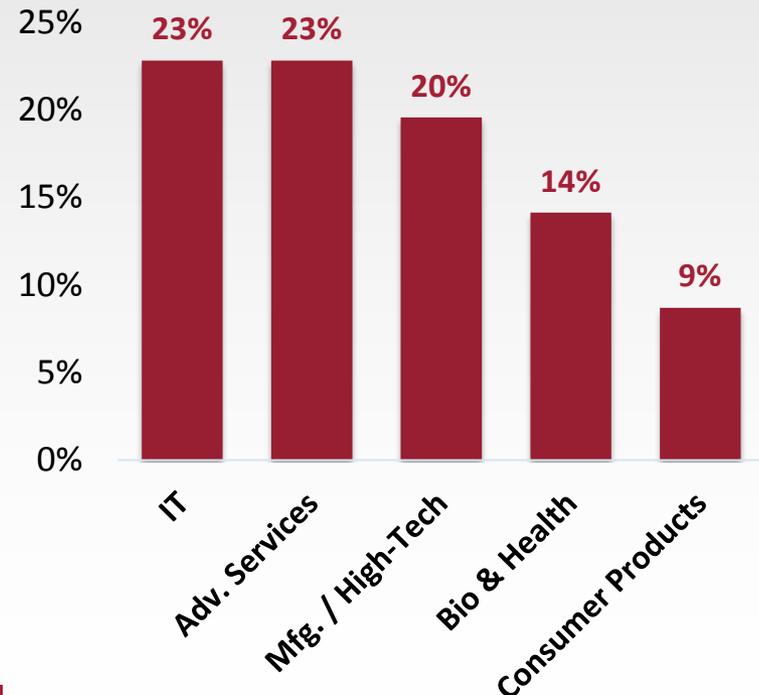
ACA FY2015, Q3 & FYTD RESULTS

37 Q3 Projects →

4,970 New Jobs
\$ 632.4 million in CapEx
\$ 55,959 Average Wage

	FY15-Q3	YTD
 Southwest	3,110 jobs \$68.4M	6,349 jobs \$256.7M
 Northeast	701 jobs \$9M	2,621 jobs \$27.6M
 Northwest	679 jobs \$15.1M	679 jobs \$15.1M
 California	271 jobs \$504.6M	2,231 jobs \$524.7M
 Midwest	105 jobs \$27.2M	1,184 jobs \$136.9M

FY15 Won Projects by Industry



FY2015 CURRENT CLIENT ACTIVITY



ACA BUSINESS PLAN

KEY METRICS

Key Metric	Actual YTD	FY'15 Goal	% to Goal
Jobs	15,450	15,000	103%
Cap Ex	\$1.2B	\$1.2B	100%
Avg. Salary	\$54,097	\$51,000	(+)
Net New Opportunities Added to Pipeline	266	308	86%



ACA JOBS AND PIPELINE REPORT

KEVIN J. SULLIVAN, SENIOR VICE PRESIDENT
BUSINESS ATTRACTION & EXPANSION



ACA BUSINESS PIPELINE

\$ 8.65 billion in CapEx
35,897 New Jobs
\$ 46,869 Average Wage

Origin (Attraction)



Northeast: 20%



Midwest: 20%



Southwest: 11%



California: 19%



International: 13%



Southeast: 10%

Industry (Total)

- 23% Manufacturing
- 10% Renewable
- 10% A&D
- 16% Traditional
- 12% IT/Software
- 11% Business/Financial
- 13% Consumer Products
- 5% Bio/Healthcare



ACA BUSINESS DEVELOPMENT REPORT

BRIAN SHERMAN, SENIOR VICE PRESIDENT
BUSINESS DEVELOPMENT



BUSINESS DEVELOPMENT: AIC FALL '14

Fall 2014 Arizona Innovation Challenge

- Iris PR Management – **Phoenix** (IT-Software)
- Iron Horse Diagnostics – **Scottsdale** (Bio & Life Sciences)
- NuvOx Pharma – **Tucson** (Bio & Life Sciences)
- Park X – **Tucson** (IT-Software)
- Pure Chat – **Scottsdale** (IT-Software)
- Spotlight Software – **Peoria** (IT-Software)



BUSINESS DEVELOPMENT: CREATION

Innovation Programs

- Arizona Innovation Challenge
- Arizona Fast Grant
- SBIR Training (PIII)
- Venture Madness

Early-Stage Pipeline (to date)

- **1,000+** companies engaged
- **1,500+** applications received
- **\$10.5M** in funding awarded
- **\$650M** in capital raised
- **\$450M** in assets

Updates

- **Spring 2015** Arizona Innovation Challenge
- **2015** Venture Madness Results



BUSINESS DEVELOPMENT: MFG & TRADE

RevAZ

- Mfg. Technical Assistance
- RevAZ **Challenge** Results
- ExporTech

Mexico City Office

- Mexico's **Aerospace Fair** 2015
- **Funding** (2015 Legislative Session)

AZ STEP

- Trade & Export Assistance



ACA RURAL ECONOMIC DEVELOPMENT IMPACT REPORT

**KEITH WATKINS, SENIOR VICE PRESIDENT
ECONOMIC/RURAL DEVELOPMENT**

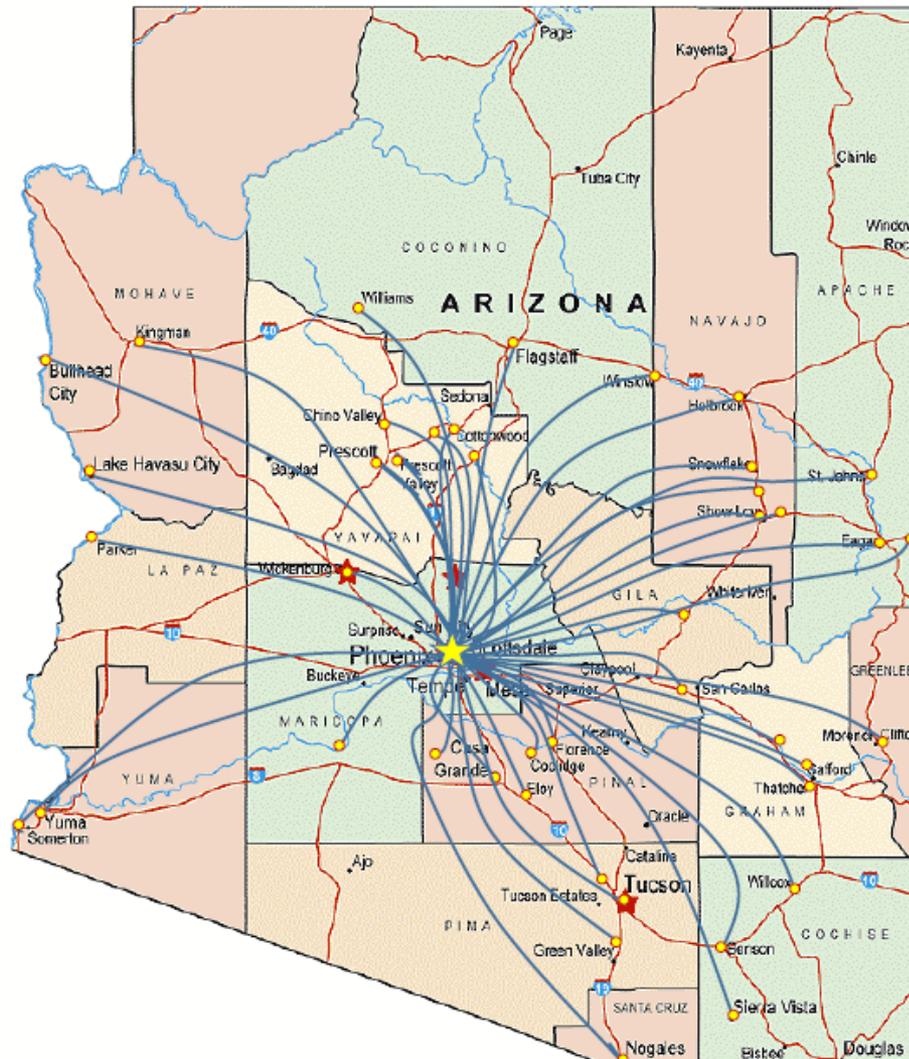


FY15 ACA RURAL COMMUNITY ENGAGEMENT

56 outreach visits made

12,000+ miles driven

75 hours of presenting



ACA **RURAL** ECONOMIC DEVELOPMENT GRANT

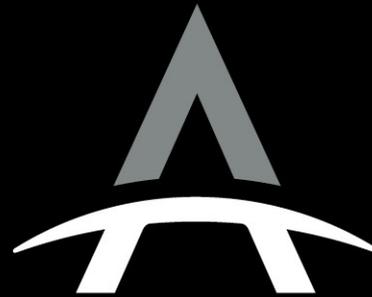
2015 Infrastructure Grants (REDG) – Round 1

- City of Maricopa – Roadway Extension
- Town of Wickenburg – Waterline Extension
- City of Kingman – Site Cleanup
- Town of Chino Valley – Sewer/Waterline Extension

2015 Infrastructure Grants (REDG) – Round 2

- Town of Sahuarita – Sewer line Extension (Town Center Commerce Park)
- City of Williams – Electrical line upgrade (Newpac Fibre)
- City of Winslow – Industrial gas line extension (City Industrial Park)





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