

# ANNUAL REPORT FISCAL YEAR 2019

JULY 1, 2018 – JUNE 30, 2019

**ARIZONA**  
COMMERCE AUTHORITY



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## FROM THE PRESIDENT & CEO

Every year since its inception, the Arizona Commerce Authority has built upon its success, achieving greater results each year than in the previous one – and I’m proud to report that FY 2019 was no different.

In the second year of our five-year strategic plan, ACA clients committed to creating 24,422 projected new jobs and investing \$2.6 billion into our state. These high-value jobs represent 186% of the state’s median wage, at an average salary of \$66,000.

Under Governor Ducey’s leadership, Arizona continues to advance pro-innovation policies, furthering our reputation as the best place to test, launch and scale emerging technologies.

In October of 2018, the Governor created the Institute of Automated Mobility (IAM) within the ACA, a consortium of private sector companies, public officials and university research faculty that will collaborate to shape the future of transportation science, safety and policy. In addition, in April of 2019, he signed legislation creating a sandbox program for the testing of innovative new property technologies – “PropTech” – in Arizona following the establishment of the Arizona FinTech sandbox the previous year.

Our state’s continued success and forward-thinking approach is earning global recognition and advancing our economic momentum. The following accolades were earned in FY 2019:

- Gold Shovel Award, *Area Development Magazine*
- Project of the Year – Nikola Motor Company, *Area Development Magazine*
- Top 10 Best State for Business – 8th consecutive year, *Chief Executive Magazine*
- Most Competitive State – Mountain Region, *Site Selection Magazine’s Prosperity Cup*
- President’s “E” Award for Export Services, U.S. Department of Commerce

While there was much to celebrate throughout the year, the ACA remained focused on increasing Arizona’s economic development momentum, enhancing rural economic development, supporting small and medium sized businesses, increasing international trade and investment, elevating our entrepreneurial ecosystem, developing the workforce of the future and marketing Arizona’s advantages to audiences around the world. You’ll find more on these efforts in the pages that follow.

Our team is sincerely grateful for the leadership and guidance of Governor Ducey and our entire board of directors. We’re also very fortunate to have the support of our many partners throughout the state, working alongside us to advance Arizona’s globally competitive position and create new economic opportunities for our residents.

I hope you enjoy learning more about the ACA and what we’ve achieved together in Fiscal Year 2019.

My best,



Sandra Watson

Arizona Commerce Authority  
President & CEO



## MISSION

The mission of the Arizona Commerce Authority is to grow and strengthen Arizona's economy and facilitate the creation of quality jobs for its citizens by supporting and attracting businesses in targeted, high-value base sectors throughout the state.

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BUSINESS & FINANCIAL  
SERVICES



ADVANCED  
MANUFACTURING



AEROSPACE  
& DEFENSE



BIOSCIENCE  
& HEALTH CARE



FILM & DIGITAL  
MEDIA



TECHNOLOGY  
& INNOVATION

## BOARD OF DIRECTORS

The ACA is guided by a Board of Directors, led by Governor Doug Ducey as Chairman. The Board represents an incredible collection of subject matter expertise combined with business and policy experience, all leveraged to advance the ACA's mission to strengthen the state's overall economy.

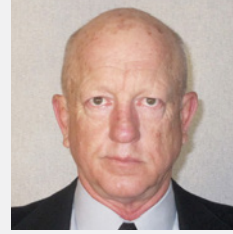
### EXECUTIVE COMMITTEE MEMBERS



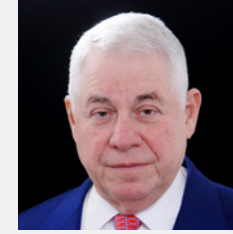
**Governor Doug Ducey**  
Chairman



**Brian Mueller**  
Co-Chairman  
President and CEO  
Grand Canyon University



**Gary Abrams**  
CEO and President  
Abrams Airborne  
Manufacturing



**Richard Adkerson**  
President and CEO  
Freeport-McMoRan  
Copper & Gold



**Sandra Watson**  
President and CEO  
Arizona Commerce Authority



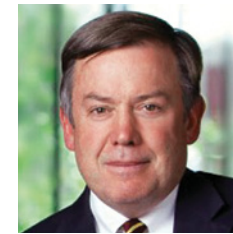
**Michael Bidwill**  
President  
Arizona Cardinals



**Drew Brown**  
Founder and  
Chairman of the Board  
DMB Associates, Inc.



**Dr. Rita Cheng**  
2018 Ex-Officio Member  
President  
Northern Arizona University



**Dr. Michael Crow**  
2018 Ex-Officio Member  
President  
Arizona State University



**Dr. Wyatt Decker**  
Mayo Clinic  
Vice President and CEO  
Mayo Clinic in Arizona



**David Goldstein**  
President  
Diamond Ventures, Inc.



**Dawn Grove**  
2018 Ex-Officio Member  
Chairperson  
Arizona Workforce Council



**Mignonne Hollis**  
President and CEO  
Business & Tax Analyst, LLC



**Maria Harper-Marinick**  
2018 Ex-Officio Member  
Chancellor  
Maricopa Community College  
District



**John Kaites**  
Founding Partner  
Global Security Innovative  
Strategies

## BOARD OF DIRECTORS



**James Keeley**  
Founding Partner  
Colliers International



**Dr. Taylor Lawrence**  
President  
Raytheon Missile Systems



**Stephen Macias**  
President and CEO  
Pivot Manufacturing



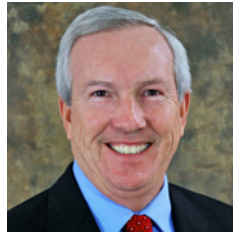
**House Speaker  
J. D. Mesnard**  
*2018 Ex-Officio Member*  
Arizona House of  
Representatives



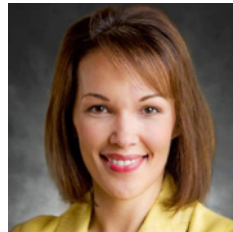
**William Pilcher**  
CEO  
USI Insurance Services, LLC



**Donald Slager**  
President and CEO  
Republic Services, Inc.



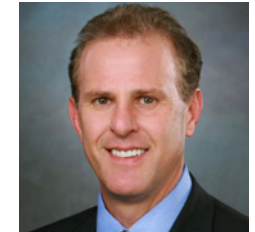
**Supervisor Anthony Smith**  
President  
County Board of Supervisors  
Association



**Kimberly Smith**  
Vice President  
Attack Helicopter Programs  
The Boeing Company



**Victor Smith**  
President and Owner  
JV Farms



**Mayor Jay Tibshraeny**  
*2018 Ex-Officio Member*  
President  
League of Arizona  
Cities and Towns

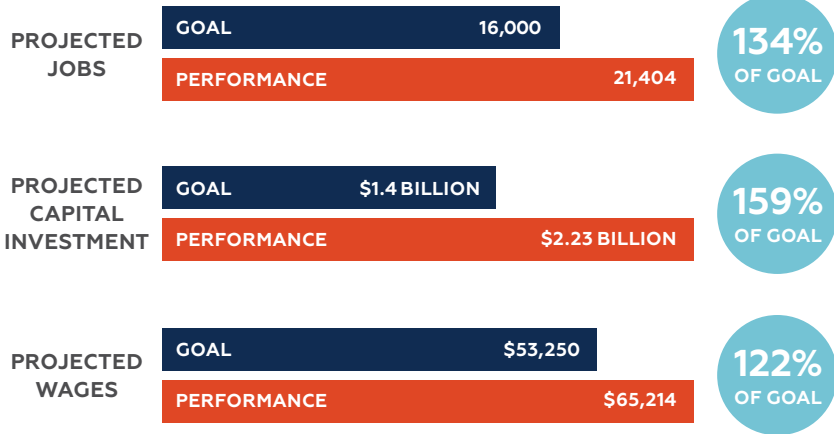


**Dr. Robert Robbins**  
*2018 Ex-Officio Member*  
President  
University of Arizona



**Senate President  
Steve Yarbrough**  
*2018 Ex-Officio Member*  
Arizona Senate

## EXECUTIVE SUMMARY



3,034  
engagements with  
small, medium and  
large businesses

21,404  
projected new jobs

\$65,214  
average salary

\$2.23B  
projected capital  
investment

\$34.93B  
projected economic  
output



904 Arizona small business inquiries answered



83 visits to rural Arizona communities



105 Arizona small businesses assisted in exporting to 29 countries



258 applications received from early-stage tech companies for the Arizona Innovation Challenge and Venture Madness competitions



900 full Arizona Career Readiness Credentials issued



106 Arizona companies assisted by the ACA's Arizona State Trade & Investment Office in Mexico City



334 Arizona film & digital media productions assisted

# BUSINESS ATTRACTION & EXPANSION RESULTS

## FISCAL YEAR 2019 CLIENTS AND TOTALS

COMPANY • 1ST QUARTER
Academy Mortgage
Andersen Corporation
Carvana
Carvana
Citi
Cognizant Technology Solutions
Corning Gilbert, Inc.
EF Hutton
Frito-Lay Inc.
Fujifilm Electronic Materials U.S.A, Inc.
Gorbel
IAC Industries, Inc.
Infosys
Corning Gilbert, Inc.
Iron Mountain Data Centers
MI Windows & Doors Inc.
Milestone Technologies, Inc.
MST Industries
Nationwide Realty Investors
Pinnacle Transplant Technologies
Seattle-Tacoma Box Company
Southwest Microwave Inc.
Texas Instruments
Tgen Drug Development Services
Tu Simple
Valor Global

<b>105</b> PROJECTS	<b>\$2.23B</b> CAPITAL INVESTMENT*
<b>21,404</b> PROJECTED NEW JOBS*	<b>\$65,214</b> AVERAGE SALARY*

\* Three-year projections

COMPANY • 2ND QUARTER
Aerocircular
AgJunction
Bard Peripheral Vascular, Inc.
Bull Moose Tube Company
Cambridge Senior Living
Choice Hotels International
Cives Steel Company
Daimler Trucks North America
Honeywell International Inc.
HSM Solutions
Imperfect Produce
Kemper Corporate Services
Keter Plastics
McKesson Specialty Care Solutions
Mobile Video Computing Solutions
Modular Mining Systems
Rogers Corporation
Southwest Products Corporation
Springstone
SurchX
TEKsystems
The Money Source
Universal Electronics, Inc.
Viking River Cruises, Inc.
Voya Financial, Inc.

COMPANY • 3RD QUARTER
Advanced Circuits, Inc.
Amphenol Corporation
Ball Metal Beverage Container Corp.
Cadence Senior Living
CarMax Business Services, LLC
Lemonade, Inc.
Meyer Distributing Co Inc.
Modern Studios
Myndshft Technologies, Inc.
Northwest Healthcare
Parker Fasteners
Root Insurance
Solar Mosaic, Inc.
Spring Venture Group
Symboticware
Tour Partner Group
Zovio

COMPANY • 4TH QUARTER
Acronis SCS
AeroGuard Flight Training Center
Amazon
Applied Materials
AppZen, Inc.
Banner Health
Dircks Moving
Fairlife
Flex Technology Group
FM Industries
FOX Corporation
Good Fibers
GPAC
Integrated CBD, LLC
Iora Health
Katerra
Kay Supply
Moog Broad Reach
Mt. Plains Equity Group
National Indoor RV Centers
Nextiva, Inc.
Ortho Mattress Inc.
Pepsico
Progressive Insurance
Sendoso
Sonny's Enterprises Inc.
Southern New Hampshire University
Synchronoss Technologies, Inc.
United Foods International
Univar Solutions
USAA
Valley Pride Farming
Zillow Group



## BUSINESS DEVELOPMENT

The ACA is proud to support the growth of Arizona businesses of all sizes and across all industries through a robust suite of programs.

### Small Business Services

In FY 2019, the Small Business Ombudsman position was created to further enhance the ACA's service offerings. In addition, the Small Business Checklist tool – an online, interactive tool designed to help entrepreneurs start, operate and grow a business in Arizona – remained one of the ACA's most utilized resources. During FY 2019, the Small Business Services team achieved the following results:



In addition, the ACA was proud to serve as a partner in presenting Grow With Google workshops in Phoenix, Tucson and Flagstaff, programming supported by Governor Ducey as a part of his vision to ensure Arizonans have opportunities to enhance their skills and training. The workshops, held in June of 2019, provided free assistance and digital tools to help attendees increase their business skills and advance their career opportunities.

### Arizona Manufacturing Extension Partnership (AZMEP)

The Manufacturing Extension Partnership (MEP) is a federal program with centers in all 50 states and Puerto Rico dedicated to serving the needs of small- and medium-sized manufacturers. The ACA's AZMEP provides consulting services to Arizona's manufacturers across the state and within all industries, with a mission "to make every Arizona manufacturer the most successful business it can be." During FY 2019, through 216 engagements with 74 small- and medium-sized Arizona manufacturers, the following successes were reported by AZMEP clients:



The AZMEP program also presents a series of educational workshops and special events designed to assist manufacturers in achieving their goals. During FY 2019, 249 representatives from 124 companies participated in the events.



## BUSINESS DEVELOPMENT

### ExporTech

Delivered through the ACA's MEP program, ExporTech is an "export bootcamp" that helps companies develop export plans specific to their product and customized for their optimal target markets. In FY 2019, the ACA graduated **16** companies from ExporTech.

**Adamar Industries**  
Phoenix

**Kaelen Harwell**  
Tucson

**Aerovation**  
Tucson

**Primo Pup**  
Phoenix

**AR500 Armor**  
Phoenix

**Quick & Pure Ice Systems**  
Phoenix

**Cloud Microphones**  
Tucson

**Savage Universal**  
Chandler

**Fogco**  
Chandler

**Skin Actives**  
Gilbert

**HFE International**  
Tucson

**Special Carbide**  
Tucson

**Hydronalix**  
Green Valley

**Transshipping, Inc.**  
Scottsdale

**JWB Manufacturing**  
Tempe

**Wild Tonic**  
Cottonwood

These graduates are having export success in markets including Australia, Bangladesh, Brazil, Canada, Chile, China, Colombia, Croatia, Ecuador, France, Germany, India, Italy, Israel, Japan, Mexico, Peru, Portugal, Saudi Arabia, Singapore, Slovenia, South Africa, South Korea, Switzerland, Taiwan, Thailand, the Netherlands, Turkey, and the United Kingdom.

### Arizona State Trade & Export Program (AZSTEP)

The Arizona State Trade Expansion Program (AZSTEP) assists Arizona small businesses in exporting for the first time and also supports companies that want to tap into new export markets. During FY 2019, AZSTEP worked with **105** Arizona small businesses, helping them to export to **29** countries throughout the world with a particular focus on North America, Europe, Asia and the Middle East.



### Arizona-Mexico Relationship

Under Governor Ducey's leadership, Arizona's relationship with Mexico is recognized as a national model in cross-border collaboration. During FY 2019, the **Arizona State Trade & Investment Office** in Mexico City, which has a dual mission to help Arizona companies export their products and services into the Mexican market and to attract investment in Arizona by enterprises in Mexico, assisted **106** Arizona businesses.

During the 60th Anniversary Arizona-Mexico Commission Summit in June of 2019, the Arizona-Mexico Commission Economic Development Committee – which is co-chaired by the President & CEO of the ACA – convened a session attended by more than **160** people. Participants discussed next-gen technologies being advanced in Arizona by ACA clients including Eviation and TuSimple, regional entrepreneurship initiatives, and planning for regional economic development goals in the coming year.

## BUSINESS DEVELOPMENT

### Arizona Film & Digital Media

The ACA's Film & Digital Media Program supports the development of the visual arts industry in Arizona by providing direct assistance to filmmakers and production companies, with services ranging from location scouting and permitting to equipment and crew recommendations.



DURING FY 2019, ARIZONA FILM & DIGITAL MEDIA ASSISTED **334** FILM AND DIGITAL MEDIA PROJECTS ACROSS THE STATE, A **254% YEAR-OVER-YEAR INCREASE.**

- **The Reel Savings Industry Discounts Program** enables private-sector businesses in hospitality, restaurant, transportation, fashion, and other service industries to support productions filming in Arizona by offering discounts or rebate. Several significant vendors joined the program during FY 2019, including Goodwill Industries, Embassy Suites Phoenix Downtown and Studio 3125, increasing the total participating companies in the program to **150**.
- **The Film Resource Coordinators (FRC) Program** plays a vital role in advancing film projects by leveraging key people who have an in-depth knowledge of their Arizona communities and can tap into their networks to help production crews navigate items including securing appropriate permits in a timely fashion and providing guidance on great locations. The program now includes **55** FRCs, with representatives in all 15 Arizona counties.

- **Collaborative partnerships** were formed in FY 2019 with the film offices of the Navajo Nation, State of Sonora, Mexico and the cities of Hermosillo and Rocky Point, Mexico to help coordinate and assist productions in their jurisdictions. The ACA also signed an unprecedented bi-national memorandum of understanding between the film programs of Arizona and Sonora, Mexico. Under the non-binding agreement, the two programs will work together to grow film and media production in their regions.



## RURAL ECONOMIC DEVELOPMENT

Fostering the growth of the economy throughout rural Arizona continues to be a foundational priority for the ACA.

- During FY 2019, the ACA engaged rural business and community leaders through **83** visits to rural Arizona communities.
- A **partnership was formalized** with Arizona's Small Business Development Center Network (SBDC) to increase access to ACA programs and services that help small, rural Arizona businesses succeed.
- The **State Broadband Director position** was created at the ACA to oversee efforts to remove barriers to broadband deployment throughout rural Arizona, administer a \$3 million grant, and serve as the go-to source of information and collaboration for both communities and companies working to increase connectivity.
- In a **first-of-its-kind agreement** with the U.S. Forest Service, Salt River Project, U.S. Bureau of Reclamation and the Arizona Department of Forestry and Fire Management, the ACA designed an RFP to release up to 900,000 acres of U.S. forest lands as part of the Forest Industry Restoration Initiative.

**\$1.5 MILLION IN ECONOMIC STRENGTHS PROGRAM GRANT DOLLARS WERE AWARDED TO THE TOWN OF SNOWFLAKE AND THE CITIES OF SEDONA, KINGMAN AND CASA GRANDE TO ADVANCE PUBLIC TRANSPORTATION INFRASTRUCTURE PROJECTS.**



- In partnership with the **Arizona Department of Transportation**, an Overweight Vehicle Pilot Project was launched in Holbrook, allowing trucks to carry more loads of logs on state highways and enabling lumber companies to accelerate the pace and scale of forest restoration.
- The **ACA's Rural Spotlight video series** was created, featuring the communities of Sahuarita, Superior, Kingman, and Prescott.



## INNOVATION & ENTREPRENEURSHIP

Partnering with entrepreneurs to help them create new businesses and commercialize new technologies is a core part of the ACA's three-pronged mission.

### Arizona Innovation Challenge

Beginning with the Fall 2018 round, the ACA's flagship innovation program has been expanded to support a greater number of Arizona startups in commercializing their technologies. Up to ten companies are selected to join the portfolio in each round of the program. Companies added to the portfolio are also required to complete the Venture Ready Accelerator program, a rigorous process designed to provide them with skills they'll need as they continue scaling their ventures.

The **Fall 2018** round of the AIC received **100** applications. Following three rounds of judging, 10 early-stage Arizona companies were awarded AIC grants:

- **Breezing**, a Tempe-based bio and life sciences company, created the world's first and only mobile metabolism tracker to help people create customized diet and exercise plans.
- **eTrack Tech**, a Scottsdale-based software company, provides IoT-enabled predictive maintenance intelligence through an app to help managers of facilities, distribution, and logistics save money on repair and maintenance for forklifts and other heavy work trucks.
- **Innovative Climatic Technologies (Air2o)**, a Scottsdale-based renewable tech company, developed an advanced hybrid cooling system suitable for residential, commercial and industrial applications achieving an 80% energy savings over conventional A/C technology.
- **Mindset Medical**, a Phoenix-based interoperable digital health platform company, built a mobile patient-engagement platform called "Informed" that allows patients to build a HIPAA-compliant health profile and check into appointments with a swipe on a smartphone.
- **Paradigm Diagnostics**, a Phoenix-based bio and life sciences company, offers comprehensive, clinically actionable cancer genomic profiling and therapeutic information in 4-5 business days.
- **Persosa**, a Phoenix-based software company, helps businesses personalize their websites to develop a deeper relationship with existing customers and convert visitors into customers through a web app.

- **Quote Countertops**, a Phoenix-based software company, created the world's first virtual shopping kiosk for countertops that offers both a full kitchen visualizer as well as an instant quote.
- **Qwick**, a Phoenix-based software company, provides an on-demand staffing marketplace for hotels, caterers, event venues, restaurants, and bars to fill shifts in real-time.
- **Trainual**, a Scottsdale-based software company, provides an online software tool for growing companies to onboard, train, and keep their teams up to date on company processes and policies.
- **Virtuous Software**, a Phoenix-based software company, created a nonprofit marketing, CRM and donation platform to help charities grow and build better relationships with donors.



The **Spring 2019** round of the AIC received **92** applications. Following three rounds of judging, 10 early-stage Arizona companies were awarded AIC grants:

- **Additive Implants**, a Phoenix-based bio and life sciences company, developed a medical device that utilizes additive manufacturing to address unmet needs from surgeons.
- **Admiral Instruments**, a Tempe-based hardware company, produces low-cost, easy-to-use potentiostats and related instrumentation for electrochemistry applications.

## INNOVATION & ENTREPRENEURSHIP

- **AdviNOW Medical**, a Scottsdale-based software company, uses artificial intelligence and augmented reality to automate visits to the doctor’s office through kiosks.
- **BrightGuest**, a Gilbert-based software company, offers personalized microsites and text messaging for nonprofits.
- **CATS Tonometer**, a Tucson-based bio and life sciences company, provides an FDA-cleared device that increases intraocular eye pressure measurement accuracy, improving clinicians’ ability to diagnose and treat glaucoma.
- **Digitile**, a Phoenix-based software company, helps workers locate files faster in disparate cloud-storage systems.
- **Innovative Construction Technology**, a Tucson-based software company, developed disruptive, augmented reality-enabled technology that significantly improves the productivity and profitability of construction projects.
- **LIGHTHOUSE**, a Scottsdale-based software company, designed a chronic care management program for seniors with Medicare, delivered through Amazon’s Alexa platform.
- **Remitter**, a Phoenix-based software company, offers a mobile-first platform to allow banks or merchants to notify and collect from customers who are late on their payments.
- **SafKan**, a Tucson-based bio and life sciences company, developed the world’s only automated ear cleaning device for clinical use.

### Venture Ready Accelerator

The Venture Ready Accelerator program connects Arizona talent with rich resources, partnering an entrepreneur with a seasoned CEO to coach them through a series of five rigorous panels over a 12-month period, resulting in a stronger business model. A total of **34** panels were conducted amongst **14** companies in the program. Four Arizona companies successfully graduated from Venture Ready during FY 2019.

2019 Venture Ready Graduates  
 bioSyntagma | Breezing | Cerebrum | OraVu

### Invest Southwest

In partnership with the ACA, Invest Southwest provides programming to connect investors to the most promising startups in Arizona, including its signature event, the Venture Madness pitch competition. During FY 2019, **60** Venture Madness applications from companies in six states were received. The competition culminated in a two-day event attended by more than **245** entrepreneurs, startups, venture capitalists, and angel investors. The following six companies were named as winners in their respective categories:



### PHX Startup Week

For the second consecutive year the ACA was proud to sponsor PHX Startup Week, which connects and educates Arizona entrepreneurs through six days of events and workshops spanning the Valley from Mesa to Phoenix to Gilbert. The ACA provided a keynote presentation to nearly 100 attendees, highlighting our state’s unique approach to growing the economy through a focus on diversification, high-value industries, pro-innovation policies and emerging technologies. PHX Startup Week events were attended by more than **2,000** innovators and investors in Arizona’s startup ecosystem.

### Tenwest Festival

The ACA partnered with the University of Arizona to serve as presenting sponsors of the fourth annual TENWEST Festival in Tucson, which brings together the entrepreneurial, business, and creative communities for ten days of events. The ACA participated in IdeaFunding, the Tucson Film Fest, and Sonoran Cloud City Day. The IdeaFunding event included the VC Unplugged luncheon, which was attended by **350** and featured a panel discussion with VC firms from Arizona, New Mexico and Colorado, and the COX Startup Showcase Competition during which six early-stage tech companies conducted five-minute pitches.

## STRATEGIC INITIATIVES

The ACA continues to think outside the box of traditional economic development practices and pursues strategic initiatives to achieve our mission.

### Next-Gen Tech Trends

Governor Ducey significantly advanced Arizona's reputation as the best state for innovation and emerging technology with the implementation of two key policies in FY 2019:

- The **Institute of Automated Mobility (IAM)** was launched by Governor Ducey during the DesTechAZ event in October of 2018. IAM is a state-of-the-art research and testing center focused on advancing automated vehicle safety, science and policy. It is overseen by the ACA and comprises a consortium of private sector companies, public officials and university research faculty including the Arizona Department of Transportation, the Arizona Department of Public Safety, all three Arizona universities – Arizona State University, University of Arizona and Northern Arizona University – and private industry. As a Founding Partner, Intel Corporation played a key role in defining



**ARIZONA IS THE FIRST STATE IN THE NATION TO CREATE A PROPTech SANDBOX.**

the structure and mission of IAM. In April 2019, the ACA and representatives from Intel and ASU highlighted IAM first to a group of 20 local, national and international media outlets during the Intel Capital Global Summit 2019, followed by a second presentation to the Maricopa Association of Governments Economic Development Committee.

- **Arizona's PropTech Sandbox** was created when the Governor signed HB2673 into law during the 2019 Arizona Tech Innovation Summit. The legislation provides a streamlined regulatory environment for real estate tech companies seeking to innovate and makes Arizona the first state in the nation to establish such a program. Approved companies are empowered to test innovative products and services, for a limited time in a safeguarded environment, without obtaining authorization that might otherwise be required.

## STRATEGIC INITIATIVES

### Arizona Zanjeros

The Arizona Zanjeros, a business leadership group consisting of members appointed by Governor Ducey, continue to be a strong partner in the ACA's economic development efforts. During FY 2019, two high-profile events were produced by the ACA in collaboration with the Zanjeros:

- **The Fifth Annual Waste Management Phoenix Open CEO Forum** was held in January of 2019. C-Suite executives from **14** U.S. and international companies were hosted for a four-day event that included programming to communicate Arizona's value proposition, attendance at the tournament in a VIP Skybox on the 17th green, and customized Arizona activities. The Phoenix Open Forum resulted in four new project wins for Arizona.
- **The Arizona Tech Innovation Summit & Spring Training CEO Forum** was held in April of 2019. C-Suite executives representing **5** companies in ACA target markets California and Texas were hosted for the Summit, which featured welcoming remarks from Senator Sinema, remarks from Governor Ducey followed by the signing of the PropTech sandbox bill, a keynote discussion with Dallas Mavericks owner, "Shark Tank" star and serial entrepreneur Mark Cuban, and a fireside chat with Lucid Motors CTO Peter Rawlinson and Congressman Stanto. Attendees also enjoyed a spring training baseball game. The Tech Summit Forum resulted in one new project win for Arizona.



### Arizona Opportunity Zones & Opportunity Funds

Two key ACA initiatives in FY 2019 helped advance Opportunity Zone projects in Arizona:

- **The Arizona Opportunity Zones Network Tool** was launched to connect the community in Arizona. The publicly searchable platform enables stakeholders to connect with experts in the state or offer their own expertise, explore funds to invest in, share information about their own funds, find a project seeking funding, or share their own projects with potential investors.
- **In September of 2018**, the ACA was proud to host a conference on Opportunity Zones & Opportunity Funds in partnership with the Council of Development Finance Agencies. The event was held at ASU and was attended by nearly **400** investors, community leaders, economic development professionals and entrepreneurs from around Arizona. The agenda included foundational information followed by focused sessions on transit corridors, tribal land, airports and industrial settings and other projects that could be funded through the program.





## WORKFORCE DEVELOPMENT

Ensuring Arizona employers have access to a pipeline of talent with the skills they require is a critical part of the ACA's mission to advance economic success.

### Navigator Program

The ACA offers no-cost talent acquisition assistance to companies moving or expanding to Arizona through its Navigator program, administered by the Arizona Office of Economic Opportunity. Navigator also helps employers understand federal workforce programs and build strategic partnerships with vital community organizations.

During FY 2019, **27** companies were assisted by the Navigator program and anticipated filling a total of **4,400** Arizona jobs.

**IN FY 2019 THE ACA, DEPARTMENT OF ECONOMIC SECURITY AND LOCAL WORKFORCE AREA TEAMS LAUNCHED AN UPDATED ARIZONA@WORK WEBSITE WITH ENHANCED DESIGN AND USABILITY FEATURES, INCLUDING A NEW LABOR MARKET TRENDS VISUAL DATA SECTION.**



### Arizona Career Readiness Credential

A multi-agency, cross-disciplinary team was convened under the Arizona Management System's 21st Century Economy Goal Council, to look for ways to increase workforce participation among people in their prime earning years and create an instrument to validate readiness for a job. The Arizona Career Readiness Credential (ACRC) validates a job seeker's cognitive command of seven foundational skill areas that are critical to success in the world of work. A proctored assessment has been made available for each of the following skill areas:

- Applied Mathematics
- Reading for Information
- Workplace Data and Graphics
- Communicating Effectively
- Teamwork and Collaboration
- Professionalism
- Critical Thinking and Problem Solving

FY 2019 priorities included asset development, employer outreach and partnership development and training and implementation in local workforce areas, colleges, high schools and non-profit service providers. Implementations were active in 11 of the state's 12 local workforce areas. From July 2018 through June 2019:

- **18,000+ e-badges**, were earned by Arizona job seekers, indicating a participant has improved by a full level in a skill area.
- **16,000+ hours** were logged in the online ACRC courseware system by Arizona job seekers.
- **4,000+ assessments** were administered.
- **900 full Arizona Career Readiness Credentials** were issued.
- **150 educators and workforce practitioners** across the state have completed training and become Authorized ACRC Proctors.
- **85% to 95% attainment rates** on assessments were recorded across the state.

### ACRC SUCCESS STORY

European Techniques, a cabinet manufacturer in Yavapai County, tracked its retention rate for one year from March 2018 to March 2019. Starting with 71% and falling, the company deployed ACRC for all new hires and incumbent workers. Retention increased to 92% in just 12 months – a 21% improvement. Effective communication and teamwork are continuously identified as two of the highest priorities of Arizona employers. Also, as an incentive, European Techniques provided a bonus to all successful ACRC participants.



## MARKETING ARIZONA

Amplifying Arizona's strengths through marketing and communication strategies and tactics is integral to delivering on ACA's core mission. In FY 2019, the ACA leveraged testimonials from Arizona CEOs, deployed paid media and utilized owned and earned tactics.



IN FY 2019, THE ACA LAUNCHED A NEW DIGITAL TOOL, THE ARIZONA ASSETS MAP, WITH 27 EASILY SEARCHABLE CATEGORIES HIGHLIGHTING RESOURCES THROUGHOUT THE ENTIRE STATE.

### EVENTS & TRADE SHOWS

101  
domestic events

9  
international events

### MEDIA IMPRESSIONS

19M+  
paid digital media impressions

12M+  
paid print media impressions

Perfect Balance continued as the brand awareness campaign for Arizona in FY 2019, combining business-focused facts with inspiring lifestyle imagery.

### SOCIAL MEDIA

1,479,803  
total social media impressions

25,416  
engagements

895  
total posts

### WEBSITE VISITS

323,000  
unique visitors to azcommerce.com  
A nearly 30% Y-O-Y increase

### EMAIL METRICS

1,653,591  
emails sent

22%  
open rate

### PUBLIC RELATIONS



## TRADE SHOWS, SALES MISSIONS & EVENTS

### Domestic

Automated Vehicle Symposium | San Francisco, CA | July 9-12, 2018  
 Arizona Governor's Conference on Tourism | Phoenix, AZ | July 18-20, 2018  
 Visit with Israeli Business Delegation | Phoenix, AZ | July 18, 2018  
 CPAs and State Economists Convention | Phoenix, AZ | July 19, 2018  
 HeroPreneur Kick-Off Breakfast | Phoenix, AZ | July 30, 2018  
 Arizona Tech Council CEO Leadership Retreat | Prescott, AZ | Aug. 7, 2018  
 Local First Arizona 12th Annual Rural Policy Forum | Wickenburg, AZ | Aug. 8-10, 2018  
 Meeting with Israeli Business Delegation | Prescott, AZ | Aug. 10, 2018  
 City of Mesa Economic Development Meeting | Mesa, AZ | Aug. 16, 2018  
 League of Arizona Cities and Towns Annual Conference | Phoenix, AZ | Aug. 21-24, 2018  
 Future Offices Conference | San Francisco, CA | Aug. 22-24, 2018  
 Women in STEM & Public Policy Event | Phoenix, AZ | Aug. 28, 2018  
 AAED Tribal Symposium | Payson, AZ | Aug. 30, 2018  
 Arizona Innovation Challenge Workshop | Tucson, AZ | Aug. 31, 2018  
 AZ Tech Council Smart Cities & IoT Conf. | Phoenix, AZ | Sept. 6, 2018  
 Site Selectors Guild Fall Forum | Greenville, S.C. | Sept. 10-12, 2018  
 Boston Fintech Week | Boston, MA | Sept. 10-14, 2018  
 Scottsdale Business Development Forum | Scottsdale, AZ | Sept. 13, 2018  
 AAED Southeastern Arizona Roundtable | Pearce, AZ | Sept. 18, 2018  
 Greater Phoenix Chamber Economic Outlook | Phoenix, AZ | Sept. 25, 2018  
 Arizona Opportunity Zones Conference | Tempe, AZ | Sept. 27, 2018  
 AZ Multihousing Assoc. Perspectives & Projections Conf. | Phoenix, AZ | Sept. 28, 2018  
 CA/AZ Binational Bridges & Border Crossings Regional Meeting | Phoenix, AZ | Sept. 28, 2018  
 Novus Business Attraction Roundtable | Tempe, AZ | Oct. 1, 2018

AZBio Awards | Phoenix, AZ | Oct. 3, 2018  
 Integrity Summit | Phoenix, AZ | Oct. 3, 2018  
 White Hat Investor Conference | Phoenix, AZ | Oct. 3-4, 2018  
 Manufacturing Summit & Awards Luncheon | Phoenix, AZ | Oct. 5, 2018  
 DesTechAZ | Phoenix, AZ | Oct. 11, 2018  
 SRP Economic Forecast Breakfast | Phoenix, AZ | Oct. 11, 2018  
 AIA Arizona Aerospace & Defense Workforce/STEM Summit | Phoenix, AZ | Oct. 11, 2018  
 TENWEST Festival | Tucson, AZ | Oct. 12-21, 2018  
 2018 NBAA Business Aviation Convention & Exhibition | Orlando, FL | Oct. 16-18, 2018  
 European Union (EU) Diplomats Visit | Phoenix, AZ | Oct. 17, 2018  
 Pinal Partnership Breakfast | Chandler, AZ | Oct. 19, 2018  
 Money 20/20 | Las Vegas, NV | Oct. 21-24, 2018  
 2018 Technology Tools for Today (T3) Enterprise Conference | Las Vegas, NV | Oct. 23, 2018  
 2018 Southern Arizona Tech + Business Expo | Tucson, AZ | Oct. 24, 2018  
 Doing Business in Tech Manufacturing | Phoenix, AZ | Oct. 25, 2018  
 Global ScaleUp Dutch Consulate Program | Phoenix, AZ | Oct. 31, 2018  
 4th Annual Cyber Southwest Symposium | Tucson, AZ | Nov. 2, 2018  
 2018 Credits & Incentive Symposium | Orlando, FL | Nov. 6-9, 2018  
 PMI Conference | Phoenix, AZ | Nov. 6, 2018  
 2018 Governor's Celebration of Innovation | Phoenix, AZ | Nov. 8, 2018  
 JETRO Investment Summit | Los Angeles, CA | Nov. 27, 2018  
 SSTI Annual Conference | Salt Lake City, UT | Dec. 4, 2018  
 BusinessH2O Water Innovation Summit | Phoenix, AZ | Dec. 11, 2018  
 American Aerospace & Defense Summit | Glendale, AZ | Dec. 12-13, 2018  
 2019 Consumer Electronics Show (CES) | Las Vegas, NV | Jan. 8-11, 2019  
 UA Lowell Institute of Mineral Resources Mining Summit | Tucson, AZ | Jan. 10, 2019

## TRADE SHOWS, SALES MISSIONS & EVENTS

- Arizona Legislative Forecast Luncheon | Phoenix, AZ | Jan. 11, 2019
- 2019 Wings & Wheels Scottsdale 2019 | Scottsdale, AZ | Jan. 17, 2019
- Chandler International Film Festival | Chandler, AZ | Jan. 21, 2019
- AZ SciTech Connect2STEM | Phoenix, AZ | Jan. 26, 2019
- Belmont Project 4Site Event | Phoenix, AZ | Jan. 30, 2019
- 2019 WMPO CEO Forum | Scottsdale, AZ | Jan. 31-Feb. 3, 2019
- Key to Employment Symposium | Tucson, AZ | Feb. 7, 2019
- AZ Aerospace & Defense Forum | Phoenix, AZ | Feb. 25, 2019
- AZDES Community Economic Development Summit | Phoenix, AZ | Feb. 25, 2019
- 2019 Venture Madness | Phoenix, AZ | Feb. 27-28, 2019
- ASUG Executive Exchange Phoenix National Summit | Phoenix, AZ | Feb. 28, 2019
- HAI Heli Expo Trade Show | Atlanta, GA | March 4-7, 2019
- PHX Startup Week | Phoenix, AZ | March 4-7, 2019
- Women in Aviation Day | Chandler, AZ | March 8, 2019
- ASU Thunderbird Investor Network | Phoenix, AZ | March 11, 2019
- GPL – Economy & Taxation Policy Committee | Phoenix, AZ | March 12, 2019
- AZ MEP Workshop Series | Phoenix, AZ | March 13, 2019
- 3rd Annual Rural Activation and Innovation Network Summit | Phoenix, AZ | March 16-17, 2019
- AMC 2019 Governor’s Luncheon | Phoenix, AZ | March 19, 2019
- 2019 AZ Tech Innovation Summit & CEO Forum | Phoenix, AZ | March 20, 2019
- Tucson Economic Development Dept. Quarterly Meeting | Tucson, AZ | March 21, 2019
- Growing Greenlee III | Clifton, AZ | March 23, 2019
- Connecting Global Aerospace Industry Conference | Phoenix, AZ | March 25, 2019
- SBIR/STTR Funding & Commercialization AZ Regional Summit | Tucson, AZ | March 26, 2019
- 2019 Site Selectors Guild Annual Conference | Salt Lake City, UT | March 25-28, 2019
- AAED Southern Economic Development Symposium | Tucson, AZ | March 27, 2019
- Arizona-Israel Technology Alliance 2019 Annual Luncheon | Scottsdale, AZ | April 1, 2019
- Intel Capital Global Summit | Phoenix, AZ | April 2, 2019
- Nikola World Unveiling | Scottsdale, AZ | April 16, 2019
- Conscious Capitalism Evening of Stakeholder Celebration | Tempe, AZ | April 17, 2019
- RoundTable with U.S Commercial Service | Phoenix, AZ | April 23, 2019
- Conscious Capitalism | Phoenix, AZ | April 23-25, 2019
- Build Your Future Arizona | Phoenix, AZ | April 29, 2019
- Aviation Week MRO | Atlanta, GA | April 9-11, 2019
- International State of the State | Phoenix, AZ | April 23, 2019
- AUVSI | Chicago, IL | April 29-May 3, 2019
- Jerry C. Golf Classic | Phoenix, AZ | May 10, 2019
- 5th Annual Cybersecurity Summit | Scottsdale, AZ | May 15, 2019
- Education Commission of the States in AZ | Phoenix, AZ | May 16, 2019
- Statewide Sustainability Summit | Phoenix, AZ | May 16, 2019
- West Valley Commercial Real Estate Group Meetup | Avondale, AZ | May 17, 2019
- Arizona’s New Economy | Phoenix, AZ | May 21, 2019
- Tourism Unity Dinner | Phoenix, AZ | May 22, 2019
- GPCC Impact Awards | Phoenix, AZ | May 23, 2019
- Arizona Congressional Delegation Trade Forum | Phoenix, AZ | May 28, 2019
- Phoenix Aero Club Luncheon | Phoenix, AZ | May 29, 2019
- Select USA | Washington, DC | June 10-12, 2019
- ASME Turbo Expo Conference | Phoenix, AZ | June 17-18, 2019
- Republic Media Top Companies | Phoenix, AZ | June 12, 2019

## TRADE SHOWS, SALES MISSIONS & EVENTS

GPCC Mayor State of the City | Phoenix, AZ | June 13, 2019

AMC 60th Anniversary Summit | Phoenix, AZ | June 26-28, 2019

### International

2018 Farnborough International Airshow | Farnborough, UK | July 16-22, 2018

MSPO Aerospace, Security & Defense Expo | Kielce, Poland | Sept. 3-6, 2018

Web Summit 2018 | Lisbon, Portugal | Nov. 5-8, 2018

Fintech & Falafel 2018 | Tel Aviv, Israel | Nov. 12-15, 2018

AMC-CSA Winter Meeting | Hermosillo, Son., Mexico | Nov. 29, 2018

Hannover Messe | Hanover, Germany | April 1-5, 2019

FAMEX | Santa Lucia, Mexico | April 28-May 2, 2019

Paris Air Show | Paris, France | June 17-23, 2019

Collision Conference-Tech | Toronto, Ontario, Can. | June 22-25, 2019



## FINANCIAL PROGRAMS REPORTS

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**TABLE 1 – FISCAL YEAR 2019 PRE-APPROVED ACTIVE PROGRAMS SUMMARY**

NUMBER OF APPLICANTS PRE-APPROVED [1]	PROJECTED NEW JOBS [2]	AVERAGE WAGE OF PROJECTED NEW JOBS [2]	PROJECTED CAPITAL INVESTMENT [2]	INCENTIVES PRE-APPROVED IN YEAR BASED ON PROJECTIONS [3]
<b>ARIZONA COMPETES FUND</b>				
4	4,613	\$64,602	\$ 854,000,000	\$ 12,250,000
<b>COMMERCIAL/INDUSTRIAL SOLAR ENERGY INCENTIVE PROGRAM</b>				
41	N/A	N/A	\$ 11,217,394	\$ 561,056
<b>COMPUTER DATA CENTER INCENTIVE PROGRAM</b>				
6	N/A	N/A	\$1,050,000,000+	N/A
<b>HEALTHY FOREST ENTERPRISE INCENTIVE PROGRAM</b>				
3	9	\$39,347	N/A	N/A
<b>INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM</b>				
0	N/A	N/A	\$ 0	N/A
<b>JOB TRAINING GRANTS PROGRAM</b>				
67	7,841	\$56,713	N/A	\$ 15,206,192
<b>MILITARY REUSE ZONE INCENTIVE PROGRAM</b>				
7	0	N/A	\$ 12,767,330	\$ 510,009
<b>QUALIFIED FACILITY INCENTIVE PROGRAM</b>				
12	2,736	N/A	\$1,022,591,921	\$ 52,924,237
<b>QUALITY JOBS INCENTIVE PROGRAM</b>				
20	6,550	\$59,917	\$ 72,000,000+	\$ 58,950,000
<b>RENEWABLE ENERGY INCENTIVE PROGRAM</b>				
0	0	N/A	\$ 0	\$ 0
<b>TOTALS/AVERAGE [4]</b>	<b>21,749</b>	<b>\$59,723</b>	<b>\$3,022,576,645</b>	<b>\$140,401,494</b>

[1] Pre-approval generally entails a commitment of incentives to an applicant which is conditioned on the applicant subsequently achieving outcomes that establish final eligibility for the incentives. In the case of tax credit programs, pre-approval is reflected by issuance of a commitment letter. In the case of grant programs, pre-approval is reflected by execution of a grant agreement.

[2] "N/A" is indicated for programs in which the applicable metric is not a component of eligibility, confidential, or not available at the time of pre-approval.

[3] In some of the programs involving pre-approval, a specific incentive amount is committed at the time of pre-approval. In those programs, the amount of incentive pre-approved is either (a) in the case of tax credit programs, the amount of tax credits reserved or (b) in the case of grant programs, the maximum amount payable pursuant to the grant agreements. In programs involving pre-approval where a specific incentives amount is not committed, the pre-approval simply authorizes the applicant to claim certain benefits, which may include income tax credits, property tax reclassification or transaction privilege tax exemptions. "N/A" is included for programs in which the value of the incentive is not determined.

[4] Significant overlap exists between the projected jobs and capital investment figures reflected here and the projected jobs and capital investment figures reflected in the ACA's Fiscal Year 2019 master client list (at page 8). The data sets are not the same, however, for several reasons. Most significantly, not all businesses represented on the ACA's Fiscal Year 2019 master client list applied for incentives in Fiscal Year 2019 (and therefore are not represented in this table). Additionally, as the same projected job and the same capital investment can in some cases be claimed to establish eligibility under multiple incentive programs, the total new jobs and total capital investment numbers in the table may reflect some duplication (there is no such duplication in the Fiscal Year 2019 master client list).



**TABLE 2 – FISCAL YEAR 2019 POST-APPROVED ACTIVE PROGRAMS SUMMARY**

NUMBER OF APPLICANTS POST-APPROVED [1]	ACTUAL NEW JOBS CREATED [2]	AVERAGE WAGE OF NEW JOBS CREATED [2]	ACTUAL CAPITAL INVESTMENT MADE [2]	INCENTIVES AWARDED BASED ON ACTUAL IN YEAR ACTIVITY [3]
<b>ARIZONA COMPETES FUND</b>				
57	3,986	\$89,985	\$642,673,894	\$ 8,802,608
<b>ANGEL INVESTMENT INCENTIVE PROGRAM</b>				
104	N/A	N/A	N/A	\$ 2,498,050
<b>COMMERCIAL/INDUSTRIAL SOLAR ENERGY INCENTIVE PROGRAM</b>				
49	N/A	N/A	\$13,370,424	\$ 676,667
<b>COMPUTER DATA CENTER INCENTIVE PROGRAM</b>				
4	N/A	N/A	\$1,750,120,647	N/A
<b>HEALTHY FOREST ENTERPRISE INCENTIVE PROGRAM</b>				
8	0	N/A	\$ 9,633,507	\$ 591,301
<b>INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM</b>				
1	N/A	N/A	\$100,000,000+	N/A
<b>JOB TRAINING GRANTS PROGRAM</b>				
55	3,950	\$50,731	N/A	\$ 4,212,393
<b>MILITARY REUSE ZONE INCENTIVE PROGRAM</b>				
4	0	N/A	\$ 2,809,323	\$ 108,948
<b>QUALIFIED FACILITY INCENTIVE PROGRAM</b>				
8	308	\$56,499	\$121,274,720	\$ 5,735,378
<b>QUALITY JOBS INCENTIVE PROGRAM</b>				
61	3,014	\$68,793	\$ 59,500,000	\$24,177,000
<b>RENEWABLE ENERGY INCENTIVE PROGRAM</b>				
0	0	N/A	\$ 0	\$ 0
<b>RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM</b>				
73	N/A	N/A	\$ 85,244,315	\$ 4,980,283
<b>TOTALS/AVERAGE [4]</b>	<b>11,258</b>	<b>\$69,623</b>	<b>\$2,784,626,830</b>	<b>\$51,782,628</b>

- [1] Post-approval generally entails an award of incentives after an applicant has taken all steps necessary to establish final eligibility for the applicable incentive. Post-approval is reflected by (a) in the case of tax credit programs, a letter authorizing the applicant to claim tax credits through the Department of Revenue over a period of years; (b) in the case of grant programs, a payment to the applicant for achieving a grant milestone; or (c) in the case of a tax exemption program, a letter confirming the applicant's eligibility to claim the exemption. In some cases, the submission of a program report by an applicant is deemed to be post-approval for purposes of this ACA report, though no actual ACA approval is involved, because the submission of reports in those cases is the process by which the ACA learns the outcomes achieved by the applicant.
- [2] "N/A" is indicated for programs in which the applicable metric is confidential, or not a component of eligibility. Where figures are reported in the "New Jobs Created" and "Capital Investment Made" columns, they are based on information reported in Fiscal Year 2019; as such, they may include jobs created and capital investment made prior to Fiscal Year 2019.
- [3] "Awarded" means (a) in the case of tax credit programs, the amount of tax credits authorized to be claimed through the Department of Revenue over a period of years; (b) in the case of grant programs, the amount of grant payments made; or (c) in the case of tax exemption programs, the amount of exemptions reported to have been claimed by applicants. As incentive awards in a given year are often based on pre-approvals made in prior years, the amount of incentives awarded indicated in the table does not necessarily have any correlation with the amount of pre-approved incentives identified in Table 1. Further, because tax credits awarded may or may not be actually claimed by the applicant through the Department of Revenue, the actual cost to the state of tax credit programs may be lower than indicated.
- [4] Little overlap exists between the actual jobs and capital investment figures in this table and the projected jobs and capital investment figures of the ACA's Fiscal Year 2019 master client list (at page 8). This is primarily because the Fiscal Year 2019 master client list includes only projects that were announced in Fiscal Year 2019, whereas the vast majority of actual jobs and capital investment reflected in this table represent projects that were announced or established in previous years.

**ARIZONA COMPETES FUND**

Pursuant to A.R.S. § 41-1545 et seq., the Arizona Commerce Authority administers the Arizona Competes Fund (ACF). In accordance with A.R.S. § 41-1545.02, grants from the ACF may be awarded for (i) attracting, expanding or retaining Arizona basic enterprises and (ii) supporting and advancing programs and projects for microenterprises, rural businesses, small businesses and business development that enhance economic development. Currently, three ACA grant programs are funded through the ACF: Deal-closing Grants (A-1), Arizona Innovation Challenge Grants (AIC) and Rural Economic Development Grants (REDG).

**DEAL-CLOSING GRANTS (A-1 Grants)**

A-1 Grants are offered for the purpose of attracting, expanding or retaining Arizona basic enterprises.

A.R.S. § 41-1545 defines an “Arizona basic industry” as manufacturing industries identified by North American industry classification system code sectors 31, 32 and 33; producing goods or services that derive at least 65% of their revenue from out-of-state sales; research and development of new products, processes or technologies; national or regional headquarters or back-office operations supporting a national or regional company; or warehouse distribution operations identified by North American industry classification system code sector 42 if 65% of inventory is shipped out of state. Pursuant to A.R.S. § 41-1545.02, all A-1 Grants must demonstrate through analysis by an independent third party that estimated income, property tax, transaction privilege tax and government fee revenues in Arizona resulting from the project will exceed the state incentives available to the grantee.

These grants are typically structured over a number of years with the grantee being required to meet certain milestones before grant monies are paid. These companies are also required to report a number of verifiable performance results for three to five years.

**TABLE 3A – ARIZONA COMPETES FUND PROGRAM • CUMULATIVE A-1 GRANT ACTIVITY**

CUMULATIVE GRANT ACTIVITY	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
<b>TOTAL GRANTS AWARDED FY 2012-2019</b>	<b>12,554</b>	<b>\$81,126</b>	<b>\$1,642,607,184</b>	<b>\$27,279,498</b>

**TABLE 3A – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2019 PRE-APPROVED A-1 GRANTS**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Deloitte Consulting, LLP	1,000	\$95,201	\$ 30,000,000	\$ 2,500,000
Boeing Company	914	\$87,985	\$ 10,000,000	\$ 750,000
Atieva USA, Inc. dba Lucid Motors USA, Inc.	2,185	\$42,266	\$675,000,000	\$ 5,000,000
Nationwide Mutual Insurance Company	514	\$58,439	\$139,000,000	\$ 2,500,000
<b>FY 2019 TOTALS/AVERAGE</b>	<b>4,613</b>	<b>\$64,602</b>	<b>\$854,000,000</b>	<b>\$10,750,000</b>

Table 3A – Post-Approved A-1 continued on next page >

**TABLE 3A – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2019 POST-APPROVED A-1 GRANTS**

FY 2019 APPLICANT (POST-APPROVED) [1]		ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Silicon Valley Bank	FY2019	85	\$128,500	\$ 2,442,075	\$ 440,000
	Cumulative	250	\$113,271	\$ 9,581,268	\$ 1,000,000
The Northern Trust Company	FY2019	88	\$ 80,389	\$ 10,028,790	\$ 0
	Cumulative	543	\$ 80,222	\$ 32,255,981	\$ 2,550,000
Carlisle Companies, Inc.	FY2019	7	\$590,155	\$ 0	\$ 25,000
	Cumulative	92	\$220,308	\$ 8,518,931	\$ 625,000
Orbital ATK, Inc. [2]	FY2019	6	\$191,278	\$ 5,608,744	\$ 37,726
	Cumulative	57	\$113,324	\$ 23,362,497	\$ 267,226
ZipRecruiter, Inc.	FY2019	0	N/A	\$ 2,117,461	\$ 0
	Cumulative	238	\$ 76,026	\$ 7,465,868	\$ 476,000
NAGRA USA, Inc.	FY2019	136	\$151,112	\$ 7,851,520	\$ 0
	Cumulative	136	\$151,112	\$ 7,851,520	\$ 0
World View Enterprises, Inc.	FY2019	10	\$143,540	\$ 4,157,788	\$ 76,800
	Cumulative	58	\$ 84,226	\$ 15,824,876	\$ 164,000
Rogers Corporation	FY2019	-3	\$ 93,118	\$ 6,072,716	\$ 431,002
	Cumulative	98	\$104,509	\$ 15,485,552	\$ 431,002
Farmers Insurance Exchange [3]	FY2019	234	\$ 43,697	-\$ 3,912,876	\$ 93,600
	Cumulative	463	\$ 54,407	\$ 8,747,968	\$ 190,460
Caterpillar Global Mining, LLC	FY2019	163	\$139,398	\$ 33,055,000	\$ 0
	Cumulative	453	\$113,240	\$ 47,892,000	\$ 4,000,000
ADP, Inc.	FY2019	278	\$ 26,357	\$ 0	\$ 58,333
	Cumulative	909	\$ 42,699	\$ 33,534,665	\$ 438,333
DOT Foods, Inc.	FY2019	68	\$ 66,126	\$ 9,377,271	\$ 316,410
	Cumulative	184	\$ 52,022	\$ 48,198,195	\$ 316,410
MUFG Union Bank N.A.	FY2019	111	\$ 85,000	\$ 30,651,245	\$ 1,082,509
	Cumulative	590	\$ 85,000	\$ 95,715,636	\$ 1,082,509
Bank of the West	FY2019	379	\$ 80,239	\$ 12,321,955	\$ 1,241,228
	Cumulative	740	\$ 77,957	\$ 23,468,219	\$ 1,241,228
Benchmark Electronics	FY2019	0	N/A	\$ 0	\$ 0
	Cumulative	127	\$ 51,830	\$ 30,445,717	\$ 0
Raytheon Company	FY2019	1,114	\$ 94,117	\$ 266,358,935	\$ 5,000,000
	Cumulative	3,051	\$ 92,832	\$ 644,153,460	\$ 5,000,000
ZipRecruiter, Inc.	FY2019	125	\$ 75,815	\$ 0	\$ 0
	Cumulative	174	\$ 75,937	\$ 0	\$ 0
Ball Metal Beverage Corp	FY2019	38	\$ 78,966	\$ 145,082,425	\$ 0
	Cumulative	134	\$ 70,061	\$ 273,209,982	\$ 0
Deloitte Consulting, LLP	FY2019	711	\$ 96,480	\$ 27,000,000	\$ 0
	Cumulative	711	\$ 96,480	\$ 27,000,000	\$ 0
Boeing Company	FY2019	307	\$ 95,201	\$ 24,146,788	\$ 0
	Cumulative	307	\$ 95,201	\$ 24,146,788	\$ 0
Atieva USA, Inc. dba Lucid Motors USA, Inc.	FY2019	129	\$108,000	\$ 41,832,560	\$ 0
	Cumulative	129	\$108,000	\$ 41,832,560	\$ 0
Nationwide Mutual Insurance Company	FY2019	0	\$ 0	\$ 18,481,497	\$ 0
	Cumulative	0	\$ 0	\$ 18,481,497	\$ 0
<b>FY 2019 TOTALS/AVERAGE [1]</b>		<b>3,986</b>	<b>\$ 89,985</b>	<b>\$ 642,673,894</b>	<b>\$ 8,802,608</b>
<b>CUMULATIVE TOTALS/AVERAGE [1]</b>		<b>9,444</b>	<b>\$ 85,690</b>	<b>\$1,437,173,180</b>	<b>\$17,782,168</b>

[1] Grants with activity in Fiscal Year 2019.

[2] The cumulative total number of jobs is revised from the ACA FY18 Annual Report.

[3] Total FY19 capital expenditure represents a revision from the ACA FY18 Annual Report to accurately reflect the Grantee's cumulative capital expenditure.

**ARIZONA INNOVATION CHALLENGE (AIC) GRANTS**

AIC grants are awarded to qualified, innovative start-up and early stage companies through a business plan competition known as the Arizona Innovation Challenge. AIC grants are extended to encourage commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment. Recipients are required to meet certain milestones and report measurable outcomes over a 12-month period in order to receive the award funds. These entities are also required to file progress reports for several years beyond their grant award.

**TABLE 3B – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2019 AIC GRANT AWARDS**

**FISCAL YEAR 2019 AWARDEES**

**Breezing Company** is a bio and life sciences company that created the world’s first and only mobile metabolism tracker to help people create diet and exercise plans.

**eTrack Tech, Inc.** is a software company that provides IoT-enabled predictive maintenance intelligence through an app to help managers of facilities, distribution, and logistics save money on repair and maintenance for forklifts and other heavy work trucks.

**Innovative Climatic Technologies (Air2o)** is a cleantech/renewable energy company that that builds next-generation hybrid air conditioning systems that achieve 80% energy saving over Dx compressor-based systems.

**Mindset Medical, LLC** is a biomedical software company that built a mobile patient-engagement platform called Informed, that allows patients to build a HIPAA-compliant health profile and check into appointments with a swipe of a smartphone.

**Paradigm Diagnostics, Inc.** is a bio and life sciences company that has developed a genetic profiling test, which provides comprehensive genetic results within four to five business days.

**Persosa** is a software company that helps businesses personalize their websites to develop a deeper relationship with existing customers and convert visitors into customers through a web app.

**Quote Countertops** is a software company that created the world’s first virtual shopping kiosk for countertops that offers both a full kitchen visualizer as well as an instant quote.

**Qwick, Inc.** is a software company that created an app to connect hospitality professionals with on-demand food & beverage shifts in real time.

**Trainual, LLC** is a software company that created software enabling business owners to organize their systems and processes and automate onboarding and training.

**Virtuous Software, Inc.** is a software company that created a nonprofit marketing, CRM and donation platform to help charities grow and build better relationships with donors.

**TABLE 3B – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2019 PRE-APPROVED AIC GRANTS**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS [1]	AVERAGE WAGE OF PROJECTED NEW JOBS [1]	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
<b>2019 TOTALS</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>\$1,500,000</b>

[3] Beginning with the FY19 cohort, the grantee’s performance milestones are tied to passage of coaching sessions through the Venture Ready Program and therefore do not involve set job creation milestones. Job Creation will be tracked and will be recorded upon close of the grant.

**TABLE 3B – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2019 POST-APPROVED AIC GRANTS**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
<b>2019 TOTALS</b>	<b>59</b>	<b>\$64,377</b>	<b>\$1,136,569</b>	<b>\$1,666,394</b>

**TABLE 3B – ARIZONA COMPETES FUND PROGRAM • CUMULATIVE AIC GRANT ACTIVITY**

CUMULATIVE GRANT ACTIVITY	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
<b>TOTAL GRANTS AWARDED FY 2012-2019</b>	<b>555</b>	<b>\$68,320</b>	<b>\$13,393,129</b>	<b>\$16,066,602</b>

**RURAL ECONOMIC DEVELOPMENT GRANTS (REDG)**

REDG grants partially fund qualifying fiscal year rural infrastructure projects that will generate private sector job creation and capital investment, particularly in Arizona basic industries as defined in A.R.S. § 41-1545.

These grants are awarded by the Rural Economic Development Council in competitive grant cycles. Grants reimburse rural entities for infrastructure improvements that enhance the community's competitiveness. Funds are paid out over time based on the achievement of milestones and recipients are required to submit quarterly reports on the funded projects to the ACA for a period of three or more years.

The infrastructure projects funded by this grant program are often part of long-term economic development initiatives within a local community and geared toward long-term job creation.

**TABLE 3C – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2019 PRE-APPROVED REDG GRANTS**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
N/A	N/A	N/A	N/A	N/A
<b>TOTALS/AVERAGE</b>	<b>0</b>	<b>N/A</b>	<b>\$0</b>	<b>\$0</b>

**TABLE 3C – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2019 POST-APPROVED REDG GRANTS**

FY 2019 APPLICANT (POST-APPROVED) [1]	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Yuma County				
FY2019	5	\$45,000	\$ 0	\$ 0
Cumulative	8	\$45,000	\$ 7,939,367	\$250,000
City of Yuma				
FY2019	169	\$23,017	\$ 6,000,000	\$151,453
Cumulative	241	\$22,713	\$27,500,000	\$151,453
<b>FY19 TOTALS/AVERAGE</b>	<b>174</b>	<b>\$23,649</b>	<b>\$ 6,000,000</b>	<b>\$151,453</b>
<b>FY19 CUMULATIVE TOTALS/AVERAGE</b>	<b>249</b>	<b>\$23,429</b>	<b>\$35,439,367</b>	<b>\$401,453</b>

[1] Grants with activity in Fiscal Year 2019.

**TABLE 3C – ARIZONA COMPETES FUND PROGRAM • CUMULATIVE REDG GRANT ACTIVITY**

CUMULATIVE GRANT ACTIVITY	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT	CUMULATIVE ACTUAL INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
<b>TOTAL GRANTS AWARDED FY 2012-2019</b>	<b>1,702</b>	<b>\$32,137</b>	<b>\$195,139,287</b>	<b>\$6,580,025</b>

**ANGEL INVESTMENT INCENTIVE PROGRAM**

The Angel Investment Tax Credit Program provides certified investors a tax credit equal to 30% of investments made in a Qualified Small Business (35% if the small business is a rural or bioscience business). This certification allows investors to claim tax credits on their eligible investments and receive favorable Arizona income tax treatment on related capital gains, pursuant to A.R.S. § 43-1022(27).

ACA may certify \$2.5 million of tax credits annually (plus any unused credits from prior years) from July 1, 2017 through June 30, 2021 for qualified investments made in qualified small businesses. ACA certifies tax credits on a year-round basis up to the cap on qualifying investment in certified small businesses totaling at least \$25,000 that are reported to the ACA within 90 days of the date of the investment.

The ACA certifies small businesses that are eligible to receive Angel Investments. A Qualified Small Business must be either a corporation, limited liability company, partnership or other business entity exclusive of a sole proprietorship. To be certified for a 12-month period, the business must be in the early stage of development. It must also maintain a portion of its operations in Arizona and employ at least two full-time equivalent Arizona residents.

**TABLE 4 – FISCAL YEAR 2019 APPROVED INVESTMENTS**

Certified Investor Applications	104
Unique Investors Receiving Tax Credits	80
Investors' Investments in Certified Companies	\$7,811,061
Certified Companies Receiving Investments	31
Tax Credits Approved	\$2,498,050

**TABLE 4 – FISCAL YEAR 2019 APPROVED QUALIFIED SMALL BUSINESSES (QSB)**

FY 2019 APPLICANT (APPROVED QSB)	CERTIFICATION DATE	FY 2019 APPLICANT (APPROVED QSB)	CERTIFICATION DATE
MSDx, Inc.	7/2/18	SimpliBuzz, LLC	3/12/19
Radiance Therapeutics, Inc.	7/3/18	Perceptive Sensor Technologies, LLC	3/15/19
Ryver, LLC	7/11/18	Trainual, LLC	3/15/19
Naya Energy, LLC	7/11/18	MyLife Mobile, LLC	3/25/19
ReplyBuy, Inc.	7/13/18	Howe Industries, LLC	3/29/19
VisionGate, Inc.	7/26/18	AdaptiveSN Corporation	4/1/19
BAYiQ, Inc.	8/14/18	Paradigm Diagnostics, Inc.	4/3/19
Karkinos Precision Oncology, LLC	8/16/18	Kalos Therapeutics, Inc.	4/9/19
Zxerex Corporation	8/16/18	RxActuator, Inc.	4/17/19
Qwick, Inc.	8/17/18	Forced Physics, LLC	4/22/19
Shelvspace, Inc.	8/22/18	MSDx, Inc.	4/29/19
Desert Valley Tech, Inc.	12/4/18	Reglagene Holding, Inc.	4/30/19
EndoVantage, LLC	12/6/18	Urbix Resources, LLC	5/1/19
Cerebrum Corporation	12/26/18	NanoPEC, Inc.	5/6/19
Resonea, Inc.	1/13/19	Airy Optics, Inc.	5/16/19
Symple Surgical, Inc.	1/25/19	INanoBio, Inc.	5/24/19
Mindset Medical, LLC	1/31/19	TF Health Corporation (d/b/a Breezing)	5/27/19
Disruptive Labs, LLC d.b.a. coManage	2/7/19	Electronic Design & Development Corp.	5/27/19
Motion Warriors, LLC	2/8/19	Beacon Biomedical, Inc.	6/4/19
Schola, Inc.	2/13/19	Alter Enterprises, Inc.	6/11/19
RexPay, Inc.	2/13/19	YiloSoft, LLC d.b.a. WeedWare	6/11/19
Polyceed, Inc.	2/22/19	Digitile, Inc.	6/14/19
Virtuous Software, Inc.	2/22/19	MEDaiKEY, LLC	6/26/19
SGNT, Inc.	2/25/19	Insurmi, LLC	6/29/19
Innovative Construction Technology Enterprises, Inc.	3/5/19	Radiance Therapeutics, Inc.	6/30/19
phase2body, Inc. d.b.a. Heads Up Health	3/6/19	<b>TOTAL</b>	<b>51</b>

**COMMERCIAL/INDUSTRIAL SOLAR ENERGY INCENTIVE PROGRAM**

The Commercial/Industrial Solar Energy Incentive Program provides an Arizona income tax credit to offset the cost of installation of a qualifying solar energy device at an Arizona business facility. The credits are authorized on a first-come, first-served basis and the program has an annual cap of \$1 million. The Program sunset on December 31, 2018; however, an applicant may receive post-approval through December 31, 2019 upon providing evidence of qualifying costs being incurred through December 31, 2018.

An eligible applicant is a business that purchases a solar energy device and causes the device to be installed at a facility at which the business operates. Tax credits generally equal 10% of the installed cost of the solar energy device up to \$25,000 in tax credits for one facility in a single tax year and up to \$50,000 in total tax credits for one business in a single tax year. Tax credits can be used to offset Arizona income tax liability; any unused credit amounts can be carried forward for up to five tax years.

**TABLE 5 – FISCAL YEAR 2019 PRE-APPROVED COMMERCIAL/INDUSTRIAL SOLAR ENERGY INCENTIVE PROGRAM**

FY 2019 APPLICANTS (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT [1]	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
41	N/A	N/A	\$11,217,394	\$561,056

[1] The total cost of solar equipment projected for purchase by pre-approved applicants.

**TABLE 5 – FISCAL YEAR 2019 POST-APPROVED COMMERCIAL/INDUSTRIAL SOLAR ENERGY INCENTIVE PROGRAM**

FY 2019 APPLICANTS (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE [1]	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
49	N/A	N/A	\$13,370,424	\$676,667

[1] The total cost of solar equipment purchased by post-approved applicants.

**TABLE 5 – CUMULATIVE – COMMERCIAL/INDUSTRIAL SOLAR INCENTIVE PROGRAM ACTIVITY**

POST-APPROVAL YEAR	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
2012	\$ 10,553,771	\$ 376,385
2013	\$ 15,777,868	\$ 904,190
2014	\$ 33,792,806	\$ 764,516
2015	\$ 25,000,057	\$ 493,055
2016	\$ 27,738,941	\$1,030,245
2017	\$ 6,718,091	\$ 416,815
2018	\$ 7,592,776	\$ 407,827
2019	\$ 13,370,424	\$ 676,667
<b>TOTAL</b>	<b>\$140,544,734</b>	<b>\$5,069,700</b>

**COMPUTER DATA CENTER INCENTIVE PROGRAM**

The Computer Data Center Incentive Program provides transaction privilege tax and use tax exemptions at the state, county and local levels, on qualifying purchases of Computer Data Center (CDC) Equipment.

An owner, operator or qualified co-location tenant of a CDC may receive the exemptions provided by the incentive for up to ten full calendar years following the year certification of the CDC is issued. However, if the CDC qualifies as a Sustainable Redevelopment Project, the exemptions are available for up to 20 full calendar years following the year certification of the CDC is issued.

The transaction privilege tax and use tax exemptions provided by the incentive are available to CDC facilities that meet the following criteria:

- If the CDC Facility is located in either Maricopa or Pima County, a Capital Investment of at least \$50 million is made within five years of the date of the Letter of CDC Certification from the ACA; OR
- If the CDC Facility is located in any county other than Maricopa or Pima, a Capital Investment of at least \$25 million is made within five years of the date of the Letter of CDC Certification from the ACA; OR
- In the case of an Existing CDC, regardless of location, a Capital Investment of at least \$250 million was made during the period between September 1, 2007 and August 31, 2013; OR
- In the case of a Greenfield CDC, regardless of location, a capital investment of at least \$200 million is made within five years of the date of the Letter of CDC Certification from the ACA.

**TABLE 6 – FISCAL YEAR 2019 PRE-APPROVED COMPUTER DATA CENTER INCENTIVE PROGRAM**

FY 2019 APPLICANT (PRE-APPROVED)	MINIMUM STATUTORY CAPITAL INVESTMENT [1]
Microsoft Corporation	\$ 200,000,000+
Stream Data Centers, LP	\$ 50,000,000+
Iron Mountain Data Centers, LLC	\$ 200,000,000+
Compass Datacenters Phx I, LLC	\$ 200,000,000+
Internap Corporation	\$ 200,000,000+
Vantage Data Centers AZ11, LLC	\$ 200,000,000+
<b>TOTAL</b>	<b>\$1,050,000,000+</b>

[1] For purposes of this table, the applicants “certified” in FY 2019 based on commitments for future required investments were deemed to have been “pre-approved.” Correspondingly, the amount identified in the “Minimum Statutory Capital Investment” column is the minimum amount of aggregate capital investment the applicant that was “pre-approved” must make over a period of up to five years in order to sustain its certification. The actual amounts are confidential under A.R.S. § 41-1519(I).

**TABLE 6 – FISCAL YEAR 2019 POST-APPROVED COMPUTER DATA CENTER INCENTIVE PROGRAM**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL CAPITAL INVESTMENT [1]
Cyrus One, LLC	\$ 50,000,000+
GoDaddy.com, LLC	\$ 50,000,000+
Cyrus One, LLC	\$ 50,000,000+
Apple, Inc.	\$ 50,000,000+
<b>TOTAL</b>	<b>\$1,750,120,647</b>

[1] The amount identified in the “Actual Capital Investment” column is the minimum amount of aggregate capital investment the applicant was required to make. The actual amounts are confidential pursuant to A.R.S. § 41-1519(I).

**TABLE 6 - CUMULATIVE COMPUTER DATA CENTER INCENTIVE PROGRAM ACTIVITY**

APPLICANT POST-APPROVAL YEAR	ACTUAL CAPITAL INVESTMENT [1]
FY 2014	\$1,000,000,000+
FY 2015	\$ 250,000,000+
FY 2016	\$ 0
FY 2017	\$ 0
FY 2018	\$ 0
FY 2019	\$ 200,000,000+
<b>TOTAL</b>	<b>\$3,356,828,490</b>

[1] The amount identified in the “Actual Capital Investment” column is the minimum amount of capital investment the applicants were required to make in the aggregate over a period of up to five years in order to sustain its certification. The actual amounts are confidential pursuant to A.R.S. § 41-1519(I).



**HEALTHY FOREST ENTERPRISE INCENTIVE PROGRAM**

The Healthy Forest Enterprise Incentive is designed to promote forest health in Arizona by providing incentives for certified businesses that are primarily engaged in harvesting, processing or transporting forest products. The following incentives are provided by the Healthy Forest Enterprise Incentive:

- Reduction in tax imposed on use fuel. Use fuel is defined as all gas and liquid used to propel a motor vehicle except fuels that are subject to motor vehicle fuel tax.
- Transaction privilege tax exemption on purchased qualifying equipment, leased or rented qualifying equipment, construction contracts, equipment repair parts and motor vehicle fuel and use fuel.

- Use tax exemption on qualifying equipment purchased out-of-state, equipment repair parts and motor vehicle fuel and use fuel.
- Property tax reduction.
- Employment income tax credit – Arizona income tax credit earned over a three-year period for each net new job created, totaling up to \$3,000 per employee.
- Workforce training income tax credit – Arizona income tax credit earned over a three-year period for each new employee trained, totaling up to \$9,000 per employee.

**TABLE 7 – FISCAL YEAR 2019 PRE-APPROVED HEALTHY FOREST INCENTIVE PROGRAM**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS [1]	AVERAGE WAGE OF NEW JOBS PROJECTED [1]	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Dakota Logging, LLC	4	\$38,480	[2]	[2]
Southwest Forest Products, Inc.	5	\$40,040	[2]	[2]
High Desert Investment Company	N/A	N/A	[2]	[2]
<b>TOTALS/AVERAGE</b>	<b>9</b>	<b>\$39,347</b>	<b>[2]</b>	<b>[2]</b>

[1] New jobs are only reported in connection with the employment income tax credit.

[2] Information is confidential pursuant to A.R.S. § 41-1516(H).

**TABLE 7 – FISCAL YEAR 2019 POST-APPROVED HEALTHY FOREST INCENTIVE PROGRAM**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED [1]	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED IN YEAR BASED ON ACTUAL ACTIVITY
Canyon Creek Logging, Inc.	N/A	N/A	[2]	[2]
Dakota Logging, LLC	N/A	N/A	[2]	[2]
High Desert Investment Company	N/A	N/A	[2]	[2]
Mann's Clean-up Service, Inc.	N/A	N/A	[2]	[2]
Novo BioPower LLC	N/A	N/A	[2]	[2]
Ribelin Logging Company	N/A	N/A	[2]	[2]
Southwest Forest Products, Inc.	N/A	N/A	[2]	[2]
Tri Star Logging, Inc.	N/A	N/A	[2]	[2]
<b>TOTALS/AVERAGE</b>	<b>N/A</b>	<b>N/A</b>	<b>\$9,633,507</b>	<b>\$591,301</b>

[1] New jobs are only reported in connection with the employment income tax credit.

[2] Information is confidential pursuant to A.R.S. § 41-1516(H).

**TABLE 7 – CUMULATIVE HEALTHY FOREST ENTERPRISE INCENTIVE PROGRAM ACTIVITY**

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED [1]	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2011	N/A	N/A	\$ 1,057,587	\$ 124,643
FY 2012	N/A	N/A	\$ 995,624	\$ 23,160
FY 2013	N/A	N/A	\$ 806,669	\$ 11,997
FY 2014	N/A	N/A	\$ 180,425	\$ 43,559
FY 2015	N/A	N/A	\$ 4,865,729	\$ 228,234
FY 2016	N/A	N/A	\$ 7,027,145	\$ 403,158
FY 2017	N/A	N/A	\$ 8,247,075	\$ 478,638
FY 2018	N/A	N/A	\$ 6,299,977	\$ 620,093
FY 2019	N/A	N/A	\$ 9,633,507	\$ 591,301
<b>TOTALS/AVERAGE</b>	<b>N/A</b>	<b>N/A</b>	<b>\$39,113,738</b>	<b>\$2,524,783</b>

[1] New jobs are only reported in connection with the employment income tax credit.

**INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM**

The International Operations Center Incentive Program provides utility relief to the owner or operator of an international operations center (IOC) that self-consumes renewable energy from a qualified facility. Utility relief is defined as the mitigation of the tax burden on the retail purchaser of electricity or natural gas.

An owner or operator of an IOC may receive the utility relief if it achieves both of the following investment requirements:

- Minimum annual investment of \$100 million in new capital assets. Investments greater than \$100 million in any taxable year may be carried forward.
- On or before the tenth anniversary of certification, a minimum investment of at least \$1,250,000,000 in new capital assets.

**TABLE 8 - FISCAL YEAR 2019 PRE-APPROVED INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM**

FY 2019 APPLICANT (PRE-APPROVED)	MINIMUM STATUTORY CAPITAL INVESTMENT [1]
*No Activity	

[1] The amount identified in the "Minimum Statutory Capital Investment" column is the minimum amount of capital investment the applicant must make over a ten-year period.

**TABLE 8- FISCAL YEAR 2019 POST-APPROVED INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL CAPITAL INVESTMENT [1]
Apple, Inc.	\$100,000,000+
<b>TOTAL</b>	<b>\$100,000,000+</b>

[1] The amount identified in the "Actual Capital Investment" column is the minimum amount of aggregate capital investment the applicant must make in order to sustain its certification. The actual amount is confidential pursuant to A.R.S. § 41-1520(H).

**TABLE 8 - CUMULATIVE INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM ACTIVITY**

PRE-APPROVAL YEAR	ACTUAL CAPITAL INVESTMENT [1]
2016	N/A
2017	N/A
2018	\$100,000,000+
2019	\$100,000,000+
<b>TOTAL</b>	<b>\$200,000,000+</b>

[1] The amount identified in the "Actual Capital Investment" column is the minimum amount of aggregate capital investment the applicant must make in order to sustain its certification. The actual amount is confidential pursuant to A.R.S. § 41-1520(H).

**JOB TRAINING GRANTS PROGRAM**

The Job Training Program offers grants to assist eligible Arizona employers with employee training expenditures. Program grants are payable on a cost-reimbursement basis and cover up to 75% of the eligible cost for new employee training and 50% of the eligible costs for existing employee training.

Pursuant to SB 1471 (52nd Legislature, First Regular Session), funding for the Job Training Program terminated on December 31, 2015. Pursuant to HB 2539 (53rd Legislature, First Regular Session), the program termination date of December 31, 2015, has been extended to December 31, 2020, after which time no new grants will be issued. Grants issued on or before, and terminating after, December 31, 2020 will remain in effect through their respective contractual end dates. Grants will be funded to a maximum of \$1.3 million per grant.

**TABLE 9 – FISCAL YEAR 2019 PRE-APPROVED JOB TRAINING GRANT SUMMARY**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
ABC Ambulance, LLC	10	\$ 32,864	\$ 21,340
Advanced Air, LLC	8	\$ 67,450	\$ 64,000
Allstate Insurance Company	290	\$ 51,248	\$ 660,127
Anomalie, Inc.	22	\$ 47,545	\$ 80,210
AQST Space Systems Group, LLC	51	\$ 65,904	\$ 264,758
ArmorWorks Enterprise, Inc.	11	\$ 58,820	\$ 55,000
ArmorWorks Enterprise, Inc.	62	\$ 63,664	\$ 179,711
Atieva USA, Inc. dba Lucid Motors	583	\$ 49,902	\$ 1,300,000
Banner Health	733	\$ 82,996	\$ 489,910
Bemo USA Corporation and Western Building Group, LLC	68	\$ 45,960	\$ 81,238
Benson Security Systems, Inc.	39	\$ 65,624	\$ 59,228
Bio-Medical Applications of AZ, LLC	22	\$ 45,000	\$ 66,986
Bombardier, Inc.	35	\$ 62,400	\$ 157,200
Buesing Corp.	24	\$ 54,753	\$ 115,992
Cenlar FSB	275	\$ 46,575	\$ 600,739
Corbins Service Electric, LLC	50	\$ 48,300	\$ 250,000
Cubex, LLC	34	\$ 81,176	\$ 72,071
Davidson's, Inc.	154	\$ 31,153	\$ 26,970
Deloitte Consulting, LLP	450	\$ 80,769	\$ 986,947
Dot Foods, Inc.	104	\$ 43,358	\$ 198,270
DP Electric, Inc.	38	\$ 56,174	\$ 190,000
Drake Equipment of Arizona	8	\$ 36,192	\$ 38,143
Enterprise Technology Services	11	\$ 50,280	\$ 65,101
Fairlife, LLC	161	\$ 50,415	\$ 805,000
Falcon Engineering Corporation	4	\$ 29,171	\$ 20,250

Table 9 – Pre-Approvals continued on next page >

**TABLE 9 – FISCAL YEAR 2019 PRE-APPROVED JOB TRAINING GRANT SUMMARY (CONTINUED)**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Farmers Insurance Exchange	144	\$ 44,200	\$ 261,920
Founding Fathers Collective, LLC	45	\$ 40,718	\$ 233,471
Freedom Financial Network, LLC	991	\$ 47,229	\$ 542,971
Game Truck Licensing, LLC, Global Youth eSports LLC dba Bravous eSports	19	\$ 52,802	\$ 86,164
Great Wolf Resorts, Inc.	70	\$ 53,131	\$ 8,472
Hiram Power Electric, LLC	10	\$ 40,000	\$ 49,974
InsulTech, LLC	99	\$ 30,873	\$ 223,904
iT1 Source, LLC and iT1 Consulting, LLC	19	\$ 59,753	\$ 152,000
Kearney Electric, Inc.	20	\$ 37,849	\$ 100,000
Madera Component Systems, Inc.	30	\$ 29,640	\$ 168,750
Metasoft Tech Solutions, LLC	8	\$ 45,000	\$ 20,070
Metromile, Inc.	44	\$ 41,136	\$ 161,546
MI Windows & Doors, Inc.	51	\$ 27,692	\$ 55,675
Milestone Technologies, Inc.	77	\$ 57,170	\$ 202,500
Morgan Stanley Smith Barney, LLC	280	\$ 52,360	\$ 228,531
Mosaic451, LLC	25	\$ 32,500	\$ 125,000
Nikola Motor Company	400	\$ 80,534	\$ 1,300,000
Northwest Hospital, LLC	40	\$ 54,080	\$ 12,162
Offerpad, LLC	14	\$ 62,937	\$ 12,204
Opendoor Labs, Inc.	121	\$ 54,978	\$ 38,117
Paradox, Inc.	32	\$ 60,875	\$ 256,000
Perfection Industrial Finishing and P & C Investments	91	\$ 40,052	\$ 113,495
Piana Nonwovens AZ, LLC	27	\$ 30,435	\$ 71,916
PM&M Electric, Inc. dba Titan Solar Power	50	\$ 46,176	\$ 77,519
Resa Wearables, Inc.	121	\$ 29,293	\$ 460,318
RestorationHQ, LLC	8	\$ 50,370	\$ 41,530
Rosendin Electric, Inc.	59	\$ 47,723	\$ 250,369
Seattle-Tacoma Box Company	59	\$ 44,822	\$ 295,000
Shephard-Wesnitzer, Inc.	6	\$ 48,111	\$ 24,825
Silent-Aire USA, Inc.	40	\$ 40,976	\$ 200,000
Synchronoss Technologies, Inc.	136	\$113,722	\$ 409,313
The Northern Trust Company	266	\$ 58,265	\$ 669,444

Table 9 – Pre-Approvals continued on next page >

**TABLE 9 – FISCAL YEAR 2019 PRE-APPROVED JOB TRAINING GRANT SUMMARY (CONTINUED)**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
TTEC Services Corporation	83	\$ 53,457	\$ 32,400
TTI Success Insights North America, Inc.	9	\$ 63,555	\$ 26,251
Univar USA, Inc.	144	\$ 55,701	\$ 367,048
Universal Electronics, Inc.	55	\$117,684	\$ 113,368
Valley View of Duncan	50	\$ 25,884	\$ 31,200
Valor Global (ValorIT Inc.)	130	\$ 40,356	\$ 650,000
Viking River Cruises, Inc.	107	\$ 64,261	\$ 34,501
Voya Financial, Inc.	225	\$ 39,643	\$ 64,798
Willmeng Construction Co.	35	\$ 89,757	\$ 114,968
Zovio	354	\$ 49,937	\$ 69,307
<b>TOTALS/AVERAGE</b>	<b>7,841</b>	<b>\$ 56,713</b>	<b>\$15,206,192</b>

**TABLE 9 - FISCAL YEAR 2019 POST-APPROVED JOB TRAINING GRANT PROGRAM**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL INCENTIVES AWARDED BASED ON ACTIVITY
ABC AMBULANCE, LLC	32	\$ 30,883	\$ 14,484
Accolade, Inc.	46	\$ 61,864	\$ 14,930
Advanced Air, LLC	2	CONFIDENTIAL	\$ 5,737
Allstate Insurance Company	31	\$ 46,113	\$ 12,600
Ascensus, LLC	54	\$ 37,815	\$ 14,776
Aspen Electric, LLC	17	\$ 48,543	\$ 18,666
Aurelius Solutions, LLC	2	CONFIDENTIAL	\$ 5,021
Ball Metal Beverage Container Corp.	155	\$ 70,251	\$ 238,106
Bio-Medical Applications of AZ, LLC	4	\$ 48,360	\$ 2,520
Centene Corporation	575	\$ 58,937	\$ 42,031
Corbins Service Electric, LLC	150	\$ 48,219	\$ 206,462
CS Construction, Inc.	9	\$ 39,905	\$ 27,186
CTI Leasing, Inc	101	\$ 34,989	\$ 341,246
Cubex, LLC	3	\$ 60,833	\$ 3,447
CVS Pharmacy, Inc.	388	\$ 41,185	\$ 237,897
Davis Research, LLC	24	\$ 29,495	\$ 3,278

[1] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least three jobs; the wage information is, however, included in the computation of the average wage of all jobs created.

TABLE 9 - FISCAL YEAR 2019 POST-APPROVED JOB TRAINING GRANT PROGRAM (CONTINUED)

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL INCENTIVES AWARDED BASED ON ACTIVITY
Deloitte Consulting, LLP	35	\$ 72,165	\$ 88,901
DexCom, Inc.	75	\$ 40,540	\$ 90,178
Dot Foods, Inc.	118	\$ 40,702	\$ 85,565
Enterprise Technology Services	1	CONFIDENTIAL	\$ 749
Ernest Health, LLC	63	\$ 60,980	\$ 21,238
Farmers Insurance Exchange	65	\$ 45,883	\$ 152,682
FlexPrint, Inc.	10	\$ 61,741	\$ 7,363
Freedom Financial Network, LLC	40	\$ 40,697	\$ 65,367
GlobalMed, formerly Global Media Group, LLC	14	\$ 44,066	\$ 3,716
IAC Industries, Inc.	31	\$ 30,722	\$ 39,941
InVue Security Products, Inc.	14	\$ 35,928	\$ 28,271
J. B. Henderson Construction Company, Inc.	128	\$ 60,648	\$ 108,424
K2 Electric, Inc.	16	\$ 43,082	\$ 16,176
Kearney Electric, Inc.	16	\$ 38,267	\$ 78,811
Kovach, Inc.	81	\$ 45,908	\$ 28,062
Madera Component Systems, Inc.	11	\$ 36,920	\$ 25,892
MI Windows & Doors, Inc.	11	\$ 32,098	\$ 202
Morgan Stanley Smith Barney, LLC	72	\$ 54,238	\$ 77,403
Mulberry Management Corporation	100	\$ 41,655	\$ 102,614
Nextiva, Inc.	106	\$ 71,845	\$ 530,000
Offerpad, LLC	25	\$ 62,781	\$ 12,204
Okland Construction, Inc.	35	\$ 77,579	\$ 25,101
Optima Tax Relief, LLC	19	\$ 63,865	\$ 52,726
PDQ Systems, Inc. dba CPR Electric	2	CONFIDENTIAL	\$ 11,911
Phoenix Packaging Operations	4	\$ 40,300	\$ 6,989
Republic Services Customer Resources Center	249	\$ 37,068	\$ 110,364
Rummel Construction, Inc.	22	\$ 58,557	\$ 69,192
Knight Transportation, Inc.	73	\$ 50,232	\$ 73,067
Simpleview, LLC	54	\$ 37,815	\$ 11,725
Sitelock, LLC	130	\$ 41,182	\$ 50,977

[1] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least three jobs; the wage information is, however, included in the computation of the average wage of all jobs created.

Table 9 – Post-Approvals continued on next page >

**TABLE 9 - FISCAL YEAR 2019 POST-APPROVED JOB TRAINING GRANT PROGRAM (CONTINUED)**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL INCENTIVES AWARDED BASED ON ACTIVITY
SK Food Group, Inc.	48	\$ 46,677	\$ 37,439
Sonora Quest Laboratories / Laboratory Science of Arizona, LLC	39	\$ 36,912	\$ 13,565
Stream Logistics, LLC	20	\$ 48,191	\$ 40,062
Sundt Construction, Inc.	92	\$ 50,525	\$ 4,007
The Northern Trust Company	420	\$ 61,251	\$ 908,356
Viking River Cruises, Inc.	7	\$ 43,000	\$ 6,240
Visionary Automotive Group dba Arrowhead BMW	8	\$192,125	\$ 29,677
Voya Services Company	97	\$ 38,814	\$ 7,576
Wildflower Bread Company, LLC	6	\$ 54,163	\$ 1,272
<b>TOTALS/AVERAGE</b>	<b>3,950</b>	<b>\$ 50,731</b>	<b>\$4,212,393</b>

[1] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least three jobs; the wage information is, however, included in the computation of the average wage of all jobs created.

**TABLE 9 - CUMULATIVE JOB TRAINING GRANTS PROGRAM ACTIVITY**

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY [1]
FY 2011	313	\$44,312	\$ 237,384
FY 2012	1,136	\$41,012	\$ 1,418,496
FY 2013	2,768	\$41,382	\$ 5,407,178
FY 2014	2,545	\$46,165	\$ 3,367,710
FY 2015	2,614	\$40,442	\$ 4,403,213
FY 2016	4,107	\$47,211	\$ 6,876,269
FY 2017	2,878	\$46,190	\$ 3,205,927
FY 2018	1,933	\$49,795	\$ 2,251,487
FY 2019	3,950	\$50,731	\$ 4,212,393
<b>TOTALS/AVERAGE</b>	<b>22,244</b>	<b>\$45,931</b>	<b>\$31,380,057</b>

[1] Amount post-approved represents sums paid by the ACA to grantees in reimbursement of qualified job training expenses for net new employee-trainees and training of existing employees.



**MILITARY REUSE ZONE INCENTIVE PROGRAM**

The Military Reuse Zone Program (MRZ Program) was established by the state legislature in 1992 to lessen the impact of military base closures. Currently there are two Military Reuse Zones in Arizona – the former Williams Air Force Base, now known as Phoenix-Mesa Gateway Airport and the former U.S. Naval Air Facility in Goodyear, now known as Phoenix Goodyear Airport.

An applicant for the MRZ Program must be located within a military reuse zone to qualify for two types of benefits:

- Exemption from transaction privilege tax on contracts for certain types of construction within an MRZ
- Both real and personal property can be reclassified from class one (18% assessment ratio) to class six (5% assessment ratio), which may result in property tax savings of up to 72.2% for a period of five years.

**TABLE 10 – FISCAL YEAR 2019 PRE-APPROVED MILITARY REUSE ZONE INCENTIVE PROGRAM**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 1,550,000	\$ 63,472
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 1,500,000	\$ 61,425
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 699,000	\$ 28,624
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 455,000	\$ 23,735
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 327,672	\$ 12,751
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 396,796	\$ 15,432
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 7,838,862	\$304,570
<b>TOTALS</b>	<b>N/A</b>	<b>N/A</b>	<b>\$12,767,330</b>	<b>\$510,009</b>

[1] Applicant utilized transaction privilege tax exemption provisions of program and thus was not required to project job creation information.

**TABLE 10 – FISCAL YEAR 2018 POST-APPROVED MILITARY REUSE ZONE INCENTIVE PROGRAM**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 301,900	\$ 11,748
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$1,091,217	\$ 42,043
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$1,088,534	\$ 41,940
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 327,672	\$ 13,217
<b>TOTALS</b>	<b>N/A</b>	<b>N/A</b>	<b>\$2,809,323</b>	<b>\$108,948</b>

[1] Applicant utilized transaction privilege tax exemption provisions of program and thus was not required to project job creation information.

Tables 10 – Cumulatives on next page >

**TABLE 10 – MILITARY REUSE ZONE INCENTIVE PROGRAM • CUMULATIVE ACTIVITY (PHOENIX-MESA GATEWAY)**

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED [1]	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL CAPITAL INVESTMENT MADE [1]	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2012	10	\$79,331	\$ 258,047	\$ 12,500
FY 2013	52	\$73,297	\$ 0	\$ 52,000
FY 2014	N/A	N/A	\$ 0	\$ 0
FY 2015	N/A	N/A	\$ 8,805,860	\$ 377,586
FY 2016	N/A	N/A	\$14,515,724	\$ 587,733
FY 2017	N/A	N/A	\$ 0	\$ 0
FY 2018	N/A	N/A	\$47,460,497	\$2,189,203
FY 2019	N/A	N/A	\$ 2,809,323	\$ 108,948
<b>TOTALS/AVERAGE</b>	<b>62</b>	<b>\$74,270</b>	<b>\$73,849,451</b>	<b>\$3,327,970</b>

[1] Represents the aggregate amounts that certified companies reported in their completion reports and annual reports to the ACA.

**TABLE 10 – MILITARY REUSE ZONE INCENTIVE PROGRAM • CUMULATIVE ACTIVITY (PHOENIX-GOODYEAR AIRPORT)**

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED [1]	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL CAPITAL INVESTMENT MADE [1]	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2012	3	\$ 74,880	\$ 520	\$ 1,000
FY 2013	871	\$ 98,300	\$5,310,000	\$ 207,679
FY 2014	831	\$ 91,964	\$ 847,161	\$ 546,612
FY 2015	615	\$105,931	\$ 284,000	\$ 472,684
FY 2016	17	\$ 93,013	\$ 55,173	\$ 7,500
FY 2017	0	\$ 0	\$ 0	\$ 0
FY 2018	0	\$ 0	\$ 0	\$ 0
FY 2019	0	\$ 0	\$ 0	\$ 0
<b>TOTALS/AVERAGE</b>	<b>2,337</b>	<b>\$ 97,987</b>	<b>\$6,496,854</b>	<b>\$1,235,475</b>

[1] Represents the aggregate amounts that certified companies reported in their completion reports and annual reports to the ACA.

**QUALIFIED FACILITY INCENTIVE PROGRAM**

The Qualified Facility Incentive Program provides a refundable tax credit to eligible companies investing in qualifying facilities and creating jobs. The Qualified Facility tax credits are authorized on a first-come, first-served basis. The program has an annual cap of \$70 million.

In order to be eligible for the Qualified Facility tax credit, a company must:

- Make a Capital Investment to establish or expand a Qualified Facility that devotes at least 80% of the property and payroll to qualified manufacturing, manufacturing-related research and development, or manufacturing-related headquarters.

- Create net new full-time employment positions for the project, of which at least 51% must pay qualifying wages.
- Offer to pay at least 65% of the health insurance premiums for all net new full-time employment positions.

Subject to eligibility requirements, the Qualified Facility tax credit offers a refundable income tax credit equal to the lesser of:

- 10% of the qualifying capital investment or
- \$20,000 per net new job at the facility or
- \$30,000,000 per taxpayer per year.

**TABLE 11 – FISCAL YEAR 2019 PRE-APPROVED QUALIFIED FACILITY INCENTIVE PROGRAM**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Abbott Laboratories	[1]	N/A	[1]	\$ 1,820,000
Bull Moose Tube Company	[1]	N/A	[1]	\$ 320,000
Aquafil Carpet Recycling #1, Inc.	[1]	N/A	[1]	\$ 560,000
Andersen Regional Manufacturing, Inc.	[1]	N/A	[1]	\$ 9,000,000
Texas Instruments, Inc.	[1]	N/A	[1]	\$ 700,000
Raytheon Company	[1]	N/A	[1]	\$17,000,000
Vinyl Visions, LLC	[1]	N/A	[1]	\$ 862,899
ViaSat, Inc.	[1]	N/A	[1]	\$ 6,700,000
Universal Electronics, Inc.	[1]	N/A	[1]	\$ 461,338
Ball Metal Beverage Container Corp.	[1]	N/A	[1]	\$ 3,400,000
FM Industries, Inc.	[1]	N/A	[1]	\$ 2,000,000
Nike, Inc.	[1]	N/A	[1]	\$10,100,000
<b>TOTALS/AVERAGE</b>	<b>2,736</b>	<b>N/A</b>	<b>\$1,022,591,921</b>	<b>\$52,924,237</b>

[1] Confidential information pursuant to A.R.S. § 41-1512(U).

Table 11 – Post-Approvals and Cumulatives on next page >

**TABLE 11 – FISCAL YEAR 2019 POST-APPROVED QUALIFIED FACILITY INCENTIVE PROGRAM**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Gorbel, Inc.	[1]	[1]	[1]	\$ 119,464
Fujifilm Electronic Materials U.S.A, Inc.	[1]	[1]	[1]	\$1,020,000
Iris USA, Inc.	[1]	[1]	[1]	\$2,800,000
Rogers Corporation	[1]	[1]	[1]	\$ 220,000
Rogers Corporation	[1]	[1]	[1]	\$ 500,000
Infineon Technology Americas Corporation	[1]	[1]	[1]	\$ 500,000
Aquafil Carpet Recycling #1, Inc.	[1]	[1]	[1]	\$ 540,000
Pilgrim Screw Corporation	[1]	[1]	[1]	\$ 35,914
<b>TOTALS/AVERAGE</b>	<b>308</b>	<b>\$56,499</b>	<b>\$121,274,720</b>	<b>\$5,735,378</b>

[1] Confidential information pursuant to A.R.S. § 41-1512(U).

**TABLE 11 – CUMULATIVE QUALIFIED FACILITY INCENTIVE PROGRAM ACTIVITY**

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	CUMULATIVE ACTUAL INCENTIVES CAPITAL AWARDED	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
2016	[1]	[1]	[1]	\$17,540,000
2017	93	\$68,404	\$ 30,891,947	\$ 1,860,000
2018	59	\$56,920	\$ 8,213,530	\$ 740,000
2019	308	\$56,499	\$121,274,720	\$ 5,735,378
<b>TOTALS/AVERAGE</b>	<b>[1]</b>	<b>[1]</b>	<b>[1]</b>	<b>\$25,875,378</b>

[1] Confidential information pursuant to A.R.S. § 41-1512(U).

**QUALITY JOBS INCENTIVE PROGRAM**

The Quality Jobs Incentive Program provides tax credits to employers creating a minimum number of net new quality jobs and making a minimum capital investment in Arizona. The program is capped at 10,000 jobs each calendar year.

The Quality Jobs tax credit offers up to \$9,000 of Arizona income or premium tax credits spread over a three-year period for each net new quality job (\$3,000 per year). If the allowable tax credit exceeds the income or premium tax liability, any unused amount may be carried forward for up to five consecutive taxable years.

Any company making the minimum capital investment in Arizona and creating the minimum net new quality jobs can apply. Eligibility qualifications are different for rural and urban areas. The Program was updated to include new eligibility requirements, with flexible capital investment requirements for taxpayers whose wages are higher than county median levels (Laws 2017, 53rd Legislature, 1st Regular Session, Chapter 340 [SB1416]). The new requirements took effect on January 1, 2018.

**For Urban Locations:**

1. Taxpayer is required to invest at least \$5,000,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 100% of the county median wage, or;

2. Taxpayer is required to invest at least \$2,500,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 125% of the county median wage, or;
3. Taxpayer is required to invest at least \$1,000,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 150% of the county median wage, or;
4. Taxpayer is required to invest at least \$500,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 200% of the county median wage.

**For Rural Locations:**

1. Taxpayer is required to invest at least \$1,000,000 in capital expenditures, and create at least 5 net new qualified employment positions that pay 100% of the county median wage, or;
2. Taxpayer is required to invest at least \$500,000 in capital expenditures, and create at least 5 net new qualified employment positions that pay 125% of the county median wage, or;
3. Taxpayer is required to invest at least \$100,000 in capital expenditures, and create at least 5 net new qualified employment positions that pay 150% of the county median wage.

**TABLE 12 – FISCAL YEAR 2019 PRE-APPROVED QUALITY JOBS INCENTIVE PROGRAM**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT [1]	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Argos Intermediate Holdco I, and Subsidiaries (PetSmart, Inc.)	97	\$ 96,544	\$ 1,000,000	\$ 873,000
Bank of America Corporation	253	\$ 43,011	\$ 5,000,000	\$ 2,277,000
Carvana, LLC	556	\$ 51,364	\$ 2,500,000	\$ 5,004,000
Carvana, LLC	146	\$ 56,226	\$ 500,000	\$ 1,314,000
Cognizant Technology Solutions U.S.	400	\$ 53,654	\$ 2,500,000	\$ 3,600,000
Farmers Insurance Exchange – Woodland Hills	956	\$ 63,573	\$ 5,000,000	\$ 8,604,000
Katerra, Inc.	144	\$ 51,273	\$ 5,000,000	\$ 1,296,000
McKesson Corporation & Subsidiaries	1,200	\$ 54,600	\$ 5,000,000	\$10,800,000
McKesson Corporation & Subsidiaries	500	\$ 54,600	\$ 5,000,000	\$ 4,500,000
Nextiva, Inc.	300	\$ 80,000	\$ 5,000,000	\$ 2,700,000

[1] The projected capital investment shown is the minimum amount needed to qualify for the program. The actual capital investment may be higher and is confidential pursuant to A.R.S. § 41-1525(G).

**TABLE 12 – FISCAL YEAR 2019 PRE-APPROVED QUALITY JOBS INCENTIVE PROGRAM (CONTINUED)**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT [1]	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
NIRVC-AZ, LLC	30	\$ 80,000	\$ 1,000,000	\$ 270,000
Republic Services, Inc.	196	\$106,000	\$ 5,000,000	\$ 1,764,000
Republic Services, Inc.	234	\$108,556	\$ 5,000,000	\$ 2,106,000
Retail Finance International Holdings, Inc.	50	\$ 42,400	\$ 5,000,000	\$ 450,000
Speedway Motors, Inc.	50	\$ 45,000	\$ 1,000,000	\$ 450,000
Spring Venture Group, LLC	245	\$ 71,376	\$ 1,000,000	\$ 2,205,000
SVB Financial Group	104	\$ 50,913	\$ 5,000,000	\$ 936,000
The Vanguard Group, Inc.	141	\$ 42,914	\$ 5,000,000	\$ 1,269,000
Valor Global (ValorIT, Inc.)	40	\$ 45,580	\$ 2,500,000	\$ 360,000
Voya Financial, Inc.	908	\$ 50,000	\$ 5,000,000	\$ 8,172,000
<b>TOTALS/AVERAGE</b>	<b>6,550</b>	<b>\$ 59,917</b>	<b>\$72,000,000+</b>	<b>\$58,950,000</b>

[1] The projected capital investment shown is the minimum amount needed to qualify for the program. The actual capital investment may be higher and is confidential pursuant to A.R.S. § 41-1525(G).

Table 12 – Post-Approvals on next page >

**TABLE 12 – FISCAL YEAR 2019 POST-APPROVED QUALITY JOBS INCENTIVE PROGRAM**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	QJTC JOBS RETAINED [1]	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT [2]	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Argos Intermediate Holdco, Inc. and Subsidiaries (Petsmart, Inc.)	0	59	N/A	N/A	\$ 177,000
Argos Intermediate Holdco, Inc. and Subsidiaries (Petsmart, Inc.)	83	N/A	\$ 75,222	\$ 5,000,000	\$ 249,000
TJX Companies, Inc. and Subsidiaries	0	28	N/A	N/A	\$ 84,000
TJX Companies, Inc. and Subsidiaries	28	52	\$ 52,482	N/A	\$ 240,000
American Woodmark Corporation	0	14	N/A	N/A	\$ 42,000
ADP, LLC	364	N/A	\$ 57,721	\$ 5,000,000	\$ 1,092,000
ADP, LLC	95	62	\$ 50,281	N/A	\$ 471,000
State Farm Mutual Company	0	275	N/A	N/A	\$ 825,000
State Farm Mutual Company	557	325	\$ 85,742	N/A	\$ 2,646,000
Massachusetts Mutual Life Insurance Company	0	24	N/A	N/A	\$ 72,000
USAA-Phoenix	0	14	N/A	N/A	\$ 42,000
Farmers Insurance Exchange-Woodland Hills	119	279	\$ 53,061	N/A	\$ 1,194,000
Shamrock Foods Company	60	142	\$ 76,525	N/A	\$ 606,000
Allegis Group Holdings, Inc.	61	320	\$ 46,823	N/A	\$ 1,143,000
Walgreen Co.	36	N/A	\$ 71,650	\$ 5,000,000	\$ 108,000
Carvana, LLC	48	N/A	\$ 49,796	\$ 500,000	\$ 144,000
Carvana, LLC	207	N/A	\$ 69,801	\$ 2,500,000	\$ 621,000
Jordan Manufacturing Company, Inc.	0	9	N/A	N/A	\$ 27,000
General Motors Corporation	0	188	N/A	N/A	\$ 564,000
Republic Services, Inc.	0	105	N/A	N/A	\$ 315,000
Knight Transportation, Inc.	0	56	N/A	N/A	\$ 168,000
Wells Fargo & Company	0	361	N/A	N/A	\$ 1,083,000
Recreational Equipment, Inc.	0	21	N/A	N/A	\$ 63,000
DriveTime Automotive Group, Inc.	0	60	N/A	N/A	\$ 180,000
Grand Canyon Education, Inc.	0	14	N/A	N/A	\$ 42,000
Grand Canyon Education, Inc.	0	79	N/A	N/A	\$ 237,000
Cognizant Technology Solutions U.S.	0	148	N/A	N/A	\$ 444,000
Waste Management Inc., and Subsidiaries	44	N/A	\$ 70,514	\$ 1,000,000	\$ 132,000
PepsiCo, Inc. and Affiliates (dba Frito-Lay, Inc.)	36	N/A	\$ 42,783	\$ 1,000,000	\$ 108,000
Isagenix International, LLC	0	75	N/A	N/A	\$ 225,000
The Northern Trust Company	25	N/A	\$ 44,920	\$ 5,000,000	\$ 75,000

[1] The program allocates tax credits of \$3,000 per added or retained position per year for three years. The jobs retained represents jobs created under this program in a prior year with 2nd or 3rd year credits allocated in the current year.

[2] The projected capital investment shown is the minimum amount needed to qualify for the program. The actual capital investment may be higher and is confidential pursuant to A.R.S. § 41-1525(G). "N/A" is listed for applicants that met their minimum eligibility requirements in a prior year.

**TABLE 12 – FISCAL YEAR 2019 POST-APPROVED QUALITY JOBS INCENTIVE PROGRAM (CONTINUED)**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	QJTC JOBS RETAINED [1]	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT [2]	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
The Northern Trust Company	0	411	N/A	N/A	\$ 1,233,000
The Northern Trust Company	88	25	\$ 76,112	N/A	\$ 339,000
The GEO Group, Inc.	0	247	N/A	N/A	\$ 741,000
CVS Pharmacy, Inc.	6	73	\$ 46,106	N/A	\$ 237,000
CVS Pharmacy, Inc.	70	267	\$ 44,322	N/A	\$ 1,011,000
SVB Financial Group	104	N/A	\$ 87,941	\$ 5,000,000	\$ 312,000
PayPal, Inc.	23	42	\$103,358	N/A	\$ 195,000
PayPal, Inc.	14	85	\$ 89,800	N/A	\$ 297,000
Sprouts Farmers Market, Inc.	0	50	N/A	N/A	\$ 150,000
Dot Foods, Inc.	27	N/A	\$ 44,609	\$ 1,000,000	\$ 81,000
Discover Financial Services, LLC	19	124	\$ 51,435	N/A	\$ 429,000
The Vanguard Group, Inc.	91	N/A	\$ 42,842	\$ 5,000,000	\$ 273,000
JP Morgan Chase & Co.	0	27	N/A	N/A	\$ 81,000
JP Morgan Chase & Co.	0	137	N/A	N/A	\$ 411,000
JP Morgan Chase & Co.	0	68	N/A	N/A	\$ 204,000
Amazon.com, Inc.	0	62	N/A	N/A	\$ 186,000
loanDepot.com, LLC	7	133	\$ 69,970	N/A	\$ 420,000
Republic Services, Inc.	29	N/A	\$124,746	\$ 5,000,000	\$ 87,000
Katerra, Inc.	115	20	\$ 78,200	N/A	\$ 405,000
Northrup Grumman Innovation Systems, Inc. and Subsidiaries	69	67	\$ 79,176	N/A	\$ 408,000
Cognizant Technology Solutions U.S.	26	N/A	\$ 53,654	\$ 2,500,000	\$ 78,000
Lockheed Martin Corporation	29	N/A	\$ 73,139	\$ 5,000,000	\$ 87,000
Tractor Supply Co.	10	N/A	\$ 36,148	\$ 1,000,000	\$ 30,000
Republic Services, Inc.	104	N/A	\$102,657	\$ 5,000,000	\$ 312,000
Amazon.com, Inc.	3	30	\$ 35,029	N/A	\$ 99,000
Tractor Supply Co.	0	5	N/A	N/A	\$ 15,000
General Motors Financial Company, Inc.	21	29	\$ 54,012	N/A	\$ 150,000
Comcast Corporation	62	387	\$ 42,824	N/A	\$ 1,347,000
CMOC International	18	46	\$120,865	N/A	\$ 192,000
Centene Corporation & Affiliates and Subsidiaries	316	N/A	\$ 60,162	\$ 5,000,000	\$ 948,000
<b>TOTALS/AVERAGE</b>	<b>3,014</b>	<b>5,045</b>	<b>\$ 68,793</b>	<b>\$59,500,000</b>	<b>\$24,177,000</b>

[1] The program allocates tax credits of \$3,000 per added or retained position per year for three years. The jobs retained represents jobs created under this program in a prior year with 2nd or 3rd year credits allocated in the current year.

[2] The projected capital investment shown is the minimum amount needed to qualify for the program. The actual capital investment may be higher and is confidential pursuant to A.R.S. § 41-1525(G). "N/A" is listed for applicants that met their minimum eligibility requirements in a prior year.



**TABLE 12 – CUMULATIVE QUALITY JOBS INCENTIVE PROGRAM ACTIVITY**

POST-APPROVAL YEAR	ACTUAL JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY [1]
FY 2012	348	\$117,827	\$2,436,367,936	\$ 1,044,000
FY 2013	1,028	\$ 50,400	\$1,694,142,119	\$ 4,113,000
FY 2014	1,041	\$ 53,316	\$ 102,392,468	\$ 6,339,000
FY 2015	2,221	\$ 54,125	\$ 348,087,494	\$ 9,102,000
FY 2016	1,785	\$ 61,751	\$ 515,460,180	\$12,972,000
FY 2017	3,047	\$ 56,349	\$ 353,913,347	\$18,603,000
FY 2018	3,694	\$ 59,957	\$ 453,220,435	\$22,671,000
FY 2019	3,014	\$ 68,793	\$ 285,389,632	\$24,177,000
<b>TOTALS/AVERAGE</b>	<b>16,178</b>	<b>\$ 60,531</b>	<b>\$6,188,973,611</b>	<b>\$99,021,000</b>

[1] Amount post-approved represents non-refundable income tax credits authorized by the ACA for qualified net new job creation and capital investment; credit recipients may carry forward tax credits for up to five years.

**RENEWABLE ENERGY INCENTIVE PROGRAM**

The Renewable Energy Incentive Program provides incentives to companies in the solar, wind, geothermal and other renewable energy industries that are expanding or locating in Arizona. Real and personal property and improvements constructed or installed that are primarily dedicated to renewable energy manufacturing or headquarters operations including necessary on-site research and development, testing and storage facilities that are associated with the manufacturing process – and that are certified by Commerce – are eligible to be designated as Class 6 property (A.R.S. § 42-12006 (8)). This reclassification qualifies the property for a 5% assessment ratio for both primary and secondary tax purposes, effectively constituting up to a 72.2% savings for real property (A.R.S. § 42-15006 (1)). Percentage of savings for personal property will vary depending on depreciation schedules that may be applicable.

Companies must make new qualifying investment of \$25 million in renewable energy manufacturing and/or headquarters operations in Arizona to be eligible. The property tax reclassification benefit is available to an eligible company for not more than:

- 10 years, if the company pays at least 51% of the net new full-time employment positions between 125% and 199% of the annual median wage and pays at least 80% of the health insurance costs for all net new employees.
- 15 years, if the company pays at least 51% of the net new full-time employment positions at least 200% of the annual median wage and pays at least 80% of the health insurance costs for all net new employees.

**TABLE 13 – FISCAL YEAR 2019 PRE-APPROVED RENEWABLE ENERGY INCENTIVE PROGRAM**

FY 2019 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
*No Activity			

**TABLE 13 – FISCAL YEAR 2019 POST-APPROVED RENEWABLE ENERGY INCENTIVE PROGRAM**

FY 2019 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
*No Activity			

**TABLE 13 – CUMULATIVE RENEWABLE ENERGY INCENTIVE PROGRAM ACTIVITY**

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
2014	[1]	[1]	[1]	\$1,633,333 [2]
<b>TOTALS/AVERAGE</b>	[1]	[1]	[1]	<b>\$1,633,333</b>

[1] Confidential information pursuant to A.R.S. § 41-1511(N).

[2] Amount post-approved represents refundable income tax credits authorized by the ACA for qualified net new job creation and capital investment. The program income tax credits were sunset on December 31, 2017.

**RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM**

The Research and Development Incentive Program provides an Arizona income tax credit for increased research and development activities conducted in this state, including research conducted at a state university and funded by an applicant company.

The current R&D tax credit applies to both corporations and individuals and is equal to 24% of the first \$2.5 million in qualifying expenses plus 15% of the qualifying expenses in excess of \$2.5 million. A company that is otherwise qualified for the R&D tax credit who employs less than 150 full-time employees can apply to the ACA for a partial refund of up to 75% of the current year's credit minus the current year's tax liability.

Beginning in calendar year 2019, the maximum refund amount per taxpayer is \$100,000 in a single tax year. The total amount of refundable credits that may be awarded in any calendar year is \$5 million; therefore, credits reported may be awarded in any fiscal year may be more or less than the \$5 million limit.

An additional credit amount is allowed if the taxpayer made basic research payments during the tax year to a university under the jurisdiction of the Arizona Board of Regents. The additional credit amount is equal to 10% of the basic research payments that constitute excess expenses for the tax year over the base amount.

**TABLE 14 - FISCAL YEAR 2019 POST-APPROVED RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM [1]**

FY 2019 APPLICANT (POST-APPROVAL)	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Andes Industries, Inc. and Subsidiaries	\$ 1,050,649	\$ 59,411
Design Works Studios, LLC	\$ 1,842,342	\$ 100,000
Pure Chat, Inc.	\$ 662,123	\$ 59,554
Axosoft, LLC	\$ 1,525,182	\$ 88,291
Hypur, Inc.	\$ 1,694,791	\$ 100,000
CivTech, Inc.	\$ 524,031	\$ 32,002
Solera Health, Inc.	\$ 1,959,326	\$ 100,000
ASEI Engineering, Inc.	\$ 696,514	\$ 62,687
Radiance Therapeutics, Inc.	\$ 676,022	\$ 60,842
Enchoice, Inc.	\$ 1,071,048	\$ 96,357
Pegasus Solutions Companies and Subsidiaries	\$ 1,458,912	\$ 100,000
Integrated Technology Corporation	\$ 1,041,333	\$ 93,720
Datasoft Corporation	\$ 253,087	\$ 22,778
Trurray Imaging, LP	\$ 1,444,497	\$ 100,000
Salutaris Medical Devices, Inc.	\$ 1,922,945	\$ 100,000
Heliae Technology Holdings, Inc.	\$ 3,736,895	\$ 100,000
LeaseHawk, LLC	\$ 1,620,028	\$ 100,000
Metal Magic, LLC	\$ 647,659	\$ 58,289
Forced Physics, LLC	\$ 890,639	\$ 80,158
iNanoBio, Inc.	\$ 234,832	\$ 21,098

[1] There is no "Pre-approval" process for the Research and Development Incentive Program. Only "Post-approval" results are shown.

Table 14 – Post-Approvals continued on next page >

**TABLE 14 - FISCAL YEAR 2019 POST-APPROVED RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM [1]**  
(CONTINUED)

FY 2019 APPLICANT (POST-APPROVAL)	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FABU America, Inc.	\$ 1,674,894	\$ 100,000
CTM Magnetics, Inc.	\$ 1,407,864	\$ 100,000
World View Enterprises, Inc.	\$ 8,088,691	\$ 100,000
ImageTag, Inc.	\$ 291,205	\$ 26,171
AZBIL North America Research & Development, Inc.	\$ 698,270	\$ 62,807
Regenesis BioMedical, Inc.	\$ 2,409,195	\$ 100,000
Cancer Prevention Pharmaceuticals, Inc.	\$ 1,516,291	\$ 100,000
Alphacore, Inc.	\$ 1,312,603	\$ 100,000
Split Engineering, LLC	\$ 355,616	\$ 32,006
Sentinel Monitoring Systems, Inc.	\$ 1,244,024	\$ 100,000
Billback Systems, LLC	\$ 1,441,967	\$ 100,000
InterOptics, LLC	\$ 569,729	\$ 51,275
CellTrust Corporation	\$ 1,061,876	\$ 95,569
Solid State Networks I, LLC	\$ 625,027	\$ 56,252
Applied Microarrays, Inc.	\$ 886,584	\$ 79,755
Boeckeler Instruments, Inc.	\$ 261,799	\$ 23,562
Ron Turley Associates, Inc.	\$ 1,217,023	\$ 100,000
Prescott Precision Die, Inc.	\$ 1,584,935	\$ 100,000
Rockford Corporation	\$ 1,880,353	\$ 100,000
Hotwire Development, LLC	\$ 431,018	\$ 33,783
Caliente Construction, Inc.	\$ 1,607,241	\$ 80,232
Fabricating/Distributor, Inc.	\$ 350,965	\$ 18,500
APEX Holding Corporation	\$ 2,450,266	\$ 45,746
RevolutionParts, Inc.	\$ 1,684,501	\$ 100,000
Execute to Win, LLC	\$ 1,700,030	\$ 100,000
Printed Energy Pty, Ltd.	\$ 560,927	\$ 50,446
DirectWeb Administrative Services, LLC	\$ 653,843	\$ 58,846
Codelucida, Inc.	\$ 189,770	\$ 17,042
Alliance Technologies, LLC	\$ 1,300,845	\$ 100,000
PresenceVR, Inc.	\$ 160,986	\$ 14,489

[1] There is no "Pre-approval" process for the Research and Development Incentive Program. Only "Post-approval" results are shown.

Table 14 – Post-Approvals continued on next page >

**TABLE 14 - FISCAL YEAR 2019 POST-APPROVED RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM [1]**  
(CONTINUED)

FY 2019 APPLICANT (POST-APPROVAL)	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Pagone & Associates, LLC	\$ 455,231	\$ 40,971
Sphere Prototypes, LLC	\$ 360,387	\$ 29,916
Zonge International, Inc.	\$ 426,590	\$ 38,393
CCBG Architects, Inc.	\$ 1,000,272	\$ 90,024
MSDX, Inc.	\$ 17,216	\$ 1,512
Jones Studio, Inc.	\$ 63,785	\$ 57,410
Airtronics, LLC	\$ 505,348	\$ 90,963
Point Engineers, LLC	\$ 949,255	\$ 85,433
Woodward Engineering, PLLC	\$ 315,418	\$ 28,388
Nth Degree Technologies Worldwide, Inc.	\$ 1,304,538	\$ 100,000
Dieterich Architectural Group, Inc.	\$ 410,023	\$ 36,902
RKAA Architects, Inc.	\$ 3,419,126	\$ 100,000
Scientific Technologies Corporation	\$ 3,202,236	\$ 100,000
Young Manufacturing, Inc.	\$ 130,840	\$ 11,006
Aline Architecture Concepts, LLC	\$ 333,558	\$ 30,020
Zero Mass Water, Inc.	\$ 3,759,939	\$ 100,000
Bingham Engineering Consultants, LLC	\$ 364,329	\$ 32,790
Holly Street Studio, LLC	\$ 395,628	\$ 35,606
DPA Architects, Inc.	\$ 728,235	\$ 61,512
Omni Bioceutical Innovations, Inc.	\$ 221,089	\$ 19,898
Surface Prep Solutions	\$ 444,236	\$ 39,981
VisionGate, Inc.	\$ 998,998	\$ 89,873
Hamilton Innovations, LLC	\$ 866,845	\$ 78,017
<b>TOTALS</b>	<b>\$85,244,315</b>	<b>\$4,980,283</b>

[1] There is no "Pre-approval" process for the Research and Development Incentive Program. Only "Post-approval" results are shown.

Table 14 – Cumulative and University R&D Post-Approvals continued on next page >

**TABLE 14 - CUMULATIVE RESEARCH AND DEVELOPMENT TAX CREDIT PROGRAM**

POST-APPROVAL YEAR	CUMULATIVE CAPITAL INVESTMENT	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2012	\$ 61,692,391	\$ 5,000,000
FY 2013	\$ 61,965,382	\$ 5,000,000
FY 2014	\$ 58,942,155	\$ 5,000,000
FY 2015	\$ 60,852,349	\$ 5,000,000
FY 2016	\$ 61,692,352	\$ 5,000,000
FY 2017	\$ 58,264,067	\$ 5,000,000
FY 2018	\$ 60,825,583	\$ 5,000,000
FY 2019	\$ 85,244,315	\$ 4,980,283
<b>TOTALS</b>	<b>\$509,478,594</b>	<b>\$39,980,283</b>

**TABLE 14 - FISCAL YEAR 2019 POST APPROVED UNIVERSITY RESEARCH AND DEVELOPMENT TAX CREDIT PROGRAM [1]**

FY 2019 APPLICANT (POST-APPROVAL)	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED IN YEAR BASED ON ACTUAL ACTIVITY
*No Activity		
<b>TOTALS</b>	<b>\$0</b>	<b>\$0</b>

[1] There is no "Pre-approval" process for the Research and Development Incentive Program. Only "Post-approval" results are shown.

**TABLE 14 - CUMULATIVE UNIVERSITY RESEARCH AND DEVELOPMENT TAX CREDIT PROGRAM**

POST-APPROVAL YEAR	CUMULATIVE CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2016	\$ 25,041	\$ 2,339
FY 2017	\$150,500	\$11,288
FY 2018	\$ 15,655	\$ 377
FY 2019	\$ 0	\$ 0
<b>TOTALS</b>	<b>\$191,196</b>	<b>\$14,004</b>

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