



# **BOARD OF DIRECTORS PUBLIC SESSION, Q1-FY15**

Arizona Commerce Authority

# ACA FY2015 Q1 RESULTS



23 Projects: Attraction, Expansion, Creation

3,399 Jobs Announced; 7,063 FYTD



\$87.6 Million Capital Investment; \$357.6M FYTD

Average Wages \$62,357



# FY2015 QI CLIENT ACTIVITY

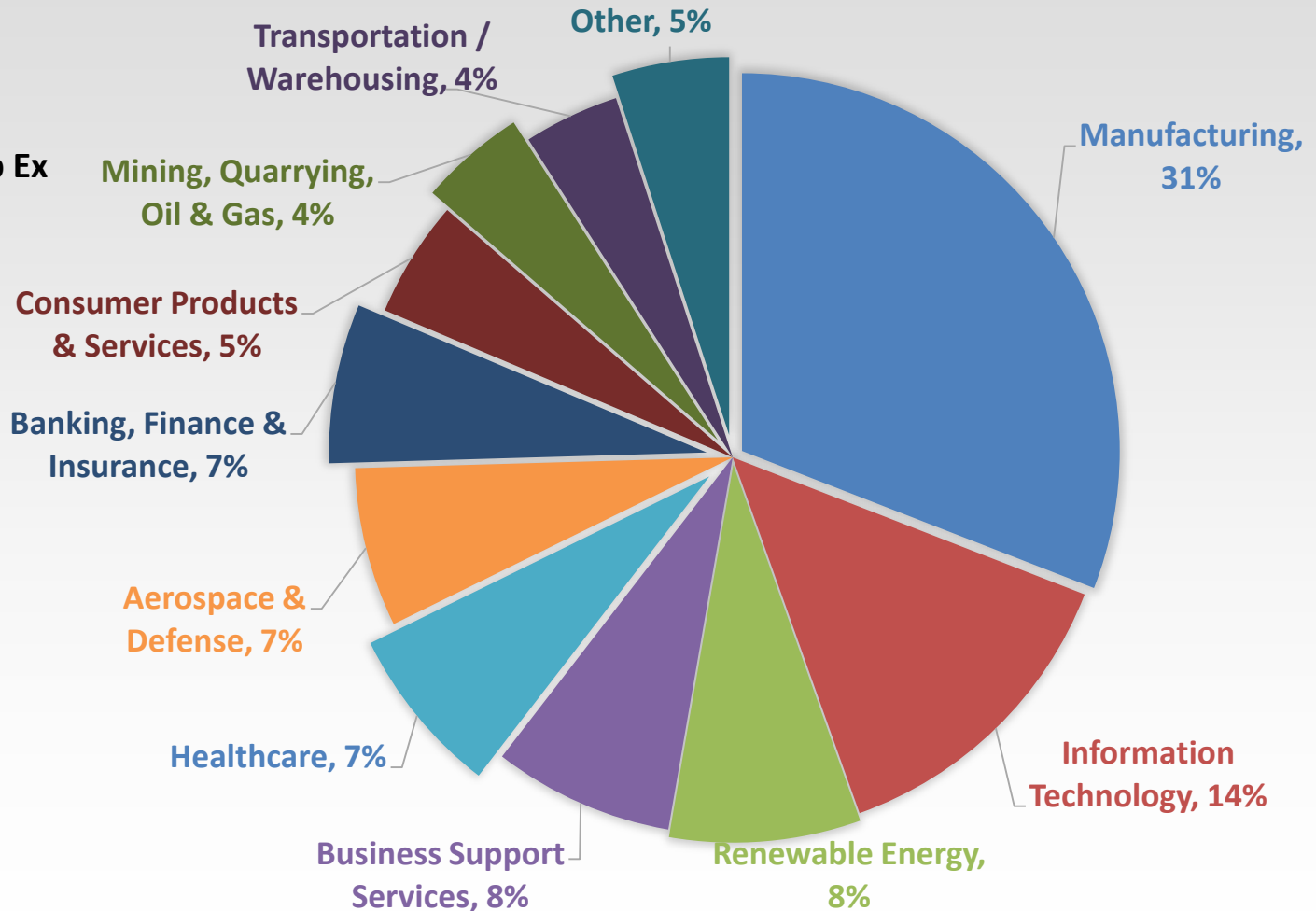


# ACA JOBS AND PIPELINE REPORT

# ALL ACA PIPELINE BY INDUSTRY

Business Attraction and Expansion Pipeline by Industry Segment, YTD Q1-2015

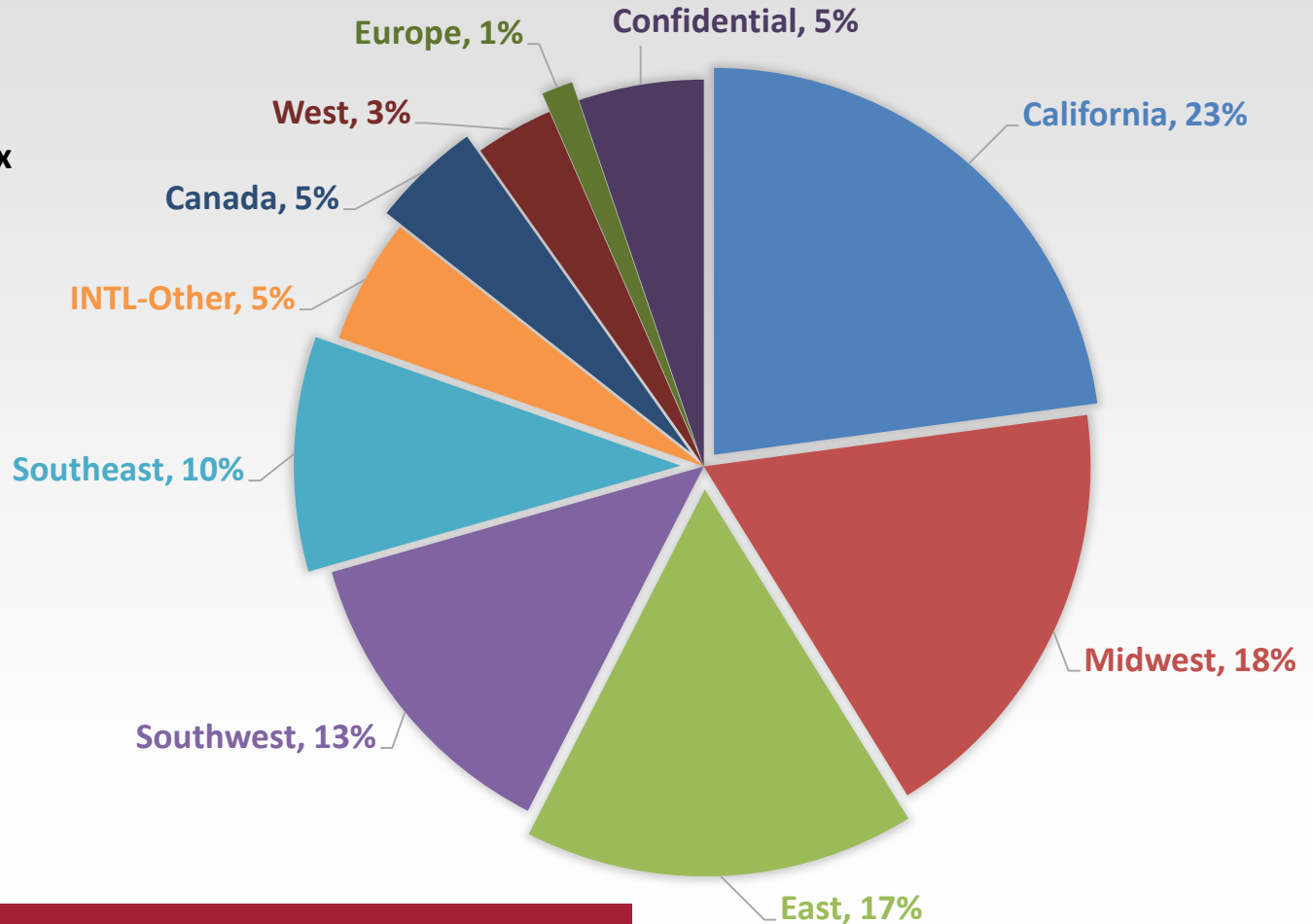
220 Projects  
\$33.74 Billion in Cap Ex  
52,575 Jobs  
\$47,523 Avg Wages



# BIZ ATTRACTION PIPELINE BY ORIGIN

Business Attraction Pipeline by Geographic Segment, YTD Q1-2015

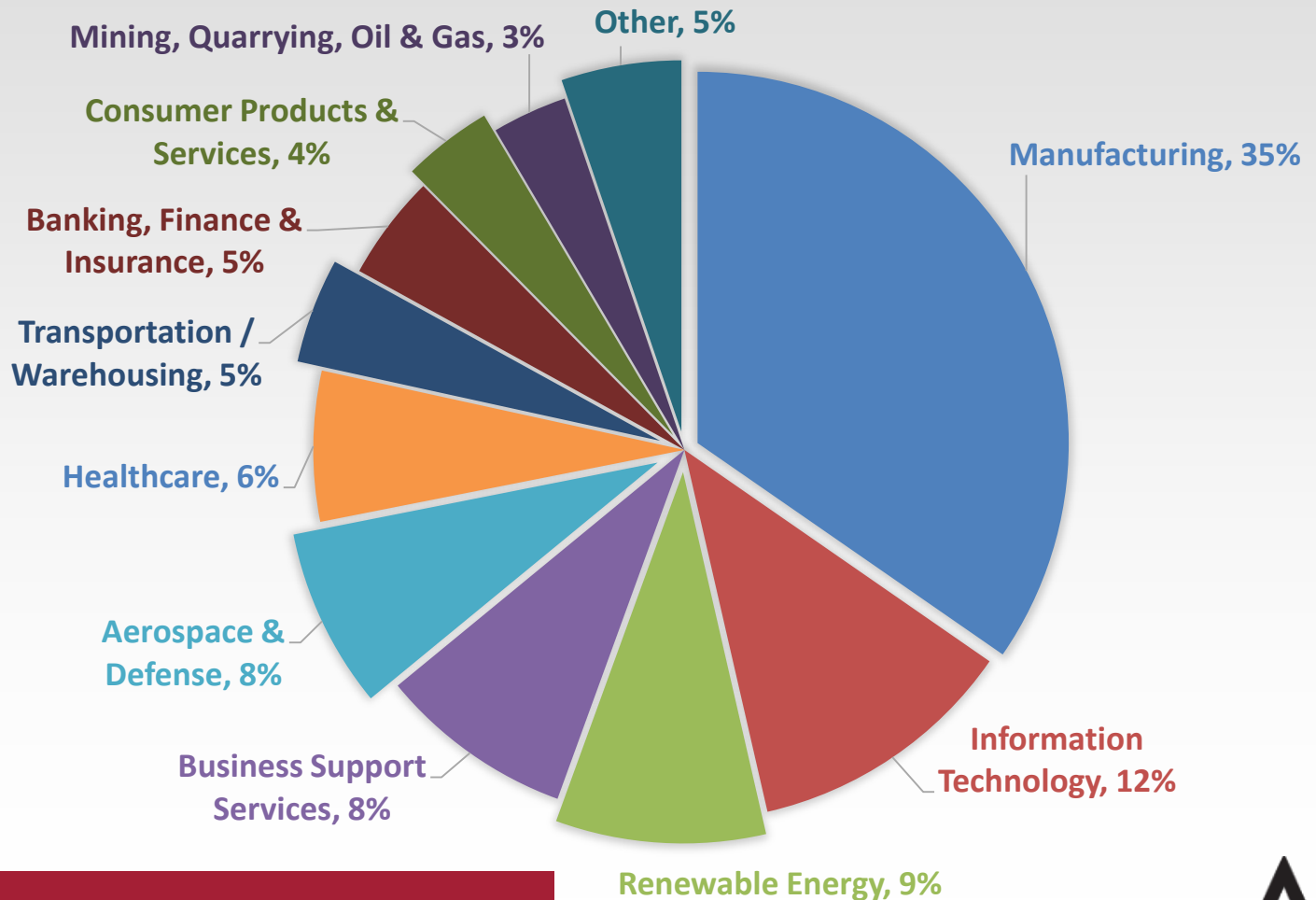
153 Projects  
\$30.87 Billion in Cap Ex  
40,715 Jobs  
\$47,451 Avg Wages



# BIZ ATTRACTION PIPELINE BY INDUSTRY

Business Attraction Pipeline by Industry Segment, YTD Q1-2015

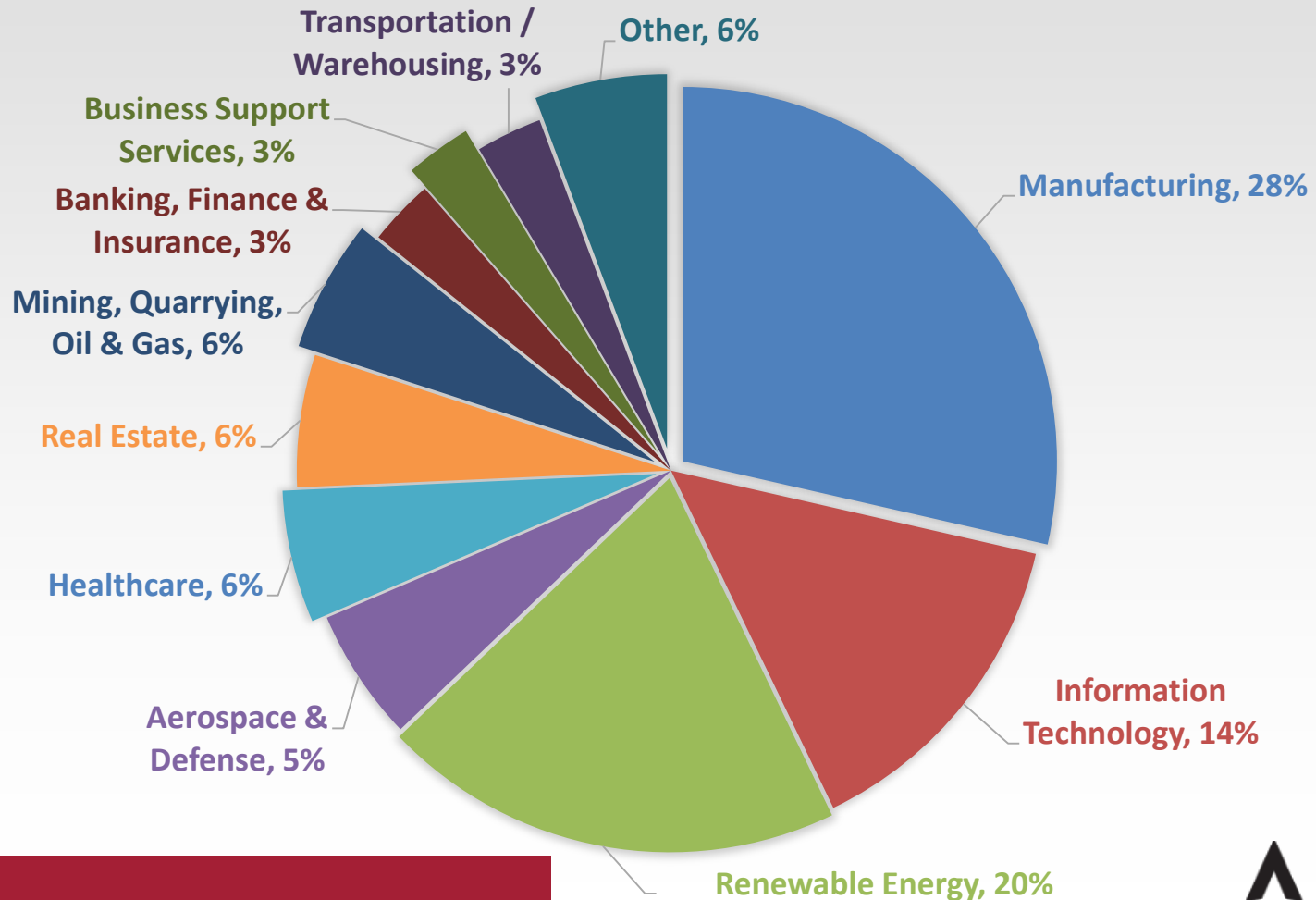
153 Projects  
\$30.87 Billion in Cap Ex  
40,715 Jobs  
\$47,451 Avg Wages



# BIZ ATTRACTION CALIFORNIA PIPELINE BY INDUSTRY

Business Attraction Pipeline by Industry Segment, YTD Q1-2015

35 Projects  
\$14.68 Billion in Cap Ex  
9,855 Jobs  
\$45,901 Avg Wages





# ACA INNOVATION REPORT

# INNOVATION REPORT: **UPCOMING**

## **New Positions and Programs**

- Associate VP of University Engagement
  - Liaison to Arizona's Universities and the Regents
  - Partnership with the Arizona Board of Regents
- Bioscience Portfolio Manager
  - Start, Grow, and Attract
  - Partnership with the Flinn Foundation

**Fall 2014 Arizona Innovation Challenge**

**2015 Venture Madness (March 2015)**



# ARIZONA MANUFACTURING MONTH: OCTOBER 2014

## RevAZ Community Engagement

- Over 20 Manufacturing Facility Tours
- Almost 50 events including
  - Arizona Manufacturing Summit
  - 8 RevAZ & ED Groups cosponsored Lunch & Learns
  - RevAZ launched first two Benchmarking events
  - Celebrating Arizona Manufacturing Event with a showcase of “The Future of Manufacturing” exhibit

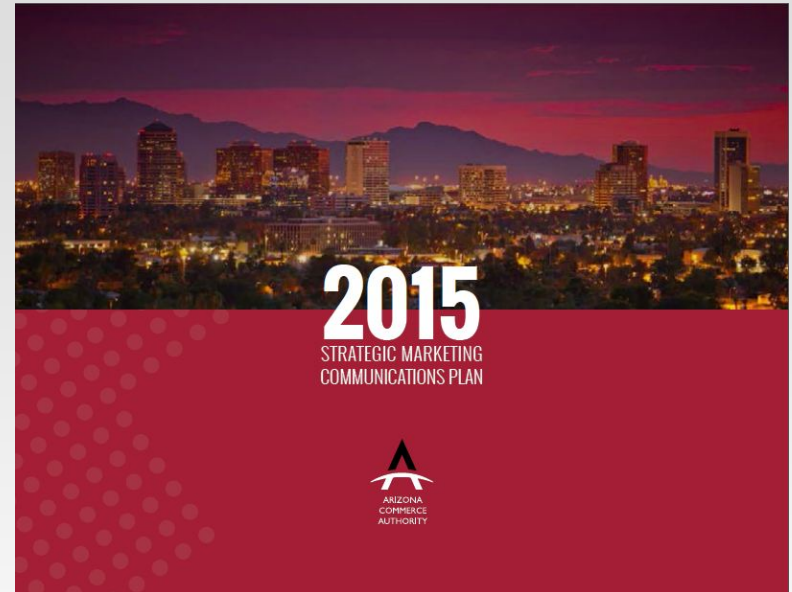


# **FY2015 MARCOM STRATEGY OVERVIEW**

# FY2015 STRATEGIC MARCOM PLAN

## HIGHLIGHTS:

- Integrated Marketing & Communication Tactics
- Strategic Initiatives
  - Cooperative Marketing
  - Tech Connect
  - Manufacturers Month
  - Super Bowl
  - Ambassador App
  - California Campaign



# CALIFORNIA CAMPAIGN

**ARIZONA COMMERCE AUTHORITY**

Business First | LOCATE | EXPAND | START UP | INDUSTRIES | RESOURCES | JOIN US >

## Golden State Businesses shine brighter here.

COME PROSPER IN ARIZONA

DOWNLOAD THE WHITEPAPER TO SEE HOW ARIZONA OFFERS MORE OPPORTUNITIES FOR BUSINESS EXPANSION - IN COLLABORATION WITH **WSJ CUSTOM STUDIOS**

**Poised to outperform the nation.**  
Arizona outranks California in corporate Income Tax, Average Wage and more.

RECEIVE YOUR FREE COPY

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**DOWNLOAD WHITEPAPER**

**MOVE**  
YOUR BUSINESS TO AZ  
Experience our low cost of doing business.

**GROW**  
YOUR AZ BUSINESS  
Meet Arizona's highly skilled talent.

**START**  
YOUR AZ BUSINESS  
Launch your new business venture.

**13** CONSECUTIVE YEARS OF TAX REDUCTION

**#2** QUALITY AND AVAILABILITY OF WORKFORCE

**THE BEST STATE FOR ENTREPRENEURS**

**ARIZONA: LOCATE**

**ARIZONA: LOWER-COST OF DOING BUSINESS**

**SEE HOW YOUR BUSINESS CAN THRIVE IN ARIZONA**

**ARIZONA OUTSHINES THE LOWEST DISABILITY COSTS**

**WORKERS COMP COSTS**

State	Cost
AZ	\$0.82
CA	\$1.71

**ARIZONA IS PRO-BUSINESS**

**SEE WHY ARIZONA**

**Tax Friendly**  
No franchise tax. No business just a few examples of Arizona.

**Jobs and Training**  
Receive tax credits for cost investment.

**Benefits & More**  
From manufacturing to angel take advantage of Arizona's businesses grow.

**Fewer Hassles. More Success.**

**Arizona Commerce Authority**  
333 N Central Ave Ste 1900 • Phoenix AZ 85004 • (480) 245-1200

**ARIZONA: RICH WITH TALENT**

Arizona attracts talent. Our young, well-educated and skilled workforce offers businesses the strength they need to expand and grow. We also work closely with high-tech industries to help them find skilled employees, providing immediate access to job-ready talent pools and more.

Put the best to work for your business

**START NOW**

**MEET ARIZONA'S WORKFORCE:**

- EDUCATED** \*1 higher education degree opportunities
- AVAILABLE** Job training resources and programs give employers access to skilled prospects.
- AFFORDABLE** With a low cost, high-quality of living, Arizona employees find their wages go further here.

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**SPECIAL RECOGNITION:  
GOVERNOR JANICE K. BREWER**

By Executive Order

Establishment of the ACA



First Board of Directors

Of the ACA



Signing of H.B. 2001



Arizona Competitiveness Package



ACA Official Ribbon Cutting Ceremony;

Innovation Forward





Locate in Surprise, Ariz. (2010)

Rioglass Solar to



Amazon Announces New Fulfillment

Center in Phoenix, Ariz. (2011)



Godaddy Groundbreaking



of Global Technology Center in Tempe, Ariz. (2013)

General Motors Announces Innovation

Center in Mesa, Ariz. (2012)



Governor's Delegation to Europe (2013)



Governor's Delegation to India (2013)



Governor's Delegation to Norway (2014)

International Finance Center Announcement (2014)



Governor and President Ma (2013)



# Governor Janice K. Brewer's 2010 Accomplishments

## JANUARY 11, 2010

Delivers 2010 State of the State address; announces the formation of a Governor's Jobs Cabinet, devotes \$10 million in one-time federal stimulus funds for job training, and creates the Arizona Commerce Advisory Council, to be led by Jerry Colangelo and Don Cardon, with a purpose of transforming the Arizona Department of Commerce into an engine for job creation.

## JANUARY 11, 2010

Announces Tower Automotive's commitment to locate its solar component manufacturing in Arizona and create up to 200 jobs.

## JANUARY 27, 2010

Announces Suntech Power Holdings' first U.S. manufacturing plant to be located in Goodyear, Arizona.

## APRIL 14, 2010

Unveils the Arizona Commerce Authority, replacing the Arizona Department of Commerce, adding a private sector leadership board chaired by the Governor, to enable Arizona to be more responsive to business needs and opportunities.

## MAY 11, 2010

Signs S.B. 1254 into law creating the refundable R&D tax credit for small businesses.

## JUNE 29, 2010

Praises announcement that Luke Air Force Base is the preferred location for the new F-35 Pilot Training Center as a testament to Arizona's great team effort including Glendale Mayor Elaine Scruggs, the congressional delegation, the Arizona Legislature, county officials, city and town officials, citizens, businesses and the Luke Forward campaign.

## JULY 29, 2010

Establishes by executive order the Arizona Commerce Authority, unveils its board of Arizona C-level executives, and commits \$10 million to advance Arizona's economy through the organization's targeted approach to economic development. The move starts the transition of the preexisting Arizona Department of Commerce into the new, public-private Arizona Commerce Authority.



## SEPTEMBER 11, 2012

Announces the Solar Energy Industries Association has ranked Arizona second nationally for solar systems installation. Arizona is second to only California in solar production.

## OCTOBER 1-2, 2012

Leads a delegation of representatives from the Arizona Commerce Authority and Arizona Office of Tourism to The Toronto Global Forum. The mission: to boost business investment, increase tourism and secure additional quality jobs for the citizens of Arizona.



# 2013 Accomplishments

## January 14, 2013

Delivers the 2013 State of the State address and releases her "Four Cornerstones of Reform" policy agenda for the coming year. Establishes economic competitiveness, tax reform, and education as other key focuses for the legislative session.

## February 2013

Announces the expansion of Netherlands/Luxembourg-based STEALTH Software, representing a \$2 million capital investment and the creation of 200 high-wage jobs.

## February 11, 2013

Announces, with a broad coalition of business owners and legislators, the introduction of legislation to simplify Arizona's sales tax code. The legislation will move the state to a simpler system in which business owners have a single point of contact for payment and audit.

## March 2013

Announces New York-based, ZocDoc's expansion to Scottsdale, Arizona, creating 650 new jobs.

## March 2013

Announces General Motors' expansion to Chandler, Arizona. The \$21-million facility will yield 1,000 new high-wage jobs.

## March 2013

Applauds Union Bank for selecting Tempe, Arizona, as the site for its expansion into Arizona with a new mortgage operations center employing 250 mortgage professionals.

## FEBRUARY 22, 2011

Announces plans by Gestamp Solar Steel USA to establish its U.S. headquarters in Surprise, Arizona. Construction of the solar component manufacturing facility is expected to create 300 jobs at full build-out.

## FEBRUARY 23, 2011

Announces the opening of a PayPal customer service and operations facility in Chandler, Arizona. Its expansion is expected to lead to the eventual creation of as many as 2,000 new jobs.



## MARCH 17, 2011

Celebrates the expansion of Goodrich Corporation in Phoenix, Arizona. The company currently employs approximately 680 Arizonans, and its expansion is expected to generate an additional 150 jobs.

## MARCH 17, 2011

Announces expansion of First Solar Manufacturing Company to Mesa, Arizona. First Solar, headquartered in Tempe, employs approximately 200 workers and in 2009 boasted annual sales exceeding \$2 billion.



## MARCH 29, 2011

Holds first meeting of the Arizona Commerce Authority since passage of the historic Arizona Competitiveness Package. Announces remarkable strides and successes in Arizona's aggressive push for job creation and attraction - specifically, 5,938 jobs to the state and more than \$1.2 billion in capital investment.

## JULY 7, 2011

Celebrates robust Amazon.com expansion and investment of approximately \$150 million in Arizona.

## JULY 25, 2011

Names 17 members to the Arizona Commerce Authority Board of Directors.

## OCTOBER 11, 2011

Applauds NFL owners' decision to award Super Bowl XLIX in 2015 to Arizona.



## OCTOBER 18, 2011

Announces that Arizona ranks third in the nation in terms of solar jobs, citing that the state produced more than 4,700 solar jobs over the past year.

## DECEMBER 21, 2011

Celebrates latest indication that Arizona's economic comeback is in full swing with the news that Standard and Poor's announced it upgraded to "stable" from "negative" its outlook on the state's fiscal condition as well as its certificates of participation and lease revenue debt.

# 2014 Accomplishments

## February 2, 2014

Announces Quebec, Canada-based Leclerc Foods USA investing nearly \$50 million for the expansion of its new 166,500-square-foot facility in Phoenix, Arizona, bringing more than 100 quality jobs.

## April 11, 2014

Signs S.B. 1413, which encourages new manufacturing operations to relocate or expand in Arizona by exempting state transaction privilege taxes (TPT) on electricity and natural gas consumption by businesses primarily engaged in manufacturing.

## May 30, 2014

Announces San Francisco-based Prosper Marketplace's opening of its Phoenix, Arizona, location, its first office outside of their California headquarters.

## June 4, 2014

Celebrates California-based Weebly relocation to Scottsdale, Arizona. The company plans to bring over 250 new positions to the city to support more than two million customers throughout the U.S.

## July 30, 2014

Announces Silicon Valley Bank's expansion of its facility in Tempe, Arizona, creating 250 new jobs, and committing to lend \$100 million in investment capital to Arizona's tech and life science companies over the next five years.

## October 2014

Leads a delegation of representatives from the State of Arizona and the Arizona Commerce Authority to England, Norway, Ireland, Hong Kong and China. The trip results in the announcement of a new \$1.4 billion International Financial Center planned for Tempe, Arizona.

## October 2014

Praises Infusionsoft for its Chandler, Ariz. operations expansion announcement, creating 200 new jobs and furthering product development.

## October 7, 2014

Celebrates the grand opening of GoDaddy's \$27 million Global Technology Center in Tempe, Arizona. The center will employ more than 1,100 employees.

## October 7, 2014

Announces the successful launch of the Arizona State Trade and Investment Office in Mexico City, to be led by the Arizona Commerce Authority, which creates a platform for businesses in both countries to expand their international trade and foreign direct investment opportunities.





**Jobs Announced: 45,000**  
**Capital Invested: \$5.18 Billion**



For your dedicated efforts  
and commitment to  
the State of Arizona.  
We honor you.



Janice K. Brewer  
Governor of Arizona  
January 2009 – January 2015



ARIZONA  
COMMERCE  
AUTHORITY

ARIZONA KNOW HOW. **JOIN US.**

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