



# **ARIZONA COMPETES FUND**

**FY2022 ANNUAL REPORT**

**NOVEMBER 1, 2022**

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**I. Overview**

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Pursuant to A.R.S. § 41-1545 *et seq.*, the Arizona Commerce Authority (the “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 (A.R.S. § 41-1545.02(A)(1)) and (ii) supporting and advancing programs and projects for microenterprises, rural businesses, small businesses and business development that enhance economic development (A.R.S. § 41-1545.02(A)(2)).

Pursuant to A.R.S. § 41-1545.04, the Authority is required to submit an annual report on ACF activity by November 1 of each year. This document constitutes the Authority’s annual report on ACF activity for Fiscal Year 2022 (July 1, 2021 through June 30, 2022) (“FY2022”).

**II. Grants Attracting, Expanding or Retaining Arizona Basic Enterprises – A.R.S. § 41-1545.02(A)(1)**

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**A. Grants Awarded in FY2022**

During FY2022, the Authority awarded the following two (2) ACF grants in accordance with A.R.S. § 41-1545.02(A)(1) representing a total commitment of \$1,600,000:

<b>1. Grantee</b>	<b>Commercial Metals Company</b>
Award Amount	\$1,000,000
New Jobs Commitment	186
Retained Jobs Commitment	307
Average Wage Commitment	\$70,000 for new jobs; \$58,868 for retained jobs
Health Insurance Commitment	65%
Capital Investment Commitment	\$435,400,000
<b>2. Grantee</b>	<b>Rauch North America, Inc.</b>
Award Amount	\$600,000
New Jobs Commitment	209
Average Wage Commitment	\$55,902
Health Insurance Commitment	65%
Capital Investment Commitment	\$280,000,000

**B. A.R.S. § 41-1545.02(A)(1) Grants from ACF Inception through FY2022 and Grantees’ Progress Towards Grant Commitments**

From inception of the ACF through the end of FY2022 (i.e., during Fiscal Years 2012 through 2022), the Authority has awarded 49 grants pursuant to A.R.S. § 41-1545.02(A)(1). Table 1A and Table 1B at Section VI.A and Section VI.B below, respectively, summarizes the 49 grants as well as the grantees’ progress through the end of FY2022 in respect to the job creation, average wage and capital investment commitments of the grants.

**III. Grants Supporting and Advancing Programs and Projects for Microenterprises, Rural Businesses, Small Businesses and Business Development that Enhance Economic Development – A.R.S. § 41-1545.02(A)(2)**

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**A. Grants Awarded in FY2022**

During FY2022, the Authority awarded grants in accordance with A.R.S. § 41-1545.02(A)(2) through the following four (4) programs supporting rural and small businesses:

**1. Program: Rural Economic Development Grant (“REDG”)**

**Objective:** The REDG is a competitive grant program designed to help rural Arizona communities develop infrastructure that strengthens their capacity and competitiveness for economic growth, and thereby ultimately improves economic conditions and enhances the quality of life in rural Arizona. To that end, the REDG provides grants to partially fund qualifying rural infrastructure projects that will generate private sector job creation (or retention) and capital investment, particularly in base industries. These grants are often part of long-term projects and may not result in immediate job creation.

**Awards:** No REDG awards were made in FY2022.

**2. Program: Arizona Innovation Challenge (“AIC”)**

**Objective:** The AIC is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment.

**Awards:** Aggregate AIC awards of \$1,800,000 were made in FY2022.

**Grantees:** AIC awards were made in FY2022 to the following 12 grantees:

- |                          |   |
|--------------------------|---|
| 1. Ampcera, Inc.         | 8. RVeloCITY, Inc. dba RVnGo                |
| 2. Better Agency, Inc.   | 9. SaiOx, Inc.                              |
| 3. Bluetail, Inc.        | 10. TapRoot Interventions & Solutions, Inc. |
| 4. Dorm Room Movers, LLC | 11. The Patient Company                     |
| 5. Navi Nurses, Inc.     | 12. VIVA HR, LLC                            |
| 6. Neolight, LLC         |   |
| 7. Resuture, Inc.        |   |

**3. Program: Arizona Small Business Development Center Grant (AZSBDCG)**

**Objective:** The AZSBDCG is a grant program administrated through the Arizona Small Business Development Center (SBDC) network to enhance economic development by tracking and improving business creation, location, and expansion activities for small businesses and in rural Arizona particularly. This program extends ACA’s reach throughout Arizona with a constant presence via the SBDC staff promoting state programs and resources to small businesses.

**Awards:** Aggregate AIC awards of \$335,000 were made in FY2022.

**Grantee:** Maricopa County Community Colleges

**4. Program: Arizona COVID-19 Assistance Grant (AZCAG)**

**Objective:** The AZCAG provides funds to a community engagement organization to mitigate the economic effects of the COVID-19 Virus.

**Awards:** No AZCAG awards were made in FY2022.

**B. REDG, AIC, AZSBDC, and AZCAG Grants from ACF Inception through FY2022 and Grantees' Progress Towards Grant Commitments**

From inception of the ACF through the end of FY2022, pursuant to A.R.S. § 41-1545.02(A)(2), the Authority has awarded 25 REDG, 115 AIC, 4 AZSBDCG and 1 AZCAG Grant. Table 2 and Tables 3A-3D at Sections VI.D through VI.H below, respectively, summarize each of the REDG, AIC grants, and AZSBDC grants as well as the grantees' progress through the end of FY2022.

**IV. Summary of All ACF Grants from ACF Inception through FY2022**

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Table 4 at Section VI.I below summarizes all 194 ACF grants (the 49 grants awarded pursuant to A.R.S. § 41-1545.02(A)(1) and the 145 grants awarded pursuant to A.R.S. § 41-1545.02(A)(2)) from the ACF's inception through the end of FY2022 in respect to grant awards and payments; job, wage and investment commitments; and grantee performance.

**V. Average Grant Award per Committed Job and Jobs Created per NAICS Sector**

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Pursuant to A.R.S. § 41-1545.04(A)(10), from inception of the ACF through the close of FY2022, the average ACF grant payment per created job has been \$2,563.62 (\$68,897,249 in aggregate grant payments to date divided by 26,875 aggregate jobs created by all grantees to date).

Pursuant to A.R.S. § 41-1545.04(A)(11), Table 5 at Section VI.I below reflects the number of jobs created in Arizona by ACF grant recipients in all applicable sectors of the North American Industry Classification System ("NAICS").

**VI. Tables**

**A. Table 1A: A.R.S. § 41-1545.02(A)(1) Grants through FY2022 – Grants with Performance Period or Performance Requirements Complete**

Grant Year	Grantee [1]	NAICS Code	Proposed Grant Award	Actual Grant Award	Total Job Creation Commitment	Jobs Created To-Date	Ratio of Actual-to - Committed Jobs [2]	Average Annual Wage Commitment	Average Annual Wage of Jobs Created To-Date	Capital Investment Commitment	Capital Investment Made To-Date	% of Employee Health Insurance Cost Offered [3]
Prior Years	12 Grants	Various	\$18,300,000	\$16,724,830	5,154	5,823	113%	\$70,253	\$90,304	\$826,308,333	\$1,105,952,514	N/A
Closed in 2022	Northern Trust Company	522110	\$4,000,000	\$3,100,000	1,000	717	72%	\$80,000	\$80,035	\$26,000,000	\$32,791,075	65%
Closed in 2022	Orbital ATK, Inc.	334511	\$750,000	\$750,000	155	211	136%	\$116,000	\$116,098	\$19,900,000	\$32,125,578	77%
Closed in 2022	Farmers Insurance Exchange	524126	\$500,000	\$190,460	1,188	579	49%	\$41,140	\$56,215	\$41,250,000	\$8,747,968	80%
Closed in 2022	Dot Foods, Inc.	424410	\$500,000	\$500,000	125	197	158%	\$34,000	\$60,724	\$46,000,000	\$48,198,195	88%
<b>Total/ Avg</b>	<b>16 Grants</b>		<b>\$24,050,000</b>	<b>\$21,265,290</b>	<b>7,622</b>	<b>7,527</b>	<b>99%</b>	<b>\$67,330</b>	<b>\$86,653</b>	<b>\$959,458,333</b>	<b>\$1,227,815,330</b>	

[1] Grantees have committed to create a certain number of jobs at an average wage and make a certain dollar amount of capital investment over a performance period spanning several years. Actual job creation, average wage and capital investment numbers are only listed for those grantees that have completed their respective performance periods or performance requirements. All jobs created, average wages and capital investments made, including those by grantees in their performance period, have been included in Table 4.

[2] Ratio of actual to committed jobs includes only actual jobs for those grants that have completed their performance period or performance requirements.

[3] A condition of eligibility for grants issued in accordance with A.R.S. § 41-1545.02(A)(1) is that the prospective applicant include health insurance coverage for employees and pay at least 65% of the attendant insurance premium or membership cost.

**B. Table 1B: A.R.S. § 41-1545.02(A)(1) Grants through FY2022 – Grants Rescinded**

The following grants were relinquished with no payments to the grantees.

Grant Year	Grantee [1]	NAICS Code	Proposed Grant Award	Actual Grant Award	Total Job Creation Commitment	Jobs Created To-Date	Ratio of Actual-to - Committed Jobs [2]	Average Annual Wage Commitment	Average Annual Wage of Jobs Created To-Date	Capital Investment Commitment	Capital Investment Made To-Date	% of Employee Health Insurance Cost Offered [2]
Prior Years	5 Grantees	Various	\$6,450,000	\$0	3,585	836	23%	\$62,878	\$51,767	\$53,101,000	\$40,111,437	65%
2022	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>Total/ Avg</b>	<b>5 Grants</b>		<b>\$6,450,000</b>	<b>\$0</b>	<b>3,585</b>	<b>836</b>	<b>23%</b>	<b>\$62,878</b>	<b>\$51,767</b>	<b>\$53,101,000</b>	<b>\$40,111,437</b>	

[1] Grantees have committed to create a certain number of jobs at an average wage and make a certain dollar amount of capital investment over a performance period spanning several years. All jobs created, average wages and capital investments made and reported to ACA for these rescinded grants are listed here.

[2] A condition of eligibility for grants issued in accordance with A.R.S. § 41-1545.02(A)(1) is that the prospective applicant include health insurance coverage for employees and pay at least 65% of the attendant insurance premium or membership cost.

**C. Table 1C: A.R.S. § 41-1545.02(A)(1) Grants through FY2022 – Grants Within Performance Period**

Grant Year	Grantee	NAICS Code	Proposed Grant Award	Total Job Creation Commitment	Average Annual Wage Commitment	Capital Investment Commitment	% of Employee Health Insurance Cost Offered [1]
2016	Republic Services Customer Resource Center West, LLC	562211	\$500,000	520	\$40,047	\$3,700,000	65%
2016	JDA Software Group, Inc.	551114	\$350,000	[2]	[2]	[2]	[2]
2016	ZipRecruiter, Inc.	561311	\$500,000	238	\$75,924	\$11,390,000	65%
2016	NAGRA USA, Inc.	541511	\$500,000	349	\$131,792	\$35,500,000	65%
2017	World View Enterprises	336414	\$1,000,000	298	\$56,540	\$25,200,000	65%
2017	Rogers Corporation	339900	\$900,000	190	\$75,358	\$21,690,000	65%
2017	Caterpillar Global Mining, LLC	333120	\$4,000,000	635	\$90,000	\$50,000,000	65%
2017	ADP, Inc.	561499	\$1,500,000	1,500	\$46,210	\$33,750,000	65%
2018	MUFG Union Bank, N.A.	522110	\$5,000,000	1,755	\$82,955	\$149,100,000	65%
2018	Bank of the West	522190	\$3,000,000	1,027	\$74,196	\$24,628,337	65%
2018	Benchmark Electronics, Inc.	334412	\$1,800,000	512	\$92,671	\$35,100,000	65%
2018	ZipRecruiter, Inc.	541612	\$250,000	262	\$75,924	\$15,000,000	65%
2019	Deloitte Consulting, LLP	541211	\$2,500,000	1,000	\$95,201	\$30,000,000	65%
2019	Boeing Company	336411	\$750,000	914	\$87,985	\$10,000,000	65%
2019	Atieva USA, Inc. dba Lucid Motors USA, Inc.	336111	\$5,000,000	2,185	\$42,266	\$675,000,000	65%
2019	Nationwide Mutual Insurance Company	524126	\$2,500,000	514	\$58,439	\$139,000,000	65%
2020	23andMe, Inc.	517919	\$500,000	52	\$100,000	\$18,367,000	65%
2020	Nikola Corporation	336111	\$3,500,000	2,012	\$65,000	\$1,000,000,000	65%
2020	Universal Electronics, Inc.	334310	\$500,000	131	\$103,684	\$5,414,810	65%
2020	Allstate Insurance Company	524210	\$1,000,000	2,350	\$44,889	\$26,276,060	65%
2020	NortonLifeLock, Inc.	541512	\$1,000,000	150	\$157,000	\$13,412,328	65%
2020	Choice Hotels International, Inc.	721110	\$500,000	250	\$90,473	\$25,886,500	65%
2020	Mark Anthony Brewing, Inc.	312130	\$1,250,000	250	\$42,614	\$275,000,000	65%
2021	DOT Foods, Inc.	424410	\$125,000	60	\$50,000	\$10,900,000	65%
2021	Align Technology, Inc.	339114	\$500,000	150	\$111,446	\$4,100,000	65%
2021	Viavi Solutions, Inc.	334516	\$375,000	233	\$139,820	\$96,311,609	65%
2022	Commercial Metals Company	331110	\$1,000,000	186	\$70,000	\$435,400,000	65%
2022	Rauch North America, Inc.	312111	\$600,000	209	\$55,902	\$280,000,000	65%
<b>Total/Avg</b>	<b>28 Grants</b>		<b>\$40,900,000</b>	<b>17,932</b>	<b>\$67,953</b>	<b>\$3,450,126,644</b>	

[1] A condition of eligibility for grants issued in accordance with A.R.S. § 41-1545.02(A)(1) is that the prospective applicant include health insurance coverage for employees and pay at least 65% of the attendant insurance premium or membership cost.

[2] During the 10-year period, Grantee is precluded from transferring to a location outside of Arizona more than five (5) of its 314-employee headquarter workforce in existence as of the date of the grant.

**D. Table 2: REDG Grants through FY2022 – Grants with Reporting Period Complete**

The primary goal of REDG grants is to enhance rural community’s competitiveness through reimbursement assistance for infrastructure improvements. These grants are often part of long-term projects and may not result in immediate job creation and capital investment.

Grant Year	Grantee	NAICS Code	Proposed Grant Awards	Actual Grant Awarded	Total Job Creation Commitment	Actual Jobs Created	Ratio of Actual-to-Committed Jobs	Average Annual Wage Commitment	Average Annual Wage of Jobs Created To-Date	Capital Investment Commitment	Capital Investment Made To-Date	% of Employee Health Insurance Cost Offered [3]
2012-2017	25 Grants	N/A	\$6,770,373	\$6,580,025	2,788	1,840	66%	\$34,449	\$32,068	\$389,766,227	\$201,402,000	N/A
<b>Total/ Avg</b>	<b>25 Grants</b>		<b>\$6,770,373</b>	<b>\$6,580,025</b>	<b>2,788</b>	<b>1,840</b>	<b>66%</b>	<b>\$34,449</b>	<b>\$32,068</b>	<b>\$389,766,227</b>	<b>\$201,402,000</b>	



**E. Table 3A: AIC Grants through FY2022 – Grants with Reporting Period Complete**

The AIC grant program is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment.

Grant Year	Grantee	NAICS Code	Proposed Grant Award	Actual Grant Awarded	Job Creation Estimated [1]	Jobs Created [1]	Ratio of Actual to Estimated Jobs	Average Annual Wage of Jobs Created [2]	Capital Investment Made
2012 - 2016	52 Grantees	Various	\$12,881,375	\$12,696,375	189	501	265%	\$68,441	\$11,701,574
<b>Total /Avg</b>	<b>52 Grants</b>		<b>\$12,881,375</b>	<b>\$12,696,375</b>	<b>189</b>	<b>501</b>	<b>265%</b>	<b>\$68,441</b>	<b>\$11,701,574</b>

[1] While Job Creation may be anticipated as part of the grantee’s performance milestones, job creation is often not required to fulfill the milestones.

[2] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least 3 jobs; the wage information is, however, included in the computation of the average wage of all AIC jobs created.

**F. Table 3B: AIC Grants through FY2022 – Grants Rescinded**

The following grants were relinquished with no payments to the grantees.

Grant Year	Grantee	NAICS Code	Proposed Grant Award	Actual Grant Awarded	Job Creation Estimated [1]	Jobs Created [1]	Ratio of Actual to Estimated Jobs	Average Annual Wage of Jobs Created [2]	Capital Investment Made
2012 - 2021	1 Grantee	511210	\$250,000	\$0	0	0	0%	N/A	\$0
2022	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>Total /Avg</b>	<b>1 Grant</b>		<b>\$250,000</b>	<b>\$0</b>	<b>0</b>	<b>0</b>	<b>0%</b>	<b>N/A</b>	<b>\$0</b>

[1] While Job Creation may be anticipated as part of the grantee’s performance milestones, job creation is often not required to fulfill the milestones.

[2] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least 3 jobs; the wage information is, however, included in the computation of the average wage of all AIC jobs created.

**G. Table 3C: AIC Grants through FY2022 – Grants Within Reporting Period**

Grant Year	Grantee	NAICS Code	Proposed Grant Award	Job Creation Estimated [1]
2017	Hydronalix, Inc.	336612	\$250,000	1
2017	Attribytes, Inc.	541990	\$250,000	1
2017	ClickIPO Holdings, LLC	541511	\$250,000	4
2017	Codelucida, LLC	334413	\$250,000	2
2017	Electric Torque Machines, Inc.	335312	\$250,000	0
2017	Naya Energy, LLC	541990	\$250,000	11
2018	SimpleWAN, Inc.	336612	\$250,000	1
2018	Renewology	541990	\$250,000	1
2018	Resonea, Inc.	541511	\$250,000	4
2018	GT Medical Technologies, Inc.	334413	\$250,000	2
2018	Paradox, LLC	335312	\$250,000	0
2018	Life365, Inc.	541990	\$250,000	11
2019	Breezing Company	334510	\$150,000	[2]
2019	eTrack Tech, Inc.	541512	\$150,000	[2]
2019	Innovative Climatic Technologies (Air2o), LLC	333415	\$150,000	[2]
2019	Mindset Medical, LLC	511210	\$150,000	[2]
2019	Paradigm Diagnostics, Inc.	621510	\$150,000	[2]
2019	Hyver Labs, LLC dba Persosa	511210	\$150,000	[2]
2019	Quote Countertops	541511	\$150,000	[2]
2019	Qwick, Inc.	561320	\$150,000	[2]
2019	Trainual, LLC	511210	\$150,000	[2]
2019	Virtuous Software, Inc.	511210	\$150,000	[2]
2020	Additive Implants, Inc	339113	\$150,000	[2]
2020	Admiral Instruments, LLC	334516	\$150,000	[2]
2020	AdviNOW, Inc dba AdviNOW Medical	541990	\$150,000	[2]
2020	BrightGuest Technologies, Inc.	541850	\$150,000	[2]
2020	CATS Tonometer, LLC	541700	\$150,000	[2]
2020	Digitile, LLC	423430	\$150,000	[2]
2020	Innovative Construction Technology Inc.	511210	\$150,000	[2]
2020	Lyfechannel, Inc. dba LIGHTHOUSE	541511	\$150,000	[2]
2020	Remitter USA, Inc.	511210	\$150,000	[2]
2020	SafKan, Inc.	339112	\$150,000	[2]
2020	Biosensing Instrument, Inc	334516	\$150,000	[2]
2020	Botco.ai, Inc.	511210	\$150,000	[2]
2020	Emagine Solutions Technology, LLC	541511	\$150,000	[2]
2020	Insurmi, Inc.	511210	\$150,000	[2]
2020	OralKleen LLC	423620	\$150,000	[2]
2020	OTOjOY PBC	334310	\$150,000	[2]
2020	Radpay, Inc.	522320	\$150,000	[2]
2020	Reglagene Holding Inc.	541714	\$150,000	[2]
2020	RexPay Inc.	519190	\$150,000	[2]
2020	The Surf Network, Inc.	541850	\$150,000	[2]
2021	Delta Thermal, Inc.	221116	\$150,000	[2]
2021	EnPower, Inc.	335912	\$150,000	[2]
2021	EscrowTab, Inc.	519100	\$150,000	[2]
2021	Journeyage, LLC	541511	\$150,000	[2]
2021	Neolight, LLC	339113	\$150,000	[2]
2021	Custom Club, Inc., dba Retainer Club	621210	\$150,000	[2]
2021	RVeloCity, Inc., dba RVnGo	532120	\$150,000	[2]
2021	Schola, Inc.	611710	\$150,000	[2]
2021	Sentinel Monitoring Systems, Inc.	334513	\$150,000	[2]
2021	Sylvan Source, Inc.	333415	\$150,000	[2]

2022	Ampcera, Inc.	339511	\$150,000	[2]
2022	Better Agency, Inc.	511210	\$150,000	[2]
2022	Bluetail, Inc.	541511	\$150,000	[2]
2022	Dorm Room Movers, LLC	484210	\$150,000	[2]
2022	Navi Nurses, Inc.	621610	\$150,000	[2]
2022	ReSuture, Inc.	541330	\$150,000	[2]
2022	SaiOx, Inc.	339112	\$150,000	[2]
2022	TapRoot Interventions & Solutions, Inc.	621999	\$150,000	[2]
2022	The Patient Company	339110	\$150,000	[2]
2022	VIVAHR, LLC	511210	\$150,000	[2]
<b>Total /Avg</b>	<b>62 Grants</b>		<b>\$10,500,000</b>	<b>38 [2]</b>

[1] The AIC grant program is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment. While Job Creation may be anticipated as part of the grantee's performance milestones, job creation is often not required to fulfill the milestones.

[2] 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.

**H. Table 3D: AZSBDC Grants through FY2022 – Grants with Reporting Period Complete**

The AZSBDCG is intended to help rural communities sustain economic development projects that focus on job growth and capital investment by leveraging the Small Business Development Center (SBDC) network housed in the Maricopa County Community College District (MCCCD).

Grant Year	Grantee	Proposed Grant Award	Actual Grant Award	Estimated Job Creation [1]	Actual Job Creation	Estimated Jobs Retained	Actual Jobs Retained	Estimated Sales Increase	Actual Sales Increase
2020	Maricopa County Community College District (2 grants)	\$378,750	\$370,750	686.25	807.5	247,25	1,143	\$27,600,000	\$30,995,168
2021	Maricopa County Community College District	\$335,000	\$335,000	788	1,044.5	320	3,712	\$49,200,000	\$72,629,170
2022	Maricopa County Community College District	\$335,000	\$335,000	788	1,304	320	3,301	\$49,200,000	\$93,034,340
<b>Total [2]</b>	<b>4 Grants</b>	<b>\$1,048,750</b>	<b>\$1,040,750</b>	<b>2262.25</b>	<b>3,156</b>	<b>887.25</b>	<b>8,155.5</b>	<b>\$126,000,000</b>	<b>\$196,658,678,</b>

**Table 3D- Continued**

Grant Year	Grantee	Estimated New Capital	Actual New Capital	Estimated New Business Starts	Actual New Business Starts	Projected Average Wage	Actual Average Wage [3]
2020	Maricopa County Community College District (2 grants)	\$49,440,000	\$63,813,550	269.25	294	\$34,472	\$38,228
2021	Maricopa County Community College District	\$102,063,892	\$107,989,892	270	277	\$38,397	\$26,842
2022	Maricopa County Community College District	\$102,063,892	\$182,268,475	276.5	398	\$38,397	\$38,932
<b>Total [2]</b>	<b>4 Grants</b>	<b>\$253,567,784</b>	<b>\$354,071,917</b>	<b>815.75</b>	<b>969</b>	<b>\$37,206</b>	<b>\$34,751</b>

[1] Partial jobs are indicated as a result of counting part time jobs.

[2] Jobs Created, Jobs Retained, Sales Increase, Capital Formation, New Business Starts are all validated through the regular AZ SBDC Network by clients and are anticipated to improve as a result of the AZSBDC Grants.

[3] Average wage is an estimate provided by the SBDC and is based off limited reporting by business owners.

**I. Table 4: Aggregate ACF Grant Activity through FY2022**

Grant Type	# of Grants	Aggregate Grant Awards	Aggregate Grant Payments To-Date	Job Creation Expected	Jobs Created To-Date	Average Annual Wage Expected	Average Annual Wage of Jobs Created To-Date	Capital Investment Expected	Capital Investment Made To-Date
A-1 [1]	49	\$71,400,000	\$39,270,934	29,139	20,611	\$66,318	\$89,527	\$4,462,665,977	\$4,402,079,323
REDG [2][3]	25	\$6,529,403	\$6,387,952	2,788	1,840	\$34,449	\$32,282	\$389,766,227	\$201,402,000
AIC [4][5]	115	\$23,631,375	\$22,131,363	227	959	N/A	\$59,915	N/A	\$22,580,165
AZSBDCG	4	\$1,048,750	\$957,000	2,262.25	3,156	\$37,206	\$34,751	\$253,567,784	\$354,071,917
AZCAG [6]	1	\$150,000	\$150,000	164	309	N/A	N/A	N/A	N/A
<b>Total/ Avg</b>	<b>194</b>	<b>\$102,759,528</b>	<b>\$68,897,249</b>	<b>34,580</b>	<b>26,875</b>	<b>\$61,793</b>	<b>\$77,986</b>	<b>\$5,105,999,988</b>	<b>\$4,980,133,405</b>

[1] A-1 grants refer to grants awarded in accordance with A.R.S. § 41-1545.02(A)(1).

[2] Two 2012 REDG grants were partially funded from other state funds and have been removed from previous totals. Totals in this section include only grants funded by the ACA from FY12 to the present solely pursuant to A.R.S. § 41-1545.02.

[3] The primary goal of REDG grants is to enhance a rural community's competitiveness through reimbursement assistance for infrastructure improvements. These grants are often part of long-term projects and may not result in immediate job creation.

[4] The AIC grant program is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment. While Job Creation may be anticipated as part of the grantee's performance milestones, job creation is often not required to fulfill the milestones.

[5] 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.

[6] The AZCAG was only offered in FY20 as a response to the COVID-19 Pandemic.

**J. Table 5: Jobs Created Per Grant Recipient NAICS Sector through FY2022**

NAICS Classification	A-1 Grant Jobs [1]	AIC Grant Jobs [2]	Total [3]
Manufacturing (31-33)	9,356	214	9,570
Wholesale Trade (42)	561	20	581
Transportation and Warehousing (48)	0	9	0
Information Services (51)	58	182	240
Finance and Insurance (52)	6,552	0	6,552
Real Estate Rental and Leasing (53)	292	9	292
Professional, Scientific, Technical (54)	2,240	277	2,517
Administrative and Support Services (56)	1,367	28	1,395
Education Services (61)	185	6	185
Health Care, Social Assistance (62)	0	178	178
Arts, Entertainment, Recreation (71)	0	33	33
Hotels and Motels (72)	0 [4]	0	0
Other Services (81)	0	3	3
<b>Total (13 NAICS Sectors)</b>	<b>20,611</b>	<b>959</b>	<b>21,570</b>

[1] A-1 Grant Jobs refer to jobs created pursuant to grants awarded in accordance with A.R.S. § 41-1545.02(A)(1).

[2] The AIC grant program is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment.

[3] Table 5 does not reflect jobs created under REDG grants. The direct recipients of REDG grants are governmental entities and the NAICS information of private businesses creating jobs under REDG grants is not available.

[4] Corrects data provided from amended annual reports submitted by the client.