ACA Snapshot

• Since AZ Competitiveness Package was signed in February, ACA’s business client portfolio has **increased by 350% on average per month.**

• Announcements:
  18 companies: 3,000 jobs and $150 million capital investment

• Potential Locates:
  8 companies: 2,500 jobs, 1,000 jobs retained and $150 million capital investment
  • ACA Client Portfolio
    300+ Companies; 50,000+ Jobs

• Project Type: 80% are relocation opportunities; 20% Arizona expansions

• Lead Source: 80% direct; 20% ED partners

• Geographic Distribution identified: 35% CA; 20% International

• ACA Website:
  Website translated into four languages: French, Spanish, German, Chinese
Ribbon Cutting: January 6, 2012
Technology start-ups ignite job and wealth creation

Across the state, our future is under development in garages, campuses, labs and the minds of our best entrepreneurs

The Arizona Innovation Challenge is an investment in that future
The **Arizona Innovation Challenge** is already the country’s largest monetary award for commercialization at $1.5 million.

The ACA is doubling its commitment to $3 million—$1.5 million twice per year.

Companies are awarded up to $250,000 each.
ACA will help companies scale from start-up to market domination…

**Stage 1**

**Global Incubation/Attraction of technology start-ups**
- $1.5m awarded every 6 Months
- Business plans competitively evaluated by industry experts
- Awards: $100,000-$250,000
- $500k committed to mentoring and commercialization assistance every 6 months

**Stage 2**

**Business Acceleration**
- Global marketing and export assistance
- Preparation for venture financing
- Technical assistance – continuous improvement, technology acceleration, supplier development, sustainability, workforce, etc.

**Stage 3 and beyond**

**Market Domination and Global Expansion**
- Preferential access to AZ Competes deal closing fund
- Global representation to Venture Capital resources
- Pre-commitment letter issued for institutional debt financing and lending collaborative
Technical Advisors: Advancing Capacity/Partnerships

Dr. William Harris: Science & Technology
Technical Advisors: Advancing Capacity/Partnerships

Dr. Vicki Panhuise: Aerospace
Technical Advisors:
Advancing Capacity/Partnerships

General John Regni:
Defense
Technical Advisors: Advancing Capacity/Partnerships

Andy Lombard: Innovation & Entrepreneurship
Technical Advisors: Advancing Capacity/Partnerships

Glenn Hamer: Policy Advisor
Arizona Competitiveness

Science & Technology
Dr. William Harris

Aerospace & Defense
Dr. Vicki Panhuise
General John Regni

Renewable Energy
TBD

Innovation & Entrepreneurship
Andy Lombard

Infrastructure/Connectivity/Competitiveness

- Transportation
- Business Taxes
- Inland Ports
- Regulation
- Talent/Education/Workforce
- Incentives

Business Plan Committee/All Pertinent Board Expertise