**CEO Report** 



JANUARY 11, 2012

JANUARY 23, 2012



### **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

investmentACA 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 indentified: 35% CA; 20% International

ACA Website:

Website translated into four languages: French, Spanish, German, Chinese





#### ADVANCING ENTREPRENEURS

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



Stage 2



Stage 3 and beyond

## 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

#### **Business Acceleration**

Global marketing and export assistance

Preparation for venture financing

Technical assistance – continuous improvement, technology acceleration, supplier development, sustainability, workforce, etc.

## 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 &

Techno







Dr. Vicki Panhuise:

Aerospace





# Technical Advisors: Advancing Capacity/Partnerships

General John Regni:





# Technical Advisors: Advancing Capacity/Partnerships

Andy Lombard: Innovation &

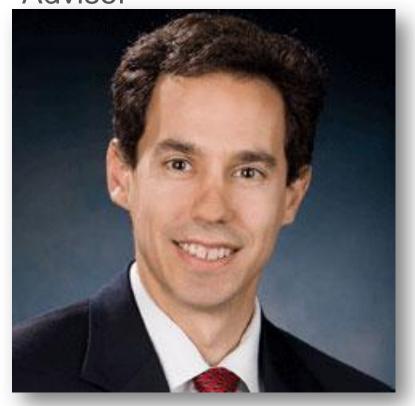
Entreprenourship





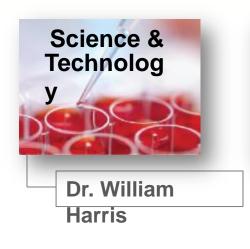


Glenn Hamer: Policy Advisor



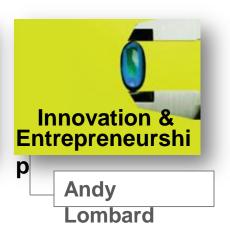


### **Arizona Competitiveness**









#### Infrastructure/ Connectivity/ Competitiveness

- Transportation
- Inland Ports
- Talent/Education/Workforce

- Business Taxes
- Regulation
- Incentives

Business Plan Committee/All Pertinent Board Expertise







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