CEO Update
January 8, 2013
FY 2013 Q2 Highlights

Client Activity

California

Rural Arizona

Innovation & Entrepreneurship

A&D Strategy
FY 2013 Q2 Client Activity

17 projects

2,048 jobs announced: 6,214 YTD
• Includes 1,250 jobs YTD in rural Arizona

$183.1 million capital investment; $681.5 YTD

Average salary approximately $49,000
FY 2013 Q2 Client Activity

Genome Identification Corp (CSI)
Pipeline: 266 Projects

### Origin
- California: 18%
- East Coast: 26%
- Mid West: 22%
- Southwest: 13%
- Canada: 8%
- Europe: 9%
- China: 2%

### Industry
- Advanced Manufacturing: 25%
- Bus., Financial Svcs: 14%
- Information Technology: 12%
- Renewable Energy: 11%
- Transportation & Warehousing: 11%
- Bioscience/Healthcare: 10%
- Aerospace & Defense: 9%
- Mining, Oil & Gas: 4%
- Other: 4%
California Strategy

Two offices fully operational

Executing long-term, two-fold strategy:

- Assist California companies looking to expand outside of the state
- Serve as in-market resource for Arizona companies expanding their supply chains

65 new contacts in the last two months

Launching a targeted branding campaign
FY 2013 Rural Grant Recipients
Continued working with the communities of northeastern Arizona to minimize the effects of the Catalyst Paper Mill closure in Snowflake, AZ.
ARIZONA, A PROVEN, RECOGNIZED LEADER IN TRAINING, TESTING AND DEVELOPING UNMANNED AIRCRAFT SYSTEMS.

THIS IS THE FUTURE.

Hands down, Arizona leads the nation when it comes to testing, training and developing unmanned aircraft systems (UAS). Arizona is home to the world’s largest UAS Training Center, Fort Huachuca - with close to 12,000 members of the military UAS trained and certified. Our test ranges accommodate small, medium and large-scale unmanned operations. Our world-class universities offer exceptional aerospace and engineering education and research. Our 350 days a year of perfect flying weather prove ideal for UAS development.

The Arizona Test Range Complex (AZTRC) represents the combination of these regional test ranges, ranges that are capable of testing all UAS in all attitudes and all types of airspace.

With more than 33,000 unmanned flight hours already integrated, no state flies higher than Arizona in UAS advancement readiness.

Join us.