

BOARD OF DIRECTORS MEETING

Public Session
March 21, 2017

The logo for the Arizona Commerce Authority features the word "ARIZONA" in a bold, white, sans-serif font. The letter "O" is replaced by a red circle containing a white silhouette of the state of Arizona. Below "ARIZONA" is the phrase "COMMERCE AUTHORITY" in a smaller, white, all-caps, sans-serif font. The entire logo is centered in the lower half of the image, which shows a night view of modern buildings reflected in water.

ARIZONA
COMMERCE AUTHORITY

PUBLIC SESSION AGENDA



- ACA Client Recognition
- Q1 – Q3 Results
- Pipeline Updates
- International Trade Programs

ACA CLIENT RECOGNITION



Raytheon



LUCID



amazon.com



Walgreens



Willis
Towers
Watson

MONSANTO



ascensus®

Varsity
Tutors



Danby

plexus
WORLDWIDE

Huhtamaki



gate|6



doubledutch

HALFPOPS








ARIZONA

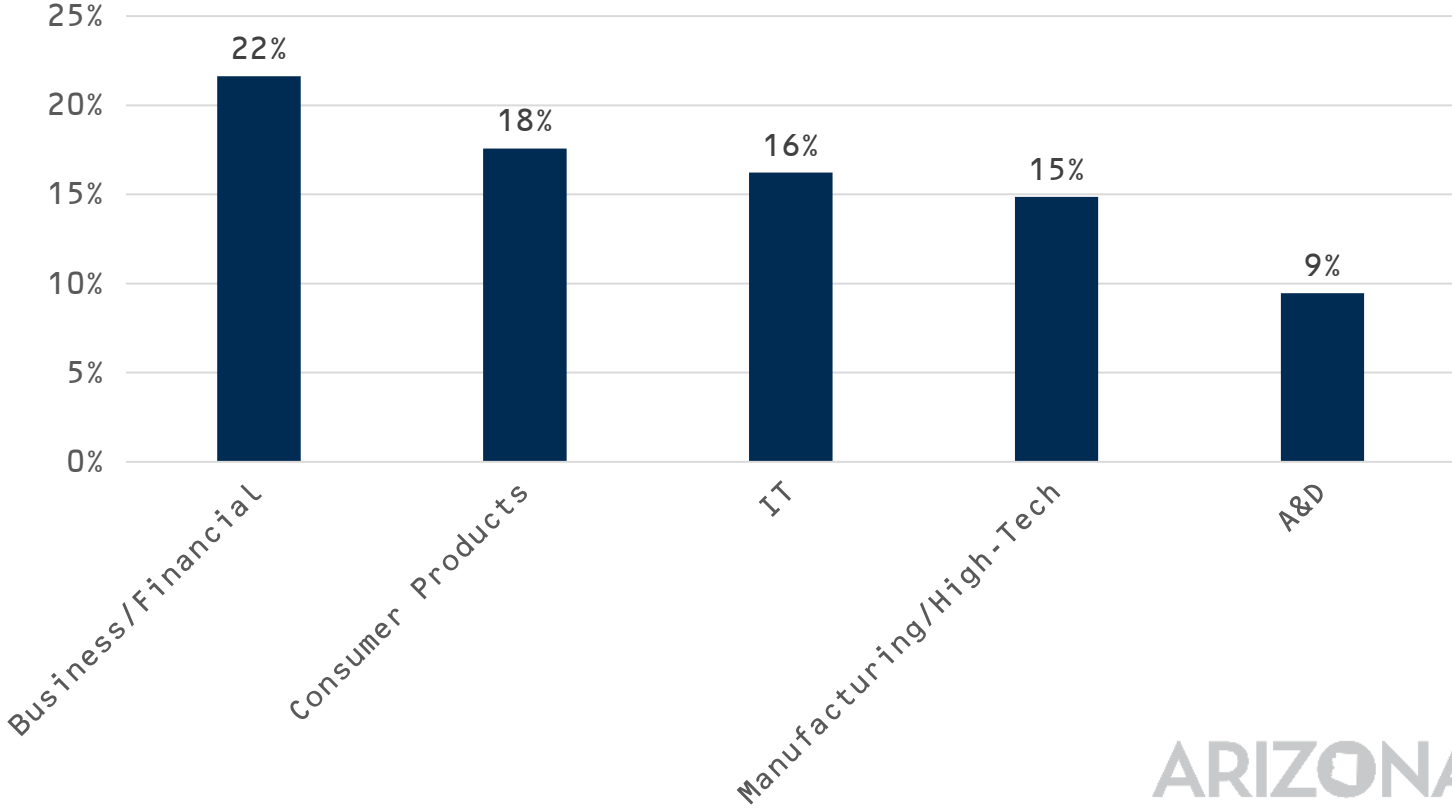
ACA FY17: Q1 – Q3 RESULTS

*76 FY17 Q1 – Q3 Projects

15,380 New Jobs
 \$2.2 Billion CapEx
 \$57,000 Average

	Southwest	4,582 jobs \$708.9 M
	California	3,090 jobs \$916.4 M
	East	2,995 jobs \$209.4 M
	Midwest	1,503 jobs \$241.1 M
	Southeast	1,475 jobs \$52 M

FY17 Q1 - Q3 Projects Won by Industry



*3 Year Numbers

CALIFORNIA RESULTS

FY17 Q1 - Q3



Top 3 Industries: Information Technology, Business & Financial Services, Manufacturing

ACA BUSINESS ATTRACTION PIPELINE

157 Opportunities | 43,598 New Jobs | \$51,844 Average Wage | \$11.58 billion in Capex

Origin



Industry

- 25% Consumer Products
- 18% Business/Financial
- 13% Traditional
- 12% IT/Software
- 11% Manufacturing
- 10% A&D
- 7% Renewable
- 4% Bio/Healthcare

ACA BUSINESS EXPANSION PIPELINE

63 Opportunities | 11,765 New Jobs | \$55,567 Average Wage | \$9.81 billion in Capex

Origin



Central AZ: 87%

- Phoenix
- Tempe
- Chandler
- Mesa



Southern AZ: 10%

- Tucson



Northern AZ: 3%

- Kingman
- Prescott

Industry

- 27% IT/Software
- 17% Manufacturing
- 14% Business/Financial
- 10% Traditional
- 10% Consumer Products
- 10% Renewable
- 6% Bio/Healthcare
- 7% A&D

CALIFORNIA PIPELINE

50 Net New California Opportunities To-Date



Top 3 Industries: Consumer Products, Business & Financial Services, IT & Software

INTERNATIONAL TRADE PROGRAMS

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ARIZONA
COMMERCE AUTHORITY

ACA INTERNATIONAL TRADE PROGRAM IMPACT



450+

Arizona small businesses assisted

30

Arizona urban & rural communities represented

\$75M+

Export revenue generated by ACA small business clients

81

Countries ACA small business clients export to

35

ACA-led trade international missions

ARIZONA

ARIZONA – MEXICO RELATIONSHIP



125+

Arizona companies assisted in trade with Mexico

25

ACA-led missions to Mexico

4

Governor-led missions to Mexico

15

Cities in Mexico currently engaged

ARIZONA – MEXICO RELATIONSHIP



TOP EXPORT MARKETS



Mexico: 37.8%



Canada: 9.4%



South Korea: 5.9%

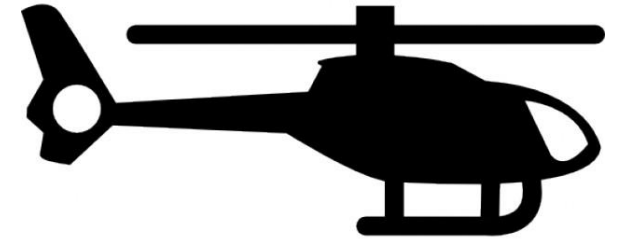
TOP EXPORT INDUSTRIES



Civilian Aircraft: 10.2%



Copper Ores & Concentrates: 7.8%



Helicopters: 4.6%

ARIZONA

COMMERCE AUTHORITY

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