

The ACA has a targeted strategy to improve Arizona's economy.



FOUNDATION

Establish programs that provide the economic development foundation for Attraction, Expansion and Creation.



ATTRACTION



EXPANSION



CREATION



JOB CREATION

Lead efforts to create **80,000** projected new jobs with a focus on high-wage target industries.



CAPITAL INVESTMENT

Attract **\$7 billion** in capital investment to Arizona.



WAGE GROWTH

Increase average wage of the jobs created to **150%** of the state's 2017 median wage.



ENTREPRENEURIAL VITALITY

Elevate Arizona to a **top-five state** as measured by entrepreneurial density, funding and connectivity



INCREASED EXPORTS

Expand export revenues across target industries by **25%** over five years.

5-YEAR GOALS
(FY18 - FY22)

ACA'S FISCAL YEAR 2019 HIGHLIGHTS – 3,034 COMPANY ENGAGEMENTS

ATTRACTION



340
opportunities

FY18	FY19
87	105

→ Projected New Jobs
→ Capital Investment
→ Wages

Metro	Rural
21,076	328
\$2.105B	\$124.1M
\$65,631	\$38,407

Results reflect projects from companies establishing new operations in Arizona as well as existing Arizona companies creating new jobs and capital investments.

EXPANSION



1,379
Arizona company engagements

FY18	FY19
172	401
420	491
94	153
131	334

The ACA's suite of business expansion programs are designed to help existing Arizona businesses grow. The Arizona Manufacturing Extension Partnership helps small and medium-sized manufacturers enhance their success. International trade assistance provides custom export counseling and programming including AZSTEP and ExporTech. Small business services include guidance on entity formation, business planning, licensing requirements and more. The Film & Digital Media program assists filmmakers, production companies and others doing creative media projects in Arizona.

CREATION



479
technology company engagements

FY18	FY19
153	106
200	373

The ACA's innovation programs are designed to help early-stage companies launch and grow in Arizona. Engagements are inclusive of Venture Ready, Pitch Perfect, ASU Venture Devils, innovation workshops and individual coaching. Application numbers represent submissions for the Arizona Innovation Challenge and Venture Madness competitions.

FINANCIAL PROGRAMS



836
new incentive applications and reports

FY18	FY19
42	29
64	121
596	684
556	623

→ Tax Credits and Abatements¹
→ Grants²

Number of Assisted Companies	Amount of Assistance
285	\$111.47M
31	\$ 15.19M
316	\$126.66M

¹Reflects tax credits, property tax reductions and sales and use tax exemptions approved under the Angel Investment, Computer Data Center, Healthy Forests, International Operations Centers, Military Reuse Zone, Qualified Facility, Quality Jobs, R&D, Renewable Energy Tax Incentives and Commercial Solar programs. Amounts are estimates based on approvals and do not reflect amounts actually claimed or legacy programs no longer open to new applicants. ²Grants approved under the Arizona Competes, Arizona Innovation Challenge, Job Training and Rural Economic Development Grant programs. Does not include the Federal STEP grant program. Dollar amounts shown are the amounts approved and do not reflect the amounts paid. Grants are paid over time upon achievement of performance milestones.

FOUNDATION



statewide, long-term economic development initiatives, including:

2018 CEO Forums: The ACA, Governor Ducey and the Arizona Zanjeros hosted two highly successful CEO Forum events in FY19, one during the Waste Management Phoenix Open, which was attended by 14 companies, and the other during the Arizona Technology Innovation Summit, which was attended by executives from five companies.

Institute for Automated Mobility: In October of 2018, Governor Ducey created the Institute for Automated Mobility (IAM), which is overseen by the ACA. IAM is a consortium of private sector companies, public officials and university research faculty who collaborate to shape the future of transportation safety, science and policy.

Rural Broadband: A Rural Broadband program was established at the ACA during FY19 to implement Arizona's Broadband Plan statewide. The plan will assist rural Arizona cities, towns and stakeholders in creating broadband strategies and submitting grant proposals to leverage a combined \$110 million in federal E-Rate funding to connect schools and libraries.

ACA'S FISCAL YEAR 2019 RESULTS

All figures represent three-year projections

	1Q	2Q	3Q	4Q	FY19 Goal	FY19 TOTALS
Projected New Jobs	5,175	6,896	2,881	6,452	16,000	21,404
Projected Capital Investment	\$750M	\$346M	\$483M	\$650M	\$1.4B	\$2.23B
Projected Wages	\$55,053	\$63,341	\$58,882	\$78,193	\$53,250	\$65,214

CUMULATIVE RESULTS TOWARDS GOALS

	Projected Jobs	Projected Capital Investment
ACA 2-YR Performance	42,531	\$4.76B
ACA 5-YR Goal	80,000 53%	\$7.0B 68%

ECONOMIC IMPACT OF ACA PERFORMANCE

Multiplier Effect Over 5 Years¹

	Direct, Indirect and Induced Jobs	Economic Output	Tax Revenue
FY18	48,213	\$30.31B	\$736M
FY19	50,162	\$34.93B	\$826M
TOTAL	98,375	\$65.24B	\$1.56B

¹Analysis performed by Elliott D. Pollack and Co. based on ACA in-puts; includes temporary construction impacts.