



ARIZONA  
COMMERCE  
AUTHORITY

WHEN IT COMES TO SUCCESS

ARIZONA  
IS ALL BUSINESS.

ARIZONA KNOW HOW. [JOIN US.](#)

- Client Activity: Q4 results, pipeline
- Manufacturing Extension Partnership (MEP)
- “Arizona Know How” Branding Campaign
- Advancing Innovation
- FY2013 year-end results



28 projects: attraction, expansion, creation

- 5,604 jobs announced
- Average wages \$47,289
- \$501.8 million capital investment



# FY2013 Q4 Client Activity



GRAND CANYON  
UNIVERSITY™



Arizona B&GC Solar Holdings

Continental Residential Investments



Northern Arizona Healthcare

# Pipeline Projects

## Pipeline:

403 Projects

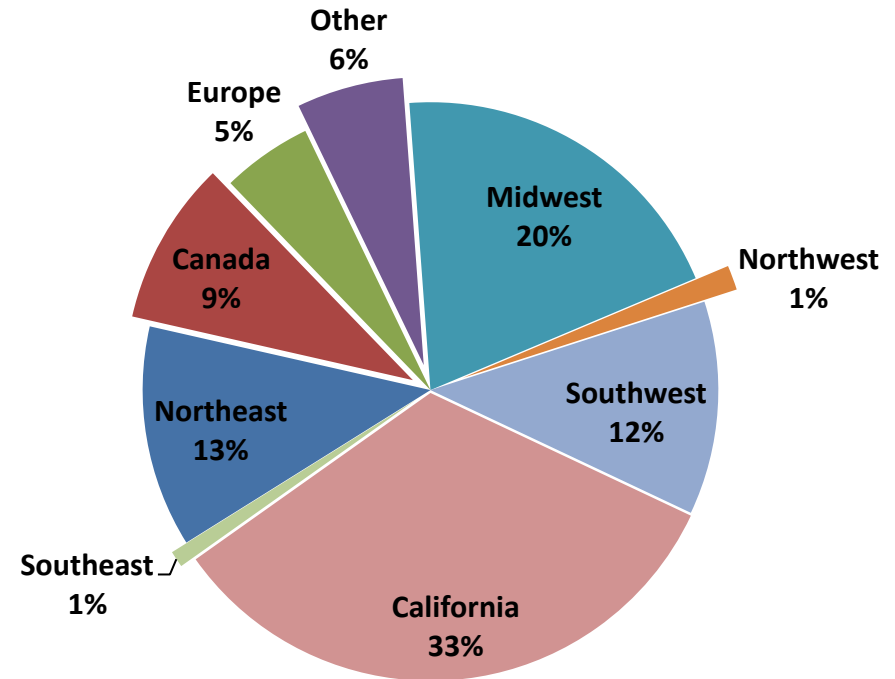
58,719 jobs

\$8.97 B in CapEx

### *Industry Segments*

<i>Industry Segments</i>	<i>% of Total</i>
Manufacturing	21%
Information Technology	14%
Aerospace & Defense	11%
Renewable Energy	8%
Consumer Products & Services	6%
Health Care	6%
Banking, Finance & Insurance	5%
Business Support Services	5%
Bioscience & Biotechnology	4%
Mining, Quarrying, Oil & Gas	2%

## Business Attraction Pipeline Origin



Supporting long-term statewide economic development:



Manufacturing Extension Partnership (MEP)

Marketing Arizona's value proposition

Advancing innovation

# Manufacturing Extension Partnership (MEP)

ACA awarded a \$5 million grant (\$1 million per year for 5 years) to launch Arizona's new Manufacturing Extension Partnership (MEP) program

MEP Center to serve as a catalyst for strengthening manufacturing in Arizona, accelerating manufacturing's ongoing transformation into a more efficient and powerful engine of innovation



# Arizona Know How Advertising

ACA executed an aggressive, multi-media branding campaign showcasing “Arizona Know How,” targeting business decision makers around the country

In Arizona, we kick the future into high gear. So do the top-level talented people moving here for unbeatable lifestyle and opportunities. Arizona is a best state for business. We're in the top tier for job growth. We have the country's largest public university graduating the best and brightest in high-demand disciplines. Arizona's undisputed top-line priority is supporting and backing business. Icons Intel, Avnet, Boeing, Mayo Clinic, Banner, General Dynamics and more thrive here. Our aggressive pro-business, tax reductions and pro-growth legislation mean record relocations and expansions. Simply put, our state leads the pack. When it comes to success, Arizona is all business.

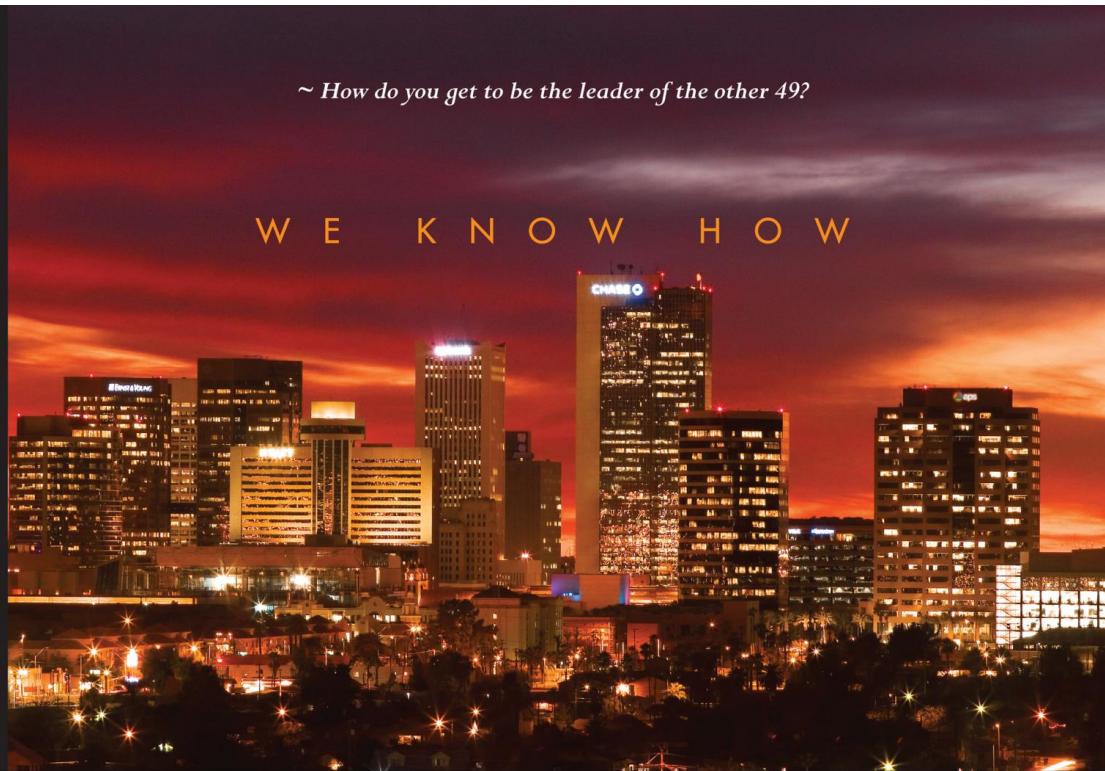
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ArizonaKnowHow.com  
800-542-5684

*~ How do you get to be the leader of the other 49?*

W E K N O W H O W



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# Arizona Know How Advertising

**Forbes**

**FORTUNE**

**Inc.**

**Bloomberg  
BusinessWeek**

**Business Journal**

THE WALL STREET JOURNAL.  
**WSJ**

**Entrepreneur**  
MAGAZINE

**FASTCOMPANY**



THE RITZ-CARLTON

 **U·S AIRWAYS**

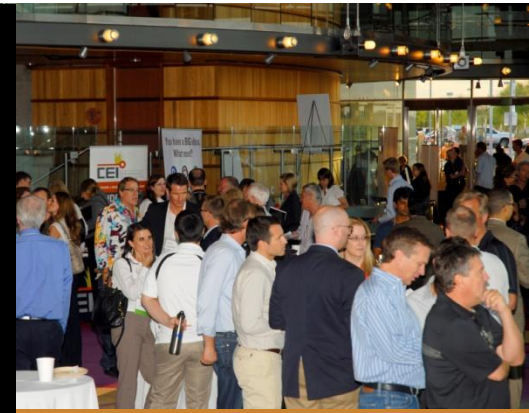
**spirit**  
SOUTHWEST AIRLINES

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## Inaugural Innovation Arizona Summit 2013:

- Partnership with MIT Enterprise Forum
- 700+ innovators and entrepreneurs
- One-day event included a variety of breakout sessions, networking opportunities and an exhibition



# Advancing Innovation

## ARIZONA | INNOVATION CHALLENGE

**gingerbread**  **shed**

 **NASSEO**

**appsFreedom**<sup>™</sup>  
*Driving Business Productivity*

 **STRONGWATCH**<sup>®</sup>

**Reply** 

 **viomics**  
discover. develop. deliver.

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104 projects: attraction, expansion, creation

- 15,262 jobs announced
- Average wages \$53,083
- \$1.253 billion capital investment



# Five-Year Economic Impact of FY2013 Results

32,261 direct, indirect & induced jobs

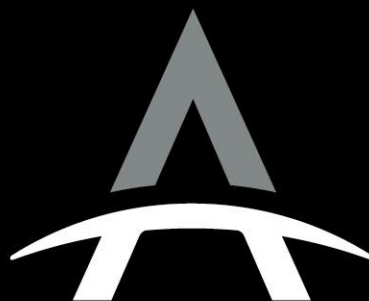
(total includes 4,747 temporary construction jobs)

\$15.73 billion economic impact

\$ 366.1 million tax revenue

(\$221.9 million state tax revenue)





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