

ANNUAL REPORT FISCAL YEAR 2020

JULY 1, 2019 – JUNE 30, 2020



CONTENTS

From the President & CEO.....	3	Strategic Initiatives	16
Arizona Commerce Authority Mission	4	Institute of Automated Mobility	
Board of Directors	5	Smart State	
Executive Summary	7	Arizona Zanjeros	
COVID-19 Pandemic Support	8	Opportunity Zones	
Business Attraction & Expansion Results	10		
Business Development	11	Workforce Development	18
Small Business Services		Arizona’s Workforce Team	
AZ Manufacturing Extension Partnership		Arizona Career Readiness Program	
International Trade		SciTech Institute	
Film & Digital Media			
Rural Economic Development.....	13	Marketing Arizona.....	20
Rural Broadband		Paid Media	
Four Forest Restoration Initiative (4FRI)		Owned Media	
		Earned Media	
		Trade Shows & Sales Missions	
Innovation & Entrepreneurship.....	14	Financial Program Reports	27
Arizona Innovation Challenge (AIC)		Audited Financial Statements	57
Venture Ready Accelerator			
UNMET Arizona			
Invest Southwest			
Tenwest Festival			

FROM THE PRESIDENT & CEO

Friends of the ACA,

When the Arizona Commerce Authority (ACA) was formed in 2011, our state had recently begun to recover from the severe recession caused by the financial crisis. One of the key areas of focus for the ACA was to diversify Arizona's economy across several high-value, tech-based industries to provide our state with greater resiliency in the event of a future downturn.

In July of 2019, at the start of the fiscal year, we could not have predicted that a global pandemic would cause that downturn in the third quarter. By early April of 2020, COVID-19 was rapidly affecting our daily lives and causing severe economic challenges worldwide.

While Arizona unquestionably felt these negative effects, our state was fortunate to be leading the nation in economic growth and momentum when the pandemic hit. As a result of our strong focus on economic diversification, Arizona now has strengths across industries including bioscience and health care, business and financial services, manufacturing, technology and innovation, and more. Exactly as we had intended, this strategy laid a foundation that has helped our state weather the storm.

At the onset of the pandemic, the ACA substantially increased the existing services and programming we provide to Arizona small businesses to help them navigate this unprecedented situation. More than 98 percent of all businesses in our state are small, so their survival and recovery are critical to our overall economic success. In addition, we ramped up the support we provide to job seekers, offering opportunities to earn new skills and certifications to help Arizonans return stronger than ever.

Our teams quickly adjusted to a new normal of working virtually and never lost focus on our core mission to grow and strengthen Arizona's economy through high-quality job creation. I'm proud that the ACA once again is reporting record-breaking results in Fiscal Year 2020. Our team worked with 133 companies that committed to creating 22,451 new Arizona jobs over the next five years at an excellent average salary of \$67,955 and investing \$14 billion into our communities.

You'll find additional information on our efforts and our accomplishments detailed in this report.

On behalf of the entire ACA team, I'd like to express our sincere appreciation for the exemplary leadership of Governor Ducey and our Board of Directors, particularly during these challenging times. We're also very grateful for the collaboration of our many statewide economic development partners. And of course, no one deserves more credit for helping move our state forward during this public health crisis than the hundreds of thousands of businesses that have shown remarkable tenacity, compassion, and commitment to serving our communities. I am confident that by continuing to work together, we'll successfully guide Arizona back to the forefront of economic growth nationwide.



My best,

A handwritten signature in black ink that reads "Swats".

Sandra Watson
Arizona Commerce Authority President & CEO

MISSION

The mission of the Arizona Commerce Authority is to grow and strengthen Arizona's economy and facilitate the creation of quality jobs for its citizens by supporting and attracting businesses in targeted, high-value base sectors throughout the state.



BUSINESS & FINANCIAL
SERVICES



ADVANCED
MANUFACTURING



AEROSPACE
& DEFENSE



BIOSCIENCE
& HEALTH CARE



FILM & DIGITAL
MEDIA



TECHNOLOGY
& INNOVATION

BOARD OF DIRECTORS

The ACA is guided by a Board of Directors, led by Governor Doug Ducey as Chairman. The Board represents an incredible collection of subject matter expertise combined with business and policy experience, all leveraged to advance the ACA's mission to strengthen the state's overall economy.

EXECUTIVE COMMITTEE MEMBERS



Governor Doug Ducey
Chairman



Brian Mueller
Co-Chairman
President and CEO
Grand Canyon University



Gary Abrams
CEO and President
Abrams Airborne
Manufacturing



Richard Adkerson
President and CEO
Freeport-McMoRan
Copper & Gold



Sandra Watson
President and CEO
Arizona Commerce Authority



Michael Bidwill
President
Arizona Cardinals



Drew Brown
Founder and
Chairman of the Board
DMB Associates, Inc.



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2018 Ex-Officio Member
President
Northern Arizona University



Dr. Michael Crow
2018 Ex-Officio Member
President
Arizona State University



Dr. Wyatt Decker
Mayo Clinic
Vice President and CEO
Mayo Clinic in Arizona



David Goldstein
President
Diamond Ventures, Inc.



Dawn Grove
2018 Ex-Officio Member
Chairperson
Arizona Workforce Council



Maria Harper-Marinick
2018 Ex-Officio Member
Chancellor
Maricopa Community College
District



Mignonne Hollis
President and CEO
Business & Tax Analyst, LLC



John Kaites
Founding Partner
Global Security Innovative
Strategies

BOARD OF DIRECTORS



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Dr. Taylor Lawrence
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Pivot Manufacturing



**House Speaker
J. D. Mesnard**
2018 Ex-Officio Member
Arizona House of
Representatives



William Pilcher
CEO
USI Insurance Services, LLC



Dr. Robert Robbins
2018 Ex-Officio Member
President
University of Arizona



Donald Slager
President and CEO
Republic Services, Inc.



Supervisor Anthony Smith
President
County Board of Supervisors
Association



Kimberly Smith
Vice President
Attack Helicopter Programs
The Boeing Company



Victor Smith
President and Owner
JV Farms

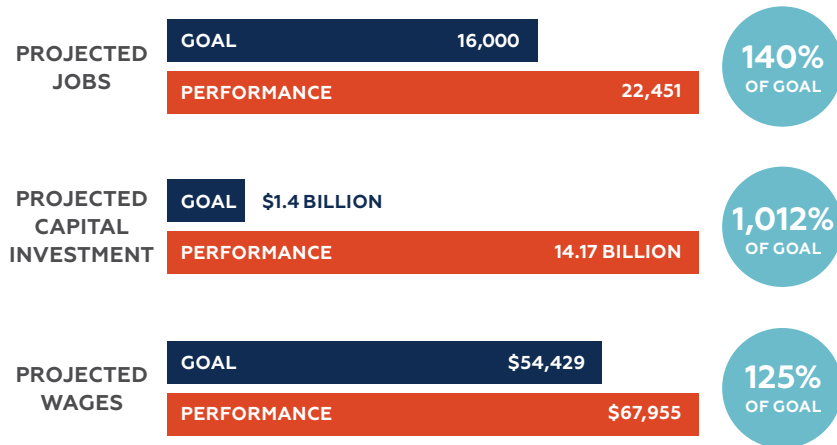


Mayor Jay Tibshraeny
2018 Ex-Officio Member
President
League of Arizona
Cities and Towns



**Senate President
Steve Yarbrough**
2018 Ex-Officio Member
Arizona Senate

EXECUTIVE SUMMARY



74,594
direct, indirect and
induced jobs

\$44.8B
economic
output

\$1.04B
tax
revenue

4,132
engagements with small,
medium, and large businesses



372 engagements providing
technical assistance to rural
Arizona communities



195 Arizona small businesses
assisted in exporting to
42 countries



3 Arizona State Trade &
Investment Offices Launched
in Tel Aviv, Guanajuato &
Chihuahua



164 Arizona companies assisted by
the ACA's Arizona State Trade &
Investment Offices in Mexico City,
Guanajuato, Chihuahua, and Tel Aviv



233 Arizona film & digital
media productions assisted



\$162.7M in funding raised by
Arizona Innovation Challenge
portfolio companies



58 Arizona companies received
workforce development assistance
to fill 9,489 jobs



909 full Arizona Career
Readiness Credentials issued

COVID-19 PANDEMIC SUPPORT

During Q4 of FY 2020, as COVID-19 grew into a global public health crisis, the ACA launched a suite of new programs and services designed to connect small businesses and workers with resources to help them navigate the pandemic.

Arizona COVID-19 Business Resources Website

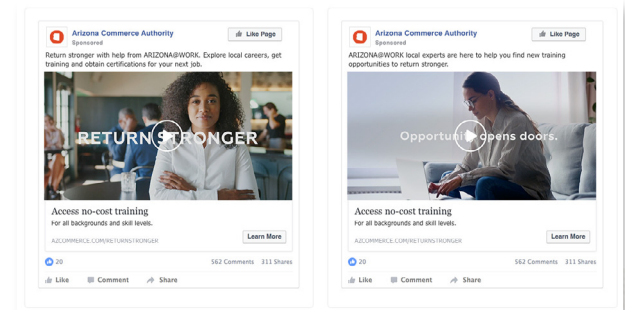
- **97,979** COVID-19 Resources website visits
- **3,357** Paycheck Protection Program loan calculator uses

Arizona Together Marketing Campaign

- Integrated campaign with messaging delivered via TV, print, digital, and social media.
- **10.8** million TV impressions earned via 8,360 spots aired in a two-week period.
- **21** million digital media impressions
- **378,500** impressions and **25,390** direct engagements generated via social media

Return Stronger Upskilling Initiative

- **69,453** Return Stronger Upskilling website visits
- **7,522** Arizonans requested info on training and career counseling
- **9.4** million traditional media impressions
- **10.4** million digital media impressions



The ACA's Arizona Manufacturing Extension Partnership (AZMEP) program provided services to Arizona companies in switching production lines to produce PPE and cleaning supplies during the pandemic. A key success story is the collaboration with FABRIC Tempe, a fashion incubator focused on micromanufacturing. The AZMEP team designed a lean manufacturing production line layout for making reusable isolation gowns, helped to qualify subcontractors, provided staffing assistance, and assisted with data analysis of raw materials, purchase orders, and production outputs. In under four months, FABRIC produced **80,000** gowns. Because the gowns can be washed, they are equivalent to 8,000,000 disposable gowns—more cost effective and environmentally-friendly. In addition, FABRIC, AZMEP, W. L. Gore, and the Arizona National Guard worked together to deliver **450** gowns to Flagstaff Medical Center and **750** gowns to the Native American reservations.

COVID-19 PANDEMIC SUPPORT

Small Business Boot Camp & Resource Collective

→ **2,680** Arizona small business representatives served in a two-month period

Entrepreneurs' Office Hours

→ **448** founders and entrepreneurial ecosystem stakeholders attended

SBA Financial Programs

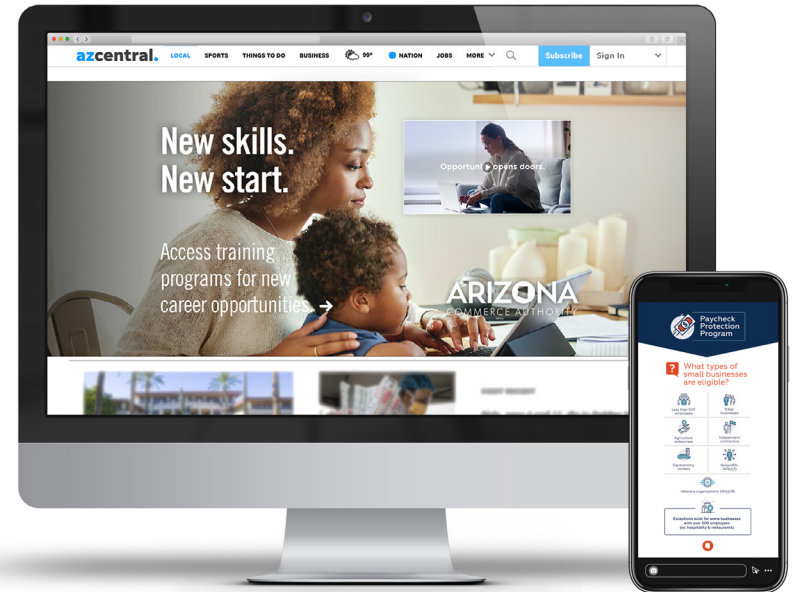
→ **85,771** PPP loans have been approved in Arizona, representing \$8.68 billion.

→ **60,111** EIDL loans have been approved in Arizona, representing \$3.16 billion.

→ **93,559** Arizona small businesses have received the EIDL emergency advance funds, representing \$328.8 million.

Arizona Coronavirus Relief Fund

In addition to participating on the grantee selection committee, the ACA provided operational support in raising over **\$8.6 million** in contributions and making **\$7.805 million** in grants during FY 2020.



Honeywell converted its Phoenix Engines Plant to manufacture vital N95 masks to keep medical staff and first responders safe, and anticipated hiring 1,500 workers. The ACA's Arizona Workforce program worked with Honeywell's Talent Acquisition team to rapidly recruit **450** assemblers and **50** supervisors to launch the facility. With ARIZONA@WORK City of Phoenix, the company's HR subcontractor was assisted in executing virtual job forums held twice each week as part of a robust recruitment plan to rapidly identify candidates for the assembly positions. All positions were filled, and Honeywell in mid-June announced expanding the operation to add an additional 400 jobs.

BUSINESS ATTRACTION & EXPANSION RESULTS

FISCAL YEAR 2020 CLIENTS AND TOTALS

COMPANY • 1ST QUARTER	133 PROJECTS	\$14.17B CAPITAL INVESTMENT*	COMPANY • 4TH QUARTER
Able Aerospace Services, Inc.	22,451 PROJECTED NEW JOBS*	\$67,955 AVERAGE SALARY*	5280 Technologies, Ltd
Acronis, Inc.			Applied Materials, Inc.
Advanced Materials Technologies, LLC			Arctic Slope Regional Corporation
ArmorWorks Enterprise, Inc.			Atlis Motor Vehicles, Inc.
CAVU Aerospace			Bell Bank-Arizona
Cognizant Technology Solutions			BioPlexus, LLC
Corning Gilbert, Inc.			Colliers International
Dansons			EPA USA, Inc.
Deliver-EZ, LLC			Georgia-Pacific, LLC
Diversified Environmental Catalysts			Infinitus Systems
Drake Equipment of Arizona			Leslie's Poolmart
Fountain Hills Medical Center			Monogram Aerospace Fasteners
Fresenius Management Services, Inc.			Morgan Stanley
Hopebridge			Northrop Grumman
InsulTech			PharmaComplete
LPL Financial Holdings, Inc.			Phat Scooters
Microsoft			Planful, Inc.
MindBody, Inc.			PowerTrak Grow
NewRez, LLC			Progressive Insurance
Offerpad, LLC			Real Water Company
Opendoor Labs, Inc.			Sequent Software, Inc.
Paladin Data Corporation			Taronis Technologies
Piana Nonwovens, LLC			The Original ScrapBox
RechSand			Thermal-Vac Technology, Inc.
Rinchem			TSMC
Scientific Technologies Corporation			VeriFone Systems, Inc.
Simpleview, LLC			Virtra, Inc.
Speedway Motors			Vizihealth Solutions, Inc.
State Farm			WebPT, Inc.
TTEC			WeTravel, Inc.
TYR Tactical, LLC			Zoom Video Communications
Udpike Distribution Logistics, LLC			
Urbix Resources, LLC			
Verdigris Holdings, Inc.			
Vital Pharmaceuticals, Inc.			
WageWorks			
Z-Modular, LLC			
COMPANY • 2ND QUARTER	COMPANY • 3RD QUARTER		
AdviNow Medical	Akos MD, LLC		
Alicat Scientific	Amphenol Corporation		
BlueOptima	Ball Corporation-		
Competitive Engineering, Inc.	Cardinal CG Company		
Distant Focus Corporation	Cirrus Aircraft		
Dot Foods	Clarivate Analytics		
Farmers Insurance	Copper Springs East		
FrontApp, Inc.	CP Technologies		
H.E.R.O.S., Inc.	Deloitte Tax LLP		
Harkins Theatres	EmergeTMS		
Hawaiian Airlines	Exeter Finance Corporation		
Hawkstone Mining, Ltd	J&R Pearce Ready Mix		
HonorHealth	MedicusTek USA		
Instawork	Mercury Systems, Inc.		
Koligo Therapeutics	Nacero		
Makespace, LLC	Open Loop Energy		
Mark Anthony Brewing	Perfection Industrial Finishing		
NortonLifeLock, Inc.	Pilgrim Aerospace Fasteners a Division of Pilgrim Screw Corporation		
Raytheon Missile Systems	Power Home Remodeling		
Razor Edge Games, LLC	Prowire USA		
SAP	PVB Fabrications		
Silicon Valley Bank	Red Bull North America		
SMS Assist	Root Insurance		
Sumitomo Chemical Advanced Technologies	Sendoso		
Tenet Healthcare Corp. (Abrazo Community Health Network)	SenesTech, Inc.		
Usher Precision Manufacturing, Inc.	Silao Foods Tortilleria		
Verra Mobility	Stream Logistics, LLC		
Wild Tonic	Tenet Healthcare Corp. (Abrazo Community Health Network)		
WinCup	Thredup		
	Toyota Financial Services		

* Three-year projections

BUSINESS DEVELOPMENT

The ACA is proud to support the growth of Arizona businesses of all sizes and across all industries through a robust suite of programs.

Small Business Services

During FY 2020, in addition to robust pandemic support provided through one-to-one consulting and the Boot Camp series, the Small Business Services team achieved the following results:

231,370

Unique Page Views
Small Business Resources Pages

35,508

Unique Page Views
Small Business Checklist Tool

484

Inquiries Answered

60

Arizona Small Business Development
Center Network Meetings

Arizona Manufacturing Extension Partnership (AZMEP)

The ACA's AZMEP provides consulting services to Arizona's manufacturers across the state and within all industries, with a mission "to make every Arizona manufacturer the most successful business it can be." This mission became even more critical during FY 2020 as many Arizona manufacturers pivoted their operations to make products to aid in the fight against COVID-19, such as masks and hand sanitizer.

During FY 2020, through 364 engagements with small- and medium-sized Arizona manufacturers, the following successes were reported by AZMEP clients:

683

New Jobs Created

\$44.2M

In New Capital Investments

\$49.7M

In Sales Revenue
Generated & Retained

\$8.9M

In Cost Savings

In addition, the U.S. Department of Commerce and NIST have approved an additional \$100,000 in federal funding for the AZMEP which will help expand resources available through the program to small and medium-sized manufacturers in Arizona.



The AZMEP program was very proud to be selected this year to participate as one of only 10 states in the Strengthening Your State's Manufacturers Policy Academy, a federal initiative designed to help states achieve their manufacturing industry goals.



BUSINESS DEVELOPMENT

International Trade



The ACA expanded its international presence during FY 2020 with the opening of three new trade offices in Tel Aviv, Israel; Guanajuato, Mexico; and Chihuahua, Mexico.

In November, following Governor Ducey's announcement of the Israel office, the ACA was proud to lead a bipartisan delegation of **18** Arizona lawmakers, organized in partnership with the Arizona-Israel Technology Alliance and the Arizona Chamber of Commerce & Industry, to Tel Aviv and Jerusalem. A welcome reception in the new office space was attended by more than 100 people and featured remarks from the ACA, Arizona lawmakers, and Member of Knesset and former venture capitalist Izhar Shay. During the trip, **20** meetings were held with emerging technology companies and venture capital funds.

In January, the ACA participated in an Arizona delegation trip to Guanajuato, Mexico to enhance cross-border collaboration with **9** Arizona lawmakers. A roundtable with local businesses, economic development leaders and government officials was held to discuss opportunities for increased trade and investment.

During FY 2020, the Arizona State Trade & Investment Offices in Mexico City, Guanajuato, and Chihuahua, which have a dual mission to help Arizona companies export their products and services into the Mexican market and to attract investment in Arizona by enterprises in Mexico, assisted **164** Arizona businesses.

The ExporTech Boot Camp and the Arizona State Trade Expansion Program assist companies in developing export plans and support companies that want to begin exporting globally. During FY 2020, these programs supported **195** Arizona companies in exporting to **42** countries. Five Arizona companies graduated from the ExporTech Boot Camp this year:

- ➔ Adesse - Scottsdale
- ➔ Chaco Flaco - Tempe
- ➔ QuarterCircle 10 - Tucson

- ➔ Capital Weld - Gilbert
- ➔ El Hefe - Peoria

Film & Digital Media

The ACA's Film & Digital Media Program supports the development of the visual arts industry in Arizona by providing direct assistance to filmmakers and production companies, with services ranging from location scouting and permitting to equipment and crew recommendations.



During FY 2020, **233** film and digital media projects being filmed in Arizona were assisted, ranging from independent feature films to music videos to commercials, TV episodes, documentaries and more.

The ACA offers two unique programs to support the industry in Arizona:

- ➔ The Reel Savings Industry Discounts Program enables private sector businesses in hospitality, restaurant, transportation, fashion, and other service industries to support productions filming in Arizona by offering discounts or rebates. Several new vendors joined the program during FY 2020, increasing the total participating companies in the program to **268**.
- ➔ The Film Resource Coordinators (FRC) Program plays a vital role in advancing film projects by leveraging key people who have an in-depth knowledge of their Arizona communities and can tap into their networks to help production crews navigate items including securing appropriate permits in a timely fashion and providing guidance on great locations. The program now includes **67** FRCs, with representatives in all **15** Arizona counties.

RURAL ECONOMIC DEVELOPMENT

Fostering the growth of the economy throughout rural Arizona continues to be a foundational priority for the ACA. During FY 2020, the ACA provided technical assistance, leadership and guidance on economic development strategies, business development support, statewide connectivity, and more through **372** unique engagements with rural Arizona community stakeholders.



\$1 million in economic strengths program grant dollars were awarded to the City of San Luis, the Town of Taylor, and Pinal County to advance public transportation infrastructure projects.

Rural Broadband

Accelerating the deployment of broadband connectivity throughout rural Arizona to drive increased economic growth and enhance quality of life is a key priority for the ACA. During FY 2020, the Arizona State Broadband Office, housed at the ACA, administered \$3 million in development and planning grants to three companies—Sparklight, Mohave Electric Co-Op, and Comnet—and four municipalities—Coconino County, Gila County, Town of Springerville, City of St. Johns—to enhance broadband connectivity statewide. The ACA also facilitated the creation of a Broadband Action Team in the Yuma area, consisting of representatives from the ACA, City of Yuma, Yuma County, Greater Yuma Economic Development agency and the University of Arizona. In addition, technical assistance provided by the ACA to the City of Kingman resulted in a successful application of a \$1.6M USDA ReConnect Grant award awarded to the city for broadband deployment.

Four Forest Restoration Initiative (4FRI)

The Four Forest Restoration Initiative (4FRI) is an ambitious collaborative effort designed to restore natural forest structure and function to the ponderosa pine forests of Northern Arizona. The initiative area stretches from the South Rim of the Grand Canyon across the Mogollon Rim to the White Mountains in the east. It covers 2.4 million acres in the Apache-Sitgreaves, Coconino, Kaibab and Tonto National Forests. Currently, these forests are overgrown with thickets of unhealthy trees that put the region at potential risk of an unnaturally severe wildfire. During FY 202, the ACA, Salt River Project, the U.S. Bureau of Reclamation and the Arizona State Department of Forestry and Fire are working in conjunction with the USDA Forest Service to help launch the Four Forest Restoration Initiative's second Request for Proposals (RFP), with the goal of bringing one or more large-scale, long-term mechanical thinning contracts to northern Arizona.



In March, the ACA was proud to serve on the mentor team and judging panel for the second annual Verde Valley Regional Economic Organization's Pioneer Pitch competition, attended by **80** people and during which **20** small rural Arizona businesses presented their business plans.

INNOVATION & ENTREPRENEURSHIP

Partnering with entrepreneurs to help them create new businesses and commercialize new technologies is a core part of the ACA's three-pronged mission.



Two new resources were launched by the Arizona Technology Council in partnership with the ACA: AZ TechBase, a database of tech companies in Arizona, and AZ TechCast, a new podcast series highlighting Arizona success stories.

Arizona Innovation Challenge

The ACA's flagship innovation program supports Arizona startups in commercializing their technologies. Up to ten companies are selected to join the portfolio in each round and are required to complete the Venture Ready Accelerator program, a rigorous process designed to provide mentorship and training as they continue to scale. The 2019 round of the AIC received 80 applications. Following three rounds of judging during which 30 semifinalists and 15 finalists were chosen, 10 early-stage Arizona companies were selected as awardees:

- **Biosensing Instrument**, A Tempe-based biotech company that has created an optical-based technology device, the SPRm 200, a unique tool that enables measurements directly on a single cell which leads to shorter drug development time and reduced costs.
- **Botco.ai**, a Scottsdale-based intelligent chat platform, powered by artificial intelligence, that helps businesses close deals faster by being always available to answer questions from prospective customers.
- **Emagine Solutions Technology**, a Tucson-based ultrasound platform that fits in the palm of a doctor's hand and is approximately 90% less expensive than a cart ultrasound.

→ **Insurmi**, a Phoenix-based white-labeled digital engagement platform that helps insurers better engage consumers looking to purchase coverage, make a claim, and receive customer support online using conversational artificial intelligence.

→ **Oralkleen**, a Scottsdale-based electric toothbrush designed specifically to address the increasing incidence rate of ventilator acquired pneumonia within hospitals and acute care facilities.

→ **OTOJOY**, a Scottsdale-based maker of hearing loop systems that help people with and without hearing loss hear more clearly. Unlike traditional loudspeaker systems, the technology bypasses room acoustics and extraneous noises to create better listening experiences.

→ **Radpay**, a Phoenix-based provider of a more simple, cost-effective solution for merchants to accept card payments, which can increase the net profit margins by 40% to 200%.

→ **Reglagene**, a Tucson-based developer of pharmaceuticals that regain control of genes hijacked by cancer, as well as primary cancer treatments that make the effect of existing therapies more durable.

→ **RexPay**, a Phoenix-based mobile app that helps patients understand, manage, and pay all medical bills in one place.

→ **The Surf Network**, a Tempe-based software platform for media and advertising distribution in the out-of-home category.

INNOVATION & ENTREPRENEURSHIP

Venture Ready Accelerator

The Venture Ready Accelerator program connects Arizona talent with rich resources, partnering an entrepreneur with a seasoned CEO to coach them through a series of five rigorous panels over a 12-month period, resulting in a stronger business model. During FY 2020, the inaugural Venture Ready Accelerator Graduation Showcase pitch competition was held during the DesTechAZ event, featuring **8** Arizona Innovation Challenge portfolio companies and attended by over **200** members of Arizona's entrepreneurial ecosystem as well as special guest Steve Wozniak. Trainual, which joined the portfolio in 2018, was named Most Promising Startup.

Invest Southwest

In partnership with the ACA, Invest Southwest provides programming to connect investors to the most promising startups in Arizona, including its signature event, the Venture Madness pitch competition. During FY 2020, 58 Venture Madness applications were received. The competition culminated in a two-day event attended by more than 220 entrepreneurs, startups, venture capitalists, and angel investors. The event featured 26 early-stage technology companies pitching in four tracks including Tech, Consumer Products, SaaS and Medical Device. The following six companies were named as winners in their respective categories:

- ➔ **Tech: CIRQ+**
- ➔ **Consumer Products: AdWallet**
- ➔ **SaaS: Televeda**
- ➔ **Medical Device: Additive Implants**

UNMET Arizona

The ACA was proud to form a new partnership in FY 2020 with Stout Street Capital to present the UNMET Conference series in Arizona. UNMET helps bring high-growth tech startups in underserved markets together with investors to increase access to capital. Due to the pandemic, the inaugural event was hosted virtually. 115 companies, approximately half of which are from Arizona, pitched to more than 200 venture capital firms.

TENWEST Festival

The ACA continued its presenting sponsorship of the TENWEST Festival in FY 2020, which brings together the entrepreneurial, business, and creative communities for ten days of events. Welcome remarks were provided during the VIP kickoff event, attended by more than 200 people, and the Bridge Builders UnConference, attended by 100 business and community leaders who discussed ideas for advancing southern Arizona's innovation ecosystem. The ACA also served as the moderator for the IdeaFunding Pitch Competition during which 5 early-stage companies pitched to a panel of judges before an audience of 350 attendees. In addition, the ACA served on a panel on startup funding, attended by 30 entrepreneurs, and participated in the Creative Conference: Momentum 2.0 event highlighting Arizona's recent momentum in the film & digital media industries, attended by nearly 250 people.



During FY 2020, Tucson was ranked the #1 market in the nation for growing tech companies in CBRE's 2019 Scoring Tech Talent Survey! Tucson has experienced 90 percent growth in tech jobs, accompanied by a 29 percent growth in tech wages, which is also the highest among the top 25 cities in the survey.

STRATEGIC INITIATIVES

The ACA continues to think outside the box of traditional economic development practices and pursues strategic initiatives to achieve our mission.

Institute of Automated Mobility (IAM)

During FY 2020 the ACA was very pleased to welcome State Farm, the nation's largest auto insurer, as the newest IAM member, which was announced by Governor Ducey during the DesTechAZ event. The Maricopa County Department of Transportation also joined as a member. The IAM team launched its first test project in Anthem, featuring equipment enabling the monitoring of automated vehicle safety behavior on the roadways. In addition, IAM organized a three-day summit, the first of its kind in the nation, highlighting automated vehicle deployments in Arizona to a multi-state delegation of transportation officials from Nevada, Utah, Delaware, Georgia, Florida, Missouri, Washington and Kansas along with leadership from the USDOT and AASHTO, the national association of highway transportation officials.



The IAM whitepaper on performance metrics submitted to the Society of Automotive Engineers (SAE) was selected for publication in the prestigious SAE International Journal of Advances and Current Practices in Mobility and was recognized as one of the best papers presented this year.



The ACA finalized Memorandums of Understanding this year which establish formal partnerships between The Connective Smart Region Consortium and the Southern Arizona Smart Region, which provide an operational framework enabling the ACA and Arizona to effectively accelerate scalable technology solutions statewide.

Smart State

The ACA continued to advance Arizona's leadership in smart state technologies in FY 2020. During the Smart Region Summit, presented in partnership with ASU and focused on the application of new technologies, systems, and strategies for the cities of the future, The Connective Smart Region Consortium was officially launched. The effort is designed to enable the development of the nation's largest and most connected smart region in Greater Phoenix.



STRATEGIC INITIATIVES



Arizona Zanjeros

The Arizona Zanjeros, a business leadership group consisting of members appointed by Governor Ducey, continue to be a strong partner in the ACA's economic development efforts. During FY 2020, the ACA, Governor Ducey and the Arizona Zanjeros hosted a highly successful CEO Forum event during the Waste Management Phoenix Open, attended by 15 companies from around the U.S., resulting in several project wins to-date.

Arizona Opportunity Zones & Opportunity Funds

During FY 2020, the ACA's Arizona Opportunity Zone Network online platform, which helps users connect with experts, explore funds, share info on projects, and find investments, received **332** total search queries and **97** information submissions including investment opportunities and investor, expert, and fund information.

Several key events also helped advance Opportunity Zone projects in Arizona. In February, the ACA hosted a half-day Opportunity Zone Forum in Phoenix to provide an overview of final regulations from the U.S. Treasury, discuss qualifying investments and highlight current projects, attended by more than **100** landowners, developers, real estate executives, attorneys, nonprofits and economic developers. In March, the ACA was honored to present on Arizona Opportunity Zones at an Opportunity, Revitalization and Entrepreneurship Summit in Maryvale, hosted by the White House with nearly **100** business and community leaders in attendance.



Novogradac, a national accounting firm that tracks Opportunity Funds (OF), announced that as of August 2020 more than \$535 million in OF capital was destined for Arizona's Opportunity Zones, with more than two dozen known deals in Arizona. That ranks Arizona #4 among all U.S. states for attracting OF capital.

WORKFORCE DEVELOPMENT

Ensuring Arizona employers have access to a pipeline of talent with the skills they require is a critical part of the ACA's mission to advance economic success.

Arizona's Workforce Team

Arizona's comprehensive workforce solutions include a team of strategic, resourceful and knowledgeable Workforce Strategy Consultants, part of the Arizona Office of Economic Opportunity (OEO), ready to meet businesses workforce needs. The team facilitates meaningful connections, closes skill gaps and prepares workers for next-gen jobs by:

- Connecting businesses with industry-specific talent development and delivery programs.
- Collaborating with educators, job seekers, industry partners and community leaders to facilitate meaningful talent-employer connections.
- Create customized training solutions for current and new employees to accelerate skill dexterity.

During FY 2020, the team assisted 58 companies and anticipated filling a total of 9,489 Arizona jobs.

A new partnership between Intel, Maricopa County Community College District and the ACA was formed this year, to create the first Artificial Intelligence (AI) degree and certificate program in the nation. As a leading hub for next-gen technologies, this ensures companies will have access to highly-skilled talent—a vital factor in our continued economic competitiveness. The ACA will provide workforce development and marketing services for the program. Arizona is projected to see 21,535 AI employment opportunities in 2020, six percent above the national average.

The ACA and ARIZONA@WORK Pinal County worked with Lucid Motors to execute a phased hiring plan that consists of 2,000 total positions for its electric vehicle manufacturing facility in Casa Grande. Leveraging Arizona's statewide workforce system resources, the team established and executed a recruitment strategy that led to recruiting 1,657 applicants. Candidates were screened and selected for pre-interview assessments, with 398 qualifying to move on to full interviews. This initial round resulted in Lucid hiring 75 individuals and pre-selected 51 for future job offers as it advances production in Casa Grande.

Arizona Career Readiness Program

Developed in collaboration with employers, the Arizona Career Readiness Program (ACRP) enhances the labor pool by equipping and certifying jobseekers with the foundational academic and professional skills that employers value. In June, ACRP transitioned to a fully virtual system to better serve the needs of statewide job seekers. The result is better access, quicker account generation, and a process to participate in the proctored assessments via video conferencing. This implementation now brings program access to residents served by all of the state's 12 local workforce areas. From July 2019 through June 2020:

- 19,416 hours logged on the e-learning platform
- 15,684 eBadges were earned by Arizona job seekers, indicating a measurable skill gain in a content area
- 909 Arizona Career Readiness Credentials earned
- 95% pass rate

SciTech Institute

The 2020 Arizona STEM & Innovation Summit, the Festival's kickoff event, was held in September of 2019. Over **900** educators, community leaders, STEM professionals, Chief Science Officers, parents, and students were engaged in more than **46** sessions and **65** interactive tables. In early 2020, the Festival was significantly impacted by the COVID-19 pandemic, however **41** events were held in **20** Arizona communities that reached more than **100,000** people. Many of the collaborators moved their events online. To ensure continued engagement, a portal containing over 200 digital STEM education resources for students and a STEM Community Lunchtime Conversation series were launched.



The SciTech Institute's Chief Science Officers (CSO) Program, a national model for 6-12th grade youth development and STEM engagement, also shifted largely to an online engagement model as a result of the pandemic. The 854 CSOs nationally and internationally continued to collaborate with their peers and hold events virtually.

In FY 2020, SciTech Institute led the Arizona Advanced Manufacturing Coalition's (AAMC) initiatives, in partnership with other ACA programs and Boeing, and in collaboration with the AAMC partners. Key activities and results included:

- ➔ Began development of a comprehensive website as a "front door" to Arizona advanced manufacturing career information.
- ➔ Launched a monthly advanced manufacturing e-newsletter to enhance, promote career paths, and showcase businesses.
- ➔ Recorded 3 podcast episodes and hosted 3 virtual events dedicated exclusively to advanced manufacturing in Arizona.
- ➔ 30+ business, community and education groups relationships cultivated.
- ➔ 5 education, university, community, workforce, and industry partnerships formed.
- ➔ 200+ K-12 students engaged in educational efforts around advanced manufacturing.



MARKETING ARIZONA

In Fiscal Year 2020, the Arizona Commerce Authority continued to promote the state's unique value proposition to out-of-state businesses. In addition, starting in April, media was shifted to promote COVID-19 support resources available for Arizona's business community.

EVENTS & TRADE SHOWS

140

domestic events

8

international events

60

virtual events

MEDIA IMPRESSIONS

16M

traditional media impressions

30M

digital media impressions

EMAIL METRICS

3,358,349

emails sent
20% open rate



SOCIAL MEDIA



2,427,966

total social media impressions
a 64% increase Y-O-Y

44,574

engagements
a 75% increase Y-O-Y

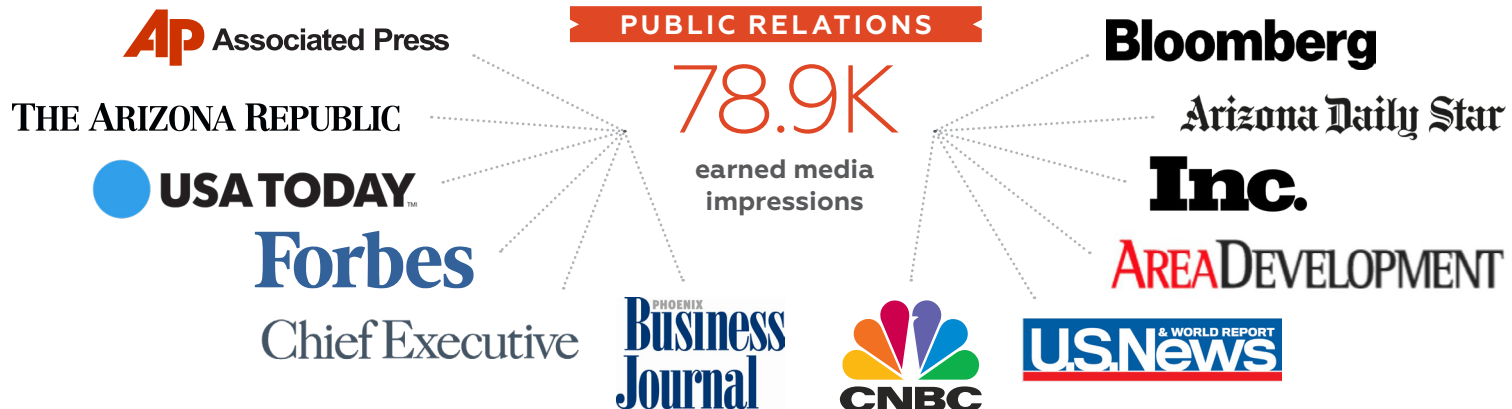
1,142

total posts
a 75% increase Y-O-Y

WEBSITE VISITS

542,326

visits to azcommerce.com
nearly a 68% increase Y-O-Y



TRADE SHOWS & EVENTS

Domestic

Acronis Ribbon Cutting | Tempe, AZ | July 8, 2019

Meeting of the Minds Planning Session | Phoenix, AZ | July 11, 2019

Governor's Conference on Tourism | Tucson, AZ | July 22 - 24, 2019

Microsoft Data Center Press Announcement | Tempe | July 30, 2019

AZRE Forum | Phoenix, AZ | August 1, 2019

Arizona Space Business Roundtable | Tucson, AZ | August 7, 2019

Arizona Tech Council Annual Retreat | Phoenix, AZ | August 9, 2019

2019 Arizona Rural Policy Forum | Eager, AZ | August 9, 2019

ACA Community Tour | Phoenix, AZ | August 12, 2019

SBA Road Tour | Tucson, AZ | August 12, 2019

AAED Phoenix Luncheon | Phoenix, AZ | August 13, 2019

Arizona On the Road | Prescott/Prescott Valley, AZ | August 14, 2019

Prescott Valley Economic Development Foundation | Anaheim, CA | August 14, 2019

Iron Mountain Ribbon Cutting | Phoenix, AZ | August 15, 2019

Koi Poke Ribbon Cutting Ceremony | Phoenix, AZ | August 15, 2019

Arizona Western College Governing Board Meeting | Yuma, AZ | August 19, 2019

Seattle Sales Mission | Phoenix, AZ | August 21 - 24, 2019

Quarterly Cabinet Meeting | Phoenix, AZ | August 21, 2019

NAIOP: Update from Capitol Hill | Phoenix, AZ | August 22, 2019

Dallas Sales Mission | Phoenix, AZ | August 25, 2019

Churchill Club: Opportunities, Risks & Digital Transformation Gold Rush | San Francisco, CA | August 27, 2019

AZBIZCON 2019 | Phoenix, AZ | August 27, 2019

Arizona MEP Quarterly Board of Directors Meeting | Phoenix, AZ | August 28, 2019

Scottsdale Area Association of Realtors | Scottsdale, AZ | September 4, 2019

Entrepreneur Roundtable | Phoenix, AZ | September 4, 2019

Arizona Association of Community College Trustees | Prescott, AZ | September 6, 2019

SSG 2019 Fall Forum | Dallas, TX | September 9 - 11, 2019

Sun Corridor Inc Annual Luncheon | Tucson, AZ | September 12, 2019

AIC Workshop | Phoenix, AZ | September 12, 2019

Technology Council Smart City Summit | Phoenix, AZ | September 12, 2019

Infosys Confluence Conference | Phoenix, AZ | September 12, 2019

Infosys Ribbon Cutting | Phoenix, AZ | September 12, 2019

AIC Workshop | Tucson, AZ | September 18, 2019

AIC Workshop | Phoenix, AZ | September 20, 2019

Raytheon Announcement | Phoenix, AZ | October 2, 2019

AZBio Awards | Phoenix, AZ | October 2, 2019

Integrity Summit | Phoenix, AZ | October 3, 2019

AMC Conference & Awards Lunch | Phoenix, AZ | October 3, 2019

Greater PHX Fest 2019 | Phoenix, AZ | October 4, 2019

Acronis SCS Ribbon Cutting | Phoenix, AZ | October 8, 2019

Silicon Valley Sales Mission | Silicon Valley, CA | October 9, 2019

UofA Public Admin Class Presentation | Tucson, AZ | October 9, 2019

Economic Outlook 2020 | Phoenix, AZ | October 10, 2019

TenWest 2019 Festival | Tucson, AZ | October 11-20, 2019

First Annual Colangelo Servant Leadership Award | Phoenix, AZ | October 15, 2019

AIC Graduation Showcase | Scottsdale, AZ | October 16, 2019

Build Your Future Arizona | Phoenix, AZ | October 16, 2019

DesTech AZ Celebration Dinner | Scottsdale, AZ | October 17, 2019

Supplier EPIC Award | Phoenix, AZ | October 17, 2019

Subzero - AMC Made In Arizona Tours | Phoenix, AZ | October 22, 2019

Made In Southern Arizona Panel | Tucson, AZ | October 23, 2019

Nerdery Ribbon Cutting | Phoenix, AZ | October 24, 2019

Sendoso Ribbon Cutting | Phoenix, AZ | October 24, 2019

2019 GCOI Awards/Tech Showcase | Phoenix, AZ | October 24, 2019

Firestone Complete Corporate Auto Care Ribbon Cutting | Phoenix, AZ | October 25, 2019

Qwick Anniversary Party | Phoenix, AZ | October 28, 2019

Money 2020 Event | Las Vegas, NV | October 28-29, 2019

PING Manufacturing Panel Discussion | Phoenix, AZ | October 29, 2019

Blockchain Conference / Fintech panel | Las Vegas, NV | October 30, 2019

2019 Southern Arizona Tech + Business Expo | Tucson, AZ | October 30, 2019

IAM: AAA Foundation for Traffic Safety Forum | San Diego, CA | November 4-5, 2019

Webinar: Opportunity Fund Projects: What It Takes to Get a Deal Done | Phoenix, AZ | November 5, 2019

Northrop Grumman ribbon cutting | Phoenix, AZ | November 12, 2019

Zovio Ribbon Cutting | Phoenix, AZ | November 13, 2019

Invest SW "Get Ready Seminar" | Phoenix, AZ | November 13, 2019

Urbix Ribbon Cutting | Mesa, AZ | November 14, 2019

Smart Region Summit for the panel, "Platform Solutions for Smart Cities – Cutting Through the Buzz" | Scottsdale, AZ | November 14, 2019

National Initiative for Cybersecurity Education Conference | Phoenix, AZ | November 21, 2019

State of Our State | Tempe, AZ | November 26, 2019

UA Eller Economic Forecast Luncheon | Tucson, AZ | December 6, 2019

Governor's Office Cabinet Meeting | Phoenix, AZ | December 11, 2019

Acronis SCSVets Holiday Party | Phoenix, AZ | December 18, 2019

Inaugural Indian-American Chamber of Commerce Meeting | Tempe, AZ | December 19, 2019

Hawaiian Airlines Grand Opening | Phoenix, AZ | January 6, 2020

Consumer Technology Association CES 2020 | Las Vegas, NV | January 6 – 10, 2020

CES Safe City Ready Solutions Event - Dell Technologies | Phoenix, AZ | January 9, 2020



Invest SW Presenting Company Kickoff & Orientation | Phoenix, AZ | January 9, 2020

2020 Legislative Forecast Luncheon | Phoenix, AZ | January 10, 2020

J.P. Morgan 2020 38th Annual Healthcare Conference | San Francisco, CA | January 13, 2020

Film & Digital Media New York Sales Mission | New York, NY | January 13 – 19, 2020

CarMax Ribbon Cutting | Tempe, AZ | January 15, 2020

Arizona Technology Council Board of Directors Meeting | Phoenix, AZ | January 16, 2020

2020 Business & Education Summit | AZ | January 16, 2020

Greater Phoenix Chamber of Commerce Legislative Kick Off Reception | Phoenix, AZ | January 19, 2020

GPL Economy & Trade Committee | Phoenix, AZ | January 21, 2020

AAED 2020 Policy Impact Celebration | Phoenix, AZ | January 21, 2020

Arizona 2020 Real Estate Forecast | Phoenix, AZ | January 21, 2020

AAED Southern Luncheon | Tucson, AZ | January 2020

Arizona MEP Workshop: KATA Overview | Phoenix, AZ | January 22, 2020

Venture Madness Mentor Day | Phoenix, AZ | January 24, 2020

Firestone Complete Auto Care Ribbon Cutting at 11am | Gilbert, AZ | January 24, 2020

2020 Helicopter Association International Heli-Expo | Anaheim, CA | January 28 – 30, 2020

inVisionAZ Converge VIP Reception and Dinner | Scottsdale, AZ | January 28, 2020

inVisionAZ Converge Tech Summit at Waste Management Phoenix Open | Scottsdale, AZ | January 29, 2020

Arizona Photonics Days 2020 | Tucson, AZ | January 29 – 31, 2020

2020 Arizona MEP Workshop Series: Introduction & Overview of Training Within Industry | Phoenix, AZ | January 29, 2020

Waste Management Phoenix Open CEO Forum | Scottsdale, AZ | January 30 – February 2, 2020

Northrop Grumman Gilbert GroundBreaking | Gilbert, AZ | January 30, 2020

Modular Mining Ribbon Cutting | Tucson, AZ | January 30, 2020

ExporTech Session | Phoenix, AZ | January 31, 2020

Medallion/AZ Dept of Veteran Services Launch | Glendale, AZ | January 31, 2020

Florence Greater Chamber of Commerce Community Awards | Florence, AZ | January 31, 2020

Zero Mass Water Reception | Scottsdale, AZ | February 4, 2020

Rocky Mountain Venture Capital Association; Ski-Doggie Vail | Vail, CO | February 5 -7, 2020

National Governors Association Meeting | Phoenix, AZ | February 2020

Arizona Real Estate Series | Phoenix AZ | February 6, 2020

Data-Driven Discovery at the U.S.-Mexico Border | Washington, D.C | February 6, 2020

Canyon Angels Pitch Competition & Open House | Vail, CO | February 6, 2020

Startup Grind Global Conference | San Francisco, CA | February 11-16, 2020

OnQ Financial Headquarters Grand Opening | Tempe, AZ | February 11, 2020

Startup Grind Global Conference - Silicon Valley | San Jose, CA | February 11 -12, 2020

Arizona MEP 2020 Workshop Series: ISO Audit | Phoenix, AZ | February 12, 2020

ACA Board of Directors Meeting | Phoenix, AZ | February 12, 2020

Phoenix Startup Week 2020 | Phoenix, AZ | February 17-21, 2020

Nextiva Groundbreaking | Phoenix, AZ | February 19, 2020

Western Bank Luncheon | Scottsdale, AZ | February 19, 2020

Hopebridge North Phoenix | Phoenix, AZ | February 19, 2020

BOMA Phoenix Industry Luncheon | AZ | February 19, 2020

Invest SW Venture Madness Conference 2020 | Phoenix, AZ | February 20, 2020

Meeting of the Minds 2020 Annual Summit | Phoenix, AZ | February 20, 2020

Workshop Tour #6: Phoenix Smart Region - Governance, Strategies & Partnerships | Phoenix, AZ | February 20, 2020

PBJ Mentoring Monday | Phoenix, AZ | February 24, 2020

Sisense Ribbon-Cutting | Scottsdale, AZ | February 25, 2020

Groundbreaking Ceremony for Elwood Logistics | Goodyear, AZ | February 25, 2020

Israel-USA Business Summit with Select USA | Phoenix, AZ | February 26, 2020

Hydro Groundbreaking | Phoenix, AZ | February 26, 2020

Caesars Republic Scottsdale Hotel Groundbreaking | Scottsdale, AZ | February 26, 2020

Arizona MEP 2020 Workshop Series: KATA Practitioner Day | Phoenix, AZ | February 26, 2020

Opportunity Zones Discussion: Final Regulations | Phoenix, AZ | February 26, 2020

Maricopa County Community Colleges District CTE Faculty Day | Phoenix, AZ | February 28, 2020

Public Private Partnership Conference and Expo | Dallas, TX | March 2-3, 2020

Veteran Medallion Awards Breakfast | Phoenix, AZ | March 2, 2020

Regional Spotlight in Mobility Innovation (PPP Conference Expo) | Dallas, TX | March 3, 2020

Arizona Forward On Issues | Phoenix, AZ | March 4, 2020

Park303 Groundbreaking Ceremony | Phoenix, AZ | March 4, 2020

Private Business Leaders Roundtable and Dinner Reception | Las Vegas, NV | March 5, 2020

Becton Dickinson Ribbon Cutting | Tempe, AZ | March 6, 2020

Women Leading Government Luncheon | Sahuarita, AZ | March 10, 2020

Mexico Trade Offices Business-to-Business Sessions | Phoenix, AZ | March 11 – 13, 2020

International State of the State Diplomatic Forum Luncheon | Phoenix, AZ | March 11, 2020



International

IAM: Multiple presentations at IEEE Intelligent Transportation Systems Conference -ITSC 2019 | Auckland, New Zealand | October 27-30, 2019
Israel Trade Office | Tel Aviv, Israel | November 16-24, 2019
Mexico Trade Offices Sales Mission: Mexico City, Guanajuato, Chihuahua | Mexico | January 15 – 24, 2020
Singapore Airshow | Singapore | February 11 -16, 2020
Axis Innovation Conference | Tel Aviv, Israel | February 11, 2020
MuniExpo | Tel Aviv, Israel | February 18 – 20, 2020
Our Crowd 2020 Summit | Tel Aviv, Israel | February 13, 2020
Industry 4.0 Conference | Tel Aviv, Israel | February 24, 2020
Cyber Week in Israel | Virtual | June 29 – July 2, 2020

Webinars

PPP & EIDL Application Workshop | Virtual | April 27, 2020
Sources of Quick Cash | Virtual | April 28, 2020
Engaging with your Banker and Considering Alternative Sources of Funding | Virtual | April 29, 2020
Alternative Sources of Funding | Virtual | May 4, 2020
Negotiating Relief - Working with your Landlords and Utility Providers | Virtual | May 5, 2020
How to Cut Costs and Manage Cash Flow | Virtual | May 6, 2020
I Received A PPP Loan – Now What? | Virtual | May 11, 2020
UNMET Arizona | Virtual | May 12-24, 2020
Webinar: Managing Your Employees During a Crisis | Virtual | May 12, 2020
Crucial Export Finance Assistance During COVID-19 by the Export-Import Bank of the U.S. | Virtual | May 12, 2020
Preparing the Restaurant Industry to Reopen | Virtual | May 13, 2020
Safety In The Workplace at 9:00am | Virtual | May 14, 2020
Business Opportunities for Arizona Industrial Suppliers in Mexico | Virtual | May 14, 2020

Safety In The Workplace at 3:00pm | Virtual | May 14, 2020
Marketing Q&A | Virtual | May 15, 2020
Managing Your Workforce During A Reopen | Virtual | May 18, 2020
Eco Motion | Virtual | May 19 – 21, 2020
Webinar: Revamping Your Business for Post-COVID-19 | Virtual | May 19, 2020
Navigating Your New Workspace | Virtual | May 20, 2020
A look ahead with the Arizona Commerce Authority | Virtual | May 20, 2020
Webinar Discussion: Chandler Chamber of Commerce | Virtual | May 21, 2020
Safety In The Workplace at 9:00am | Virtual | May 21, 2020
Monthly Employment Report Press Conference | Virtual | May 21, 2020
Safety In The Workplace at 3:00pm | Virtual | May 21, 2020
Facebook Marketing for Small Businesses | Virtual | May 22, 2020
Navigating the New Guidance on PPP Forgiveness | Virtual | May 26, 2020
Reopening Your Restaurant | Virtual | May 27, 2020
Safety in the Workplace | Virtual | May 28, 2020
Bringing Your Brand to Life | Virtual | May 29, 2020





Navigating the New Guidance on PPP Forgiveness | Virtual | June 2, 2020

Virtual Sales Training | Virtual | June 3, 2020

Panelist for Greater PHX Leadership | Virtual | June 3, 2020

Safety in the Workplace | Virtual | June 4, 2020

Benchmark Virtual Grand Opening | Virtual | June 4, 2020

Boosting Sales to Return Stronger | Virtual | June 5, 2020

Webinar: Building a Business Plan to Return Stronger | Virtual | June 8, 2020

Valley Partnership: Bi-Weekly Updates on Real Estate Industry & COVID | Virtual | June 8, 2020

Rebuilding Consumer Confidence | Virtual | June 9, 2020

How COVID-19 Can Affect Your Contract | Virtual | June 10, 2020

Safety in the Workplace | Virtual | June 11, 2020

Marketing to Return Stronger | Virtual | June 12, 2020

Updates on Payment Protection Program Loan Forgiveness | Virtual | June 15, 2020

How Starbucks is Ensuring Consumer Confidence and Trust | Virtual | June 16, 2020

Webinar: How to Successfully Transfer Ownership of Your Business | Virtual | June 17, 2020

Restaurant Operations in the New Normal | Virtual | June 18, 2020

Marketing to Return Stronger | Virtual | June 19, 2020

Top Six Workplace Safety Guidelines | Virtual | June 22, 2020

AZ Thrives Panel | Virtual | June 22, 2020

Valley Partnership: Bi-Weekly Updates on Real Estate Industry & COVID | Virtual | June 22, 2020

Webinar: Target's Best Tips for Navigating a Reopen | Virtual | June 23, 2020

Border Business Virtual Roundtable | Virtual | June 23, 2020

Navigating Online Orders in the Food Industry | Virtual | June 24, 2020

Beyond COVID | Virtual | June 24, 2020

How to Boost Sales and Expand Your Client Base | Virtual | June 25, 2020

Grow Your Business with eBay | Virtual | June 25, 2020

Cyber Week in Israel | Virtual | June 29 – July 2, 2020

Webinar: Business Mapping Tool for Entrepreneurs | Virtual | June 29, 2020

Governor Ducey Press Conference: Covid-19 Update | Phoenix, AZ | June 29, 2020

Leading Resilient Teams Virtually | Virtual | June 30, 2020

FINANCIAL PROGRAMS REPORTS

Active Programs Summary

Table 1 – Fiscal Year 2020 Pre-Approved Active Programs Summary	28
Table 2 – Fiscal Year 2020 Post-Approved Active Programs Summary	29

PROGRAM-BY-PROGRAM DETAIL

Table 3 – Arizona Competes Fund	30
Table 3A – Fiscal Year 2020 A-1 Grants	30-31
Table 3B – Fiscal Year 22020 AIC Grants	32
Table 3C – Fiscal Year 2020 REDG Grants	34
Table 3D – Fiscal Year 2020 AZSBDC Grants	35
Table 3E – Fiscal Year 2020 AZCAG Grants	35
Table 4 – Fiscal Year 2020 Angel Investment Incentive Program	36
Table 5 – Fiscal Year 2020 Commercial/Industrial Solar Energy Incentive Program . .	37
Table 6 – Fiscal Year 2020 Computer Data Center Incentive Program	38-39
Table 7 – Fiscal Year 2020 Healthy Forest Enterprise Incentive Program	40
Table 8 – Fiscal Year 2020 International Operations Center Incentive Program . .	41-44
Table 9 – Fiscal Year 2020 Job Training Grants Program	45-46
Table 10 – Fiscal Year 2020 Military Reuse Zone Incentive Program	47-48
Table 11 – Fiscal Year 2020 Qualified Facility Incentive Program	49-52
Table 12 – Fiscal Year 2020 Quality Jobs Incentive Program	53-56



TABLE 1 – FISCAL YEAR 2020 PRE-APPROVED ACTIVE PROGRAMS SUMMARY

NUMBER OF APPLICANTS PRE-APPROVED [1]	PROJECTED NEW JOBS [2]	AVERAGE WAGE OF PROJECTED NEW JOBS [2]	PROJECTED CAPITAL INVESTMENT [2]	INCENTIVES PRE-APPROVED IN YEAR BASED ON PROJECTIONS [3]
ARIZONA COMPETES FUND				
9	5,881	\$57,052	\$1,364,336,698	\$ 11,778,750
COMPUTER DATA CENTER INCENTIVE PROGRAM				
2	N/A	N/A	\$ 75,000,000+	N/A
HEALTHY FOREST ENTERPRISE INCENTIVE PROGRAM				
2	4	\$37,440	N/A	N/A
INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM				
0	N/A	N/A	\$ 0	N/A
JOB TRAINING GRANTS PROGRAM				
106	33,111	\$44,528	N/A	\$ 11,486,504
MILITARY REUSE ZONE INCENTIVE PROGRAM				
7	0	N/A	\$ 34,187,095	\$ 1,537,102
QUALIFIED FACILITY INCENTIVE PROGRAM				
16	3,656	N/A	\$3,062,743,441	\$ 71,905,526
QUALITY JOBS INCENTIVE PROGRAM				
17	4,793	\$57,537	\$ 73,500,000+	\$ 43,137,000
TOTALS/AVERAGE [4]	47,445	\$47,633	\$4,609,767,234	\$139,844,882

[1] Pre-approval generally entails a commitment of incentives to an applicant which is conditioned on the applicant subsequently achieving outcomes that establish final eligibility for the incentives. In the case of tax credit programs, pre-approval is reflected by issuance of a commitment letter. In the case of grant programs, pre-approval is reflected by execution of a grant agreement.

[2] "N/A" is indicated for programs in which the applicable metric is not a component of eligibility, confidential, or not available at the time of pre-approval.

[3] In some of the programs involving pre-approval, a specific incentive amount is committed at the time of pre-approval. In those programs, the amount of incentive pre-approved is either (a) in the case of tax credit programs, the amount of tax credits reserved or (b) in the case of grant programs, the maximum amount payable pursuant to the grant agreements. In programs involving pre-approval where a specific incentives amount is not committed, the pre-approval simply authorizes the applicant to claim certain benefits, which may include income tax credits, property tax reclassification or transaction privilege tax exemptions. "N/A" is included for programs in which the value of the incentive is not determined.

[4] Significant overlap exists between the projected jobs and capital investment figures reflected here and the projected jobs and capital investment figures reflected in the ACA's Fiscal Year 2020 master client list (at page 10). The data sets are not the same, however, for several reasons. Most significantly, not all businesses represented on the ACA's Fiscal Year 2020 master client list applied for incentives in Fiscal Year 2020 (and therefore are not represented in this table). Additionally, as the same projected job and the same capital investment can in some cases be claimed to establish eligibility under multiple incentive programs, the total new jobs and total capital investment numbers in the table may reflect some duplication (there is no such duplication in the Fiscal Year 2020 master client list).

TABLE 2 – FISCAL YEAR 2020 POST-APPROVED ACTIVE PROGRAMS SUMMARY

NUMBER OF APPLICANTS POST-APPROVED [1]	ACTUAL NEW JOBS CREATED [2]	AVERAGE WAGE OF NEW JOBS CREATED [2]	ACTUAL CAPITAL INVESTMENT MADE [2]	INCENTIVES AWARDED BASED ON ACTUAL IN YEAR ACTIVITY [3]
ARIZONA COMPETES FUND				
51	5,115	\$98,233	\$ 724,549,073	\$ 4,614,964
ANGEL INVESTMENT INCENTIVE PROGRAM				
82	N/A	N/A	N/A	\$ 2,500,000
COMPUTER DATA CENTER INCENTIVE PROGRAM				
4	N/A	N/A	\$ 238,792,435	N/A
HEALTHY FOREST ENTERPRISE INCENTIVE PROGRAM				
8	0	N/A	\$ 16,908,074	\$ 348,488
INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM				
1	N/A	N/A	\$ 100,000,000+	N/A
JOB TRAINING GRANTS PROGRAM				
45	2,718	\$62,096	N/A	\$ 2,600,312
MILITARY REUSE ZONE INCENTIVE PROGRAM				
8	N/A	N/A	\$ 14,406,077	\$ 598,296
QUALIFIED FACILITY INCENTIVE PROGRAM				
8	833	\$76,747	\$ 504,588,739	\$16,394,414
QUALITY JOBS INCENTIVE PROGRAM				
54	3,584	\$75,372	\$ 57,500,000	\$25,161,000
RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM				
76	N/A	N/A	\$ 87,526,191	\$ 5,019,717
TOTALS/AVERAGE [4]	12,250	\$78,267	\$1,360,956,570	\$57,237,191

- [1] Post-approval generally entails an award of incentives after an applicant has taken all steps necessary to establish final eligibility for the applicable incentive. Post-approval is reflected by (a) in the case of tax credit programs, a letter authorizing the applicant to claim tax credits through the Department of Revenue over a period of years; (b) in the case of grant programs, a payment to the applicant for achieving a grant milestone; or (c) in the case of a tax exemption program, a letter confirming the applicant's eligibility to claim the exemption. In some cases, the submission of a program report by an applicant is deemed to be post-approval for purposes of this ACA report, though no actual ACA approval is involved, because the submission of reports in those cases is the process by which the ACA learns the outcomes achieved by the applicant.
- [2] "N/A" is indicated for programs in which the applicable metric is confidential, or not a component of eligibility. Where figures are reported in the "New Jobs Created" and "Capital Investment Made" columns, they are based on information reported in Fiscal Year 2020; as such, they may include jobs created and capital investment made prior to Fiscal Year 2020.
- [3] "Awarded" means (a) in the case of tax credit programs, the amount of tax credits authorized to be claimed through the Department of Revenue over a period of years; (b) in the case of grant programs, the amount of grant payments made; or (c) in the case of tax exemption programs, the amount of exemptions reported to have been claimed by applicants. As incentive awards in a given year are often based on pre-approvals made in prior years, the amount of incentives awarded indicated in the table does not necessarily have any correlation with the amount of pre-approved incentives identified in Table 1. Further, because tax credits awarded may or may not be actually claimed by the applicant through the Department of Revenue, the actual cost to the state of tax credit programs may be lower than indicated.
- [4] Little overlap exists between the actual jobs and capital investment figures in this table and the projected jobs and capital investment figures of the ACA's Fiscal Year 2020 master client list (at page 10). This is primarily because the Fiscal Year 2020 master client list includes only projects that were announced in Fiscal Year 2020, whereas the vast majority of actual jobs and capital investment reflected in this table represent projects that were announced or established in previous years.

ARIZONA COMPETES FUND

Pursuant to A.R.S. § 41-1545 et seq., the Arizona Commerce Authority administers the Arizona Competes Fund (ACF). In accordance with A.R.S. § 41-1545.02, grants from the ACF may be awarded for (i) attracting, expanding or retaining Arizona basic enterprises and (ii) supporting and advancing programs and projects for microenterprises, rural businesses, small businesses and business development that enhance economic development. Currently, three ACA grant programs are funded through the ACF: Deal-closing Grants (A-1), Arizona Innovation Challenge Grants (AIC) and Rural Economic Development Grants (REDG).

DEAL-CLOSING GRANTS (A-1 Grants)

A-1 Grants are offered for the purpose of attracting, expanding or retaining Arizona basic enterprises.

A.R.S. § 41-1545 defines an “Arizona basic industry” as manufacturing industries identified by North American industry classification system code sectors 31, 32 and 33; producing goods or services that derive at least 65% of their revenue from out-of-state sales; research and development of new products, processes or technologies; national or regional headquarters or back-office operations supporting a national or regional company; or warehouse distribution operations identified by North American industry classification system code sector 42 if 65% of inventory is shipped out of state. Pursuant to A.R.S. § 41-1545.02, all A-1 Grants must demonstrate through analysis by an independent third party that estimated income, property tax, transaction privilege tax and government fee revenues in Arizona resulting from the project will exceed the state incentives available to the grantee.

These grants are typically structured over a number of years with the grantee being required to meet certain milestones before grant monies are paid. These companies are also required to report a number of verifiable performance results for three to five years.

TABLE 3A – ARIZONA COMPETES FUND PROGRAM • CUMULATIVE A-1 GRANT ACTIVITY

CUMULATIVE GRANT ACTIVITY	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
TOTAL GRANTS AWARDED FY 2012-2020	17,491	\$86,078	\$2,367,156,257	\$32,606,736

TABLE 3A – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2020 PRE-APPROVED A-1 GRANTS

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
23andMe, Inc.	52	\$100,000	\$ 18,367,000	\$ 500,000
Nikola Corporation	2,012	\$ 65,000	\$1,000,000,000	\$3,500,000
Universal Electronics, Inc.	131	\$103,684	\$ 5,414,810	\$ 500,000
Allstate Insurance Company	2,350	\$ 44,889	\$ 26,276,060	\$1,000,000
NortonLifeLock, Inc.	150	\$157,000	\$ 13,412,328	\$1,000,000
Choice Hotels International, Inc.	250	\$ 90,473	\$ 25,866,500	\$ 500,000
Mark Anthony Brewing, Inc.	250	\$ 42,614	\$ 275,000,000	\$1,250,000
FY 2020 TOTALS/AVERAGE	5,195	\$ 60,033	\$1,364,336,698	\$8,250,000

Table 3A – Post-Approved A-1 continued on next page >

TABLE 3A – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2020 POST-APPROVED A-1 GRANTS

FY 2020 APPLICANT (POST-APPROVED) [1]		ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
The Northern Trust Company	FY2020	174	\$ 79,451	\$ 535,094	\$ 550,000
	Cumulative	717	\$ 80,035	\$ 32,791,075	\$ 3,100,000
Carlisle Companies, Inc.	FY2020	15	\$250,675	\$ 0	\$ 202,500
	Cumulative	107	\$224,565	\$ 8,518,931	\$ 827,500
Orbital ATK, Inc.	FY2020	86	\$118,128	\$ 0	\$ 37,726
	Cumulative	143	\$116,213	\$ 23,362,497	\$ 267,226
ZipRecruiter, Inc.	FY2020	0	N/A	\$ 2,117,461	\$ 0
	Cumulative	238	\$ 76,026	\$ 7,465,868	\$ 476,000
NAGRA USA, Inc.	FY2020	-19	N/A	\$ 928,971	\$ 53,766
	Cumulative	117	\$151,112	\$ 8,780,490	\$ 53,766
World View Enterprises, Inc.	FY2020	0	N/A	\$ 0	\$ 0
	Cumulative	58	\$ 84,226	\$ 15,824,876	\$ 164,000
Rogers Corporation	FY2020	29	\$ 53,135	\$ 72,912,186	\$ 0
	Cumulative	127	\$ 92,778	\$ 15,485,552	\$ 431,002
Farmers Insurance Exchange	FY2020	116	\$ 63,431	\$ 0	\$ 0
	Cumulative	579	\$ 56,215	\$ 8,747,968	\$ 190,460
Caterpillar Global Mining, LLC	FY2020	0	N/A	\$ 1,227,000	\$ 0
	Cumulative	453	\$113,240	\$ 49,119,000	\$ 4,000,000
ADP, Inc.	FY2020	32	\$ 42,699	\$ 0	\$ 380,000
	Cumulative	941	\$ 56,499	\$ 33,534,665	\$ 818,333
DOT Foods, Inc.	FY2020	6	\$133,247	\$ 0	\$ 178,590
	Cumulative	190	\$ 54,587	\$ 48,198,195	\$ 500,000
MUFG Union Bank N.A.	FY2020	397	\$ 95,059	\$ 6,077,920	\$ 867,634
	Cumulative	987	\$ 89,049	\$ 101,793,556	\$ 1,950,143
Bank of the West	FY2020	178	\$ 80,345	\$ 3,002,020	\$ 1,131,172
	Cumulative	740	\$ 78,420	\$ 26,470,239	\$ 2,372,400
Benchmark Electronics	FY2020	168	\$190,275	\$ 69,782,873	\$ 0
	Cumulative	295	\$130,673	\$ 100,228,590	\$ 0
Raytheon Company	FY2020	315	\$142,852	\$ 170,360,739	\$ 0
	Cumulative	3,366	\$ 97,513	\$ 644,153,460	\$ 5,000,000
ZipRecruiter, Inc.	FY2020	0	N/A	\$ 0	\$ 0
	Cumulative	174	\$ 75,937	\$ 0	\$ 0
Ball Metal Beverage Corp.	FY2020	67	\$ 69,851	\$ 9,838,712	\$ 0
	Cumulative	201	\$ 69,901	\$ 283,048,694	\$ 0
Deloitte Consulting, LLP	FY2020	-196	N/A	\$ 19,576,477	\$ 0
	Cumulative	515	\$ 95,210	\$ 46,033,150	\$ 0
Boeing Company	FY2020	524	\$ 94,254	\$ 1,864,035	\$ 0
	Cumulative	831	\$ 94,604	\$ 26,010,823	\$ 0
Atieva USA, Inc. dba Lucid Motors USA, Inc.	FY2020	-35	N/A	\$ 176,375,586	\$ 0
	Cumulative	94	\$ 92,516	\$ 218,208,146	\$ 0
Nationwide Mutual Insurance Company	FY2020	1,572	\$ 99,960	\$ 115,796,717	\$ 0
	Cumulative	1,572	\$ 99,960	\$ 115,796,717	\$ 0
Nikola Corporation	FY2020	213	\$114,753	\$ 43,978,380	\$ 1,000,000
	Cumulative	213	\$114,753	\$ 43,978,380	\$ 1,000,000
Universal Electronics, Inc.	FY2020	50	\$181,312	\$ 2,119,349	\$ 0
	Cumulative	50	\$181,312	\$ 2,119,349	\$ 0
Allstate Insurance Company	FY2020	1,380	\$ 62,020	\$ 27,770,840	\$ 213,576
	Cumulative	1,380	\$ 62,020	\$ 27,770,840	\$ 213,576
Choice Hotels International, Inc.	FY2020	43	\$101,135	\$ 284,713	\$ 0
	Cumulative	43	\$101,135	\$ 284,713	\$ 0
FY 2020 TOTALS/AVERAGE [1]		5,115	\$ 98,233	\$ 724,549,073	\$ 4,614,964
CUMULATIVE TOTALS/AVERAGE [1]		14,131	\$ 88,794	\$1,887,725,774	\$21,364,406

[1] Grants with activity in Fiscal Year 2020.

MICROENTERPRISES, RURAL BUSINESSES, SMALL BUSINESSES AND BUSINESS DEVELOPMENT GRANTS (A-2)

Arizona Innovation Challenge (AIC) Grants

AIC grants are awarded to qualified, innovative start-up and early stage companies through a business plan competition known as the Arizona Innovation Challenge. AIC grants are extended to encourage commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment. Recipients are required to meet certain milestones and report measurable outcomes over a 12-month period in order to receive the award funds. These entities are also required to file progress reports for several years beyond their grant award.

TABLE 3B – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2020 AIC GRANT AWARDS

FISCAL YEAR 2020 AWARDEES

Additive Implants, Inc. focuses on Medical Devices, in particular spinal implants.

Admiral Instruments, LLC manufactures equipment used to test and measure electrical properties of electrochemical systems.

AdviNOW, Inc. dba AdviNOW Medical creates medical practice automation software.

Biosensing Instrument, Inc. provides advanced test and measurement tools to screen drug efficacy/potency effectively.

Botco.ai, Inc. provides AI-enabled chat software for businesses to engage their customers.

BrightGuest Technologies, Inc. provides a SaaS technology that helps nonprofits modernize supporter engagement by creating personalized microsites delivered through text messaging.

CATS Tonometer, LLC developed a device which significantly improves Intraocular Pressure measurement data, a key metric in the diagnosis and treatment of glaucoma and other conditions.

Digitile, LLC is a file productivity platform accessible across Google & Microsoft Suites, Slack, Dropbox, Trello, Outlook and other popular work apps.

Emagine Solutions Technology, LLC develops mobile ultrasound imaging software.

Innovative Construction Technology, Inc. provides an augmented reality platform for real-time construction site progress and productivity tracking.

Insurmi, Inc. provides an artificial intelligence powered digital assistant to insurance companies for automating sales, claims, and customer service.

Lyfechannel, Inc. dba LIGHTHOUSE uses technology to deliver care to seniors with chronic conditions.

OralKleen, LLC has a patented electronic tooth brush with lighting and suction for the improvement of oral health in compromised patients.

OTOjOY PBC designs, installs, and maintains hearing loop assistive listening systems and manufactures consumer audio products.

Radpay, Inc. provides payment processing services and various other value added services for merchants and consumers.

Reglagene Holding, Inc. discovers and develops proprietary medicines for the treatment of disease. These medicines are monetized through strategic alliances with pharmaceutical companies for clinical development and commercial sales.

Remitter USA, Inc. offers a cloud-based software platform to enterprise customers. These customers use the platform to collect receivables due from consumers or small, midsize businesses that may be late on payment.

RexPay Inc. offers a mobile payment application as a payment solution.

SafKan, Inc. develops medical devices for ear care.

The Surf Network, Inc. provides an advertising and media distribution platform for the out-of-home space.

TABLE 3B – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2020 PRE-APPROVED AIC GRANTS

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS [1]	AVERAGE WAGE OF PROJECTED NEW JOBS [1]	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
FY 2020 TOTALS	N/A	N/A	N/A	\$3,000,000

[1] Beginning with the FY19 cohort, the grantee's performance milestones are tied to passage of coaching sessions through the Venture Ready Program and therefore do not involve set job creation milestones. Job Creation will be tracked and will be recorded upon close of the grant.

TABLE 3B – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2020 POST-APPROVED AIC GRANTS

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2020 TOTALS	107	\$65,599	\$1,008,271	\$3,077,588

TABLE 3B – ARIZONA COMPETES FUND PROGRAM • CUMULATIVE AIC GRANT ACTIVITY

CUMULATIVE GRANT ACTIVITY	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
TOTAL GRANTS AWARDED FY 2012-2020	662	\$66,821	\$14,401,400	\$19,144,191

Rural Economic Development Grants (REDG)

REDG grants partially fund qualifying fiscal year rural infrastructure projects that will generate private sector job creation and capital investment, particularly in Arizona basic industries as defined in A.R.S. § 41-1545.

These grants are awarded by the Rural Economic Development Council in competitive grant cycles. Grants reimburse rural entities for infrastructure improvements that enhance the community's competitiveness. Funds are paid out over time based on the achievement of milestones and recipients are required to submit quarterly reports on the funded projects to the ACA for a period of three or more years.

The infrastructure projects funded by this grant program are often part of long-term economic development initiatives within a local community and geared toward long-term job creation.

TABLE 3C – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2020 PRE-APPROVED REDG GRANTS

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
N/A	N/A	N/A	N/A	N/A
TOTALS/AVERAGE	0	N/A	\$0	\$0

TABLE 3C – ARIZONA COMPETES FUND PROGRAM • FISCAL YEAR 2020 POST-APPROVED REDG GRANTS

FY 2020 APPLICANT (POST-APPROVED) [1]		ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Yuma County	FY2020	0	\$ 0	\$ 6,767,713	\$ 0
	Cumulative	8	\$45,000	\$14,707,080	\$ 500,000 [2]
City of Williams	FY2020	0	\$ 0	\$ 600,000	\$ 0
	Cumulative	50	\$44,600	\$ 4,500,000	\$ 250,000
City of Winslow	FY2020	14	\$25,000	\$ 160,000	\$ 0
	Cumulative	14	\$25,000	\$ 160,000	\$ 214,119
City of Yuma	FY2020	58	\$23,487	\$ 0	\$ 0
	Cumulative	299	\$22,863	\$27,500,000	\$ 151,453
FY 2020 TOTALS/AVERAGE		72	\$23,781	\$ 7,527,713	\$ 0
FY 2020 CUMULATIVE TOTALS/AVERAGE		371	\$26,351	\$46,867,080	\$1,115,572

[1] Grants with activity in Fiscal Year 2020.

[2] Includes Grantee's correction to FY19 information.

TABLE 3C – ARIZONA COMPETES FUND PROGRAM • CUMULATIVE REDG GRANT ACTIVITY

CUMULATIVE GRANT ACTIVITY	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT	CUMULATIVE ACTUAL INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
TOTAL GRANTS AWARDED FY 2012-2020	1,824	\$32,149	\$207,402,000	\$6,580,025

Arizona Small Business Development Center Grant (AZSBDCG)

The AZSBDCG is intended to help rural communities sustain economic development projects that focus on job growth and capital investment by leveraging the Small Business Development Center (SBDC) network coordinated by the Maricopa County Community College District (MCCCD). In order to qualify for Grant Payments, SBDC's across the State must assist with and report (among other metrics) job creation, wages, capital investment, and community engagement activity resulting from assistance funded by the Grant.

TABLE 3D – AZSBDC GRANTS THROUGH FY2020 • GRANTS WITHIN REPORTING PERIOD

GRANT YEAR	GRANTEE	PROPOSED GRANT AWARD	JOB CREATION ESTIMATED	ACTUAL NEW JOBS CREATED	ESTIMATED AVERAGE WAGE	AVERAGE WAGE OF NEW JOBS	NEW CAPITAL INVESTMENT
2020	Maricopa County Community College District	\$378,750	686	807	\$34,472	\$38,228	\$63,813,550
Total	1 Grant	\$378,750	686	807	\$34,472	\$38,228	\$63,813,550

Arizona COVID-19 Assistance Grant (AZCAG)

The AZCAG provided funds to mitigate the effects of the COVID-19 pandemic on microenterprises with a focus on the most vulnerable home-based and family-owned businesses across the State in partnership with a non-profit organization.

TABLE 3E – AZCAG THROUGH FY2020 • GRANT COMPLETED

GRANT YEAR	GRANTEE	PROPOSED GRANT AWARD	ACTUAL GRANT AWARD	ESTIMATED JOBS RETAINED	ACTUAL JOBS RETAINED[1]	RATIO OF ACTUAL TO ESTIMATED JOBS RETAINED
2020	Local First Arizona	\$150,000	\$150,000	164	309	188%
Total	1 Grant	\$150,000	\$150,000	164	309	188%

[1] Actual jobs retained includes all jobs associated with the Local First Arizona grant program which was also supported by a pool of additional resources.

ANGEL INVESTMENT INCENTIVE PROGRAM

The Angel Investment Tax Credit Program provides certified investors a tax credit equal to 30% of investments made in a Qualified Small Business (35% if the small business is a rural or bioscience business). This certification allows investors to claim tax credits on their eligible investments and receive favorable Arizona income tax treatment on related capital gains, pursuant to A.R.S. § 43-1022(27).

ACA may certify \$2.5 million of tax credits annually (plus any unused credits from prior years) from July 1, 2017 through June 30, 2021 for qualified investments made in qualified small businesses. ACA certifies tax credits on a year-round basis up to the cap on qualifying investment in certified small businesses totaling at least \$25,000 that are reported to the ACA within 90 days of the date of the investment.

The ACA certifies small businesses that are eligible to receive Angel Investments. A Qualified Small Business must be either a corporation, limited liability company, partnership or other business entity exclusive of a sole proprietorship. To be certified for a 12-month period, the business must be in the early stage of development. It must also maintain a portion of its operations in Arizona and employ at least two full-time equivalent Arizona residents.

TABLE 4 – FISCAL YEAR 2020 APPROVED INVESTMENTS

Certified Investor Applications	82
Unique Investors Receiving Tax Credits	67
Investors' Investments in Certified Companies	\$8,991,088
Certified Companies Receiving Investments	34
Tax Credits Approved	\$2,500,000

TABLE 4 – FISCAL YEAR 2020 APPROVED QUALIFIED SMALL BUSINESSES (QSB)

FY 2020 APPLICANT (APPROVED QSB)	CERTIFICATION DATE
StimAire, Inc.	7/1/19
Sky Republic Inc.	7/1/19
Aural Analytics, Inc.	7/2/19
Emagine Solutions Technology, LLC	7/2/19
BAYiQ, Inc.	7/2/19
Additive Implants, Inc.	8/1/19
Avery Therapeutics, Inc.	8/1/19
IPAssets, LLC	8/11/19
US Air Tech, LLC	8/17/19
Lightsense Technology, Inc.	8/26/19
SafKan, Inc.	9/5/19
SilSync, Inc.	9/20/19
Pyx Health, Inc.	9/23/19
Ozo Development, LLC	9/25/19
SYA Streaming, LLC	9/26/19
YellowBird Holdings, Inc.	9/28/19
Movement Interactive, Inc.	9/30/19
Tempronics, Inc.	10/3/19
K16 Solutions, Inc.	10/8/19
Qwick, Inc.	10/9/19
OralKleen, LLC	11/4/19
Hyver Labs, LLC dba PERSOSA	11/5/19
NuvOx Pharma, LLC	11/8/19
Bluume, LLC	11/15/19
InstantHandz, LLC	11/27/19
AdviNow, Inc.	12/3/19
Botco.ai, Inc.	12/4/19
Abstractus, LLC	12/4/19
Naya Energy, LLC	12/19/19

FY 2020 APPLICANT (APPROVED QSB)	CERTIFICATION DATE
Innovative Construction Technology Enterprises, Inc.	1/3/20
Razor Edge Games, LLC	1/7/20
Juuce, Inc.	1/15/20
EnPower, Inc.	1/30/20
EnKoat, LLC	1/31/20
Atlis Motor Vehicles, Inc.	1/31/20
Defendry, LLC	3/20/20
MyLife Mobile, LLC	3/26/20
phase2body, Inc. (DBA Heads Up Health)	3/28/20
Mindset Medical, LLC	4/2/20
Humabiologics, Inc.	4/13/20
Kalos Therapeutics, Inc.	4/13/20
Clean Light Laboratories, LLC	4/23/20
Reglagene Holding, Inc.	4/28/20
Residual Finance Partners, Inc. dba FiWize	4/28/20
RxActuator, Inc.	5/5/20
Hidentity, LLC	5/7/20
BiOMOTUM, LLC	5/15/20
Perceptive Sensor Technologies, LLC	5/20/20
Disruptive Labs LLC d.b.a. coManage	5/29/20
HealthLoq, LLC	6/8/20
MECHnano, LLC	6/10/20
Forced Physics, LLC	6/11/20
Swift Coat, Inc.	6/17/20
MSDx, Inc.	6/19/20
MEDaiKEY, LLC	6/19/20
Additive Implants, Inc.	6/29/20
Urbix Resources, LLC	6/29/20
TOTAL	57

COMPUTER DATA CENTER INCENTIVE PROGRAM

The Computer Data Center Incentive Program provides transaction privilege tax and use tax exemptions at the state, county and local levels, on qualifying purchases of Computer Data Center (CDC) Equipment.

An owner, operator or qualified co-location tenant of a CDC may receive the exemptions provided by the incentive for up to ten full calendar years following the year certification of the CDC is issued. However, if the CDC qualifies as a Sustainable Redevelopment Project, the exemptions are available for up to 20 full calendar years following the year certification of the CDC is issued.

The transaction privilege tax and use tax exemptions provided by the incentive are available to CDC facilities that meet the following criteria:

- If the CDC Facility is located in either Maricopa or Pima County, a Capital Investment of at least \$50 million is made within five years of the date of the Letter of CDC Certification from the ACA; OR
- If the CDC Facility is located in any county other than Maricopa or Pima, a Capital Investment of at least \$25 million is made within five years of the date of the Letter of CDC Certification from the ACA; OR
- In the case of an Existing CDC, regardless of location, a Capital Investment of at least \$250 million was made during the period between September 1, 2007 and August 31, 2013; OR
- In the case of a Greenfield CDC, regardless of location, a capital investment of at least \$200 million is made within five years of the date of the Letter of CDC Certification from the ACA.

**TABLE 5 – FISCAL YEAR 2020 PRE-APPROVED
COMPUTER DATA CENTER INCENTIVE PROGRAM**

FY 2020 APPLICANT (PRE-APPROVED)	MINIMUM STATUTORY CAPITAL INVESTMENT [1]
Fox Corporation	\$50,000,000+
Pegasus Group Holdings, Limited	\$25,000,000+
TOTAL	\$75,000,000+

[1] For purposes of this table, the applicants "certified" in FY 2020 based on commitments for future required investments were deemed to have been "pre-approved." Correspondingly, the amount identified in the "Minimum Statutory Capital Investment" column is the minimum amount of aggregate capital investment the applicant that was "pre-approved" must make over a period of up to five years in order to sustain its certification. The actual amounts are confidential under A.R.S. § 41-1519(I).

**TABLE 5 – FISCAL YEAR 2020 POST-APPROVED
COMPUTER DATA CENTER INCENTIVE PROGRAM**

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL CAPITAL INVESTMENT [1]
Avnet Logistics - Data Center	\$ 50,000,000+
Aligned Data Centers (PHX), LLC	\$ 50,000,000+
Phoenix NAP, LLC	\$ 50,000,000+
US Foods, Inc.	\$ 50,000,000+
TOTAL	\$238,792,435

[1] The amount identified in the "Actual Capital Investment" column is the minimum amount of aggregate capital investment the applicant was required to make. The actual amounts are confidential pursuant to A.R.S. § 41-1519(I).

**TABLE 5 – CUMULATIVE
COMPUTER DATA CENTER INCENTIVE PROGRAM ACTIVITY**

APPLICANT POST-APPROVAL YEAR	ACTUAL CAPITAL INVESTMENT [1]
FY 2014	\$1,000,000,000+
FY 2015	\$ 250,000,000+
FY 2016	\$ 0
FY 2017	\$ 0
FY 2018	\$ 0
FY 2019	\$ 200,000,000+
FY 2020	\$ 300,000,000+
TOTAL	\$3,663,613,960

[1] The amount identified in the "Actual Capital Investment" column is the minimum amount of capital investment the applicants were required to make in the aggregate over a period of up to five years in order to sustain its certification. The actual amounts are confidential pursuant to A.R.S. § 41-1519(I).

HEALTHY FOREST ENTERPRISE INCENTIVE PROGRAM

The Healthy Forest Enterprise Incentive is designed to promote forest health in Arizona by providing incentives for certified businesses that are primarily engaged in harvesting, processing or transporting forest products. The following incentives are provided by the Healthy Forest Enterprise Incentive:

- Reduction in tax imposed on use fuel. Use fuel is defined as all gas and liquid used to propel a motor vehicle except fuels that are subject to motor vehicle fuel tax.
- Transaction privilege tax exemption on purchased qualifying equipment, leased or rented qualifying equipment, construction contracts, equipment repair parts and motor vehicle fuel and use fuel.
- Use tax exemption on qualifying equipment purchased out-of-state, equipment repair parts and motor vehicle fuel and use fuel.
- Property tax reduction.
- Employment income tax credit – Arizona income tax credit earned over a three-year period for each net new job created, totaling up to \$3,000 per employee.
- Workforce training income tax credit – Arizona income tax credit earned over a three-year period for each new employee trained, totaling up to \$9,000 per employee.

TABLE 6 – FISCAL YEAR 2020 PRE-APPROVED HEALTHY FOREST INCENTIVE PROGRAM

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS [1]	AVERAGE WAGE OF NEW JOBS PROJECTED [1]	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
A3R Trucking LLC	2	\$41,600	[2]	[2]
FEC Logging USA Holdings, LLC	2	\$33,280	[2]	[2]
TOTALS/AVERAGE	4	\$37,440	[2]	[2]

[1] New jobs are only reported in connection with the employment income tax credit.

[2] Information is confidential pursuant to A.R.S. § 41-1516(H).

TABLE 6 – FISCAL YEAR 2020 POST-APPROVED HEALTHY FOREST INCENTIVE PROGRAM

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED [1]	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED IN YEAR BASED ON ACTUAL ACTIVITY
Canyon Creek Logging, Inc.	N/A	N/A	[2]	[2]
Novo BioPower, LLC	N/A	N/A	[2]	[2]
FEC Logging USA Holdings, LLC	N/A	N/A	[2]	[2]
Southwest Forest Products, Inc.	N/A	N/A	[2]	[2]
Tri Star Logging, Inc.	N/A	N/A	[2]	[2]
Dakota Logging, LLC	N/A	N/A	[2]	[2]
Mann's Clean-up Service, Inc.	N/A	N/A	[2]	[2]
A3R Trucking LLC	N/A	N/A	[2]	[2]
TOTALS/AVERAGE	N/A	N/A	\$16,908,074	\$348,488

[1] New jobs are only reported in connection with the employment income tax credit.

[2] Information is confidential pursuant to A.R.S. § 41-1516(H).

Table 6 – Cumulative continued on next page >

TABLE 6 – CUMULATIVE HEALTHY FOREST INCENTIVE PROGRAM ACTIVITY

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED [1]	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2011	N/A	N/A	\$ 1,057,587	\$ 124,643
FY 2012	N/A	N/A	\$ 995,624	\$ 23,160
FY 2013	N/A	N/A	\$ 806,669	\$ 11,997
FY 2014	N/A	N/A	\$ 180,425	\$ 43,559
FY 2015	N/A	N/A	\$ 4,865,729	\$ 228,234
FY 2016	N/A	N/A	\$ 7,027,145	\$ 403,158
FY 2017	N/A	N/A	\$ 8,247,075	\$ 478,638
FY 2018	N/A	N/A	\$ 6,299,977	\$ 620,093
FY 2019	N/A	N/A	\$ 9,633,507	\$ 591,301
FY 2020	N/A	N/A	\$16,908,074	\$ 348,488
TOTALS/AVERAGE	N/A	N/A	\$56,021,812	\$2,873,271

[1] New jobs are only reported in connection with the employment income tax credit.

INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM

The International Operations Center Incentive Program provides utility relief to the owner or operator of an international operations center (IOC) that self-consumes renewable energy from a qualified facility. Utility relief is defined as the mitigation of the tax burden on the retail purchaser of electricity or natural gas.

An owner or operator of an IOC may receive the utility relief if it achieves both of the following investment requirements:

- Minimum annual investment of \$100 million in new capital assets. Investments greater than \$100 million in any taxable year may be carried forward.
- On or before the tenth anniversary of certification, a minimum investment of at least \$1,250,000,000 in new capital assets.

TABLE 7 – FISCAL YEAR 2020 PRE-APPROVED INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM

FY 2020 APPLICANT (PRE-APPROVED)	MINIMUM STATUTORY CAPITAL INVESTMENT [1]
*No Activity	

[1] The amount identified in the "Minimum Statutory Capital Investment" column is the minimum amount of capital investment the applicant must make over a ten-year period.

TABLE 7 – FISCAL YEAR 2020 POST-APPROVED INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL CAPITAL INVESTMENT [1]
Apple, Inc.	\$100,000,000+
TOTAL	\$100,000,000+

[1] The amount identified in the "Actual Capital Investment" column is the minimum amount of aggregate capital investment the applicant must make in order to sustain its certification. The actual amount is confidential pursuant to A.R.S. § 41-1520(H).

TABLE 7 – CUMULATIVE INTERNATIONAL OPERATIONS CENTER INCENTIVE PROGRAM ACTIVITY

PRE-APPROVAL YEAR	ACTUAL CAPITAL INVESTMENT [1]
2016	N/A
2017	N/A
2018	\$100,000,000+
2019	\$100,000,000+
2020	\$100,000,000+
TOTAL	\$300,000,000+

[1] The amount identified in the "Actual Capital Investment" column is the minimum amount of aggregate capital investment the applicant must make in order to sustain its certification. The actual amount is confidential pursuant to A.R.S. § 41-1520(H).

JOB TRAINING GRANTS PROGRAM

The Job Training Program offers grants to assist eligible Arizona employers with employee training expenditures. Program grants are payable on a cost-reimbursement basis and cover up to 75% of the eligible cost for new employee training and 50% of the eligible costs for existing employee training.

The Rapid Employment Job Training Grant Program was established in FY 2020 in response to the economic consequences of the COVID-19 outbreak. It was designed to support employers by reimbursing costs associated with hiring and training substantial numbers of employees quickly. This one-time program was funded from the Job Training Program Fund.

Pursuant to SB 1471 (52nd Legislature, First Regular Session), funding for the Job Training Program terminated on December 31, 2015. Pursuant to HB 2539 (53rd Legislature, First Regular Session), the program termination date was extended to December 31, 2020, after which time no new grants will be issued. Grants issued on or before, and terminating after, December 31, 2020 will remain in effect through their respective contractual end dates. Grants may be funded to a maximum of \$1.3 million per grant.

TABLE 8 – FISCAL YEAR 2020 PRE-APPROVED TRADITIONAL JOB TRAINING GRANT SUMMARY

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Advanced Air, LLC	16	\$ 52,045	\$ 128,000
Air Conditioning by Jay, Inc.	15	\$ 48,141	\$ 80,955
Allstate Insurance Company	257	\$ 51,556	\$ 371,218
Bio-Medical Applications of AZ, LLC	12	\$ 37,352	\$ 33,900
Brightside Benefit, Inc.	189	\$ 81,481	\$ 75,300
CTI Trucking & Leasing, Inc.	10	\$ 45,616	\$ 64,204
Deloitte Consulting LLP - Chicago	175	\$ 67,413	\$ 859,046
Dogtopia Enterprises, LLC and DT of Phoenix, LLC	13	\$ 95,000	\$ 15,915
Environmental Conditioning, LLC dba Parker & Sons, Inc.	15	\$ 52,000	\$ 75,000
Farmers Insurance Exchange	612	\$ 44,956	\$ 839,507
Freedom Financial Network, LLC	226	\$ 47,707	\$ 256,820
Hobaica Services, Inc.	5	\$ 41,600	\$ 35,000
Infosys, Ltd	180	\$ 57,000	\$ 202,050
Loandepot.com, LLC	100	\$ 68,339	\$ 143,700
Makespace, LLC	36	\$ 49,444	\$ 38,000
Maxor National Pharmacy Services, LLC	71	\$ 41,997	\$ 31,630
Mulberry Management Corporation	524	\$ 49,336	\$ 255,701
Nike IHM, Inc. dba Air Manufacturing Innovation	212	\$ 49,430	\$ 138,986
Offerpad, LLC	45	\$ 60,924	\$ 33,453
Opendoor Labs, Inc.	25	\$ 83,600	\$ 32,280
Reveille Foundation/Technical Assistance Partnership of Arizona	10	\$ 37,500	\$ 32,983
Root, Inc.	90	\$ 64,500	\$ 19,516

Table 8 – Pre-Approvals continued on next page >

TABLE 8 – FISCAL YEAR 2020 PRE-APPROVED JOB TRAINING GRANT SUMMARY (CONTINUED)

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
S&H Steel Co., LLC	43	\$ 34,247	\$ 344,000
Shamrock Foods Company	7	\$ 54,893	\$ 25,000
Stream Logistics, LLC	13	\$ 45,092	\$ 76,863
SVB Financial Group	100	\$108,423	\$ 240,416
Updike Distribution Logistics, LLC	76	\$ 49,338	\$ 12,974
Verdigris Holdings, Inc.	111	\$107,781	\$ 288,222
VM Consolidated, Inc. dba Verra Mobility	126	\$ 89,332	\$ 591,371
Vital Pharmaceuticals, Inc.	443	\$ 57,574	\$ 664,352
TOTALS/AVERAGE	3,757	\$ 58,127	\$6,006,362

TABLE 8 – FISCAL YEAR 2020 POST-APPROVED TOTAL JOB TRAINING GRANT PROGRAM

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL INCENTIVES AWARDED BASED ON ACTIVITY
Deloitte Consulting LLP - Chicago	320	\$ 87,660	\$ 546,698
Optima Tax Relief, LLC	27	\$ 69,242	\$ 19,798
ABC Ambulance, LLC	5	\$ 31,616	\$ 3,876
Advanced Air, LLC	3	\$ 66,330	\$ 22,720
Allstate Insurance Company	58	\$ 46,113	\$ 84,693
Ball Metal Beverage Container Corp.	164	\$ 66,138	\$ 36,183
Becton Dickinson (Formerly C.R. Bard)	35	\$ 72,153	\$ 21,351
Bio-Medical Applications of AZ, LLC	32	\$ 83,908	\$ 18,484
Brightside Benefit, Inc.	9	\$ 46,277	\$ 6,800
Buesing Corp.	1	CONFIDENTIAL	\$ 867
Corbins Electric	33	\$ 49,573	\$ 19,174
CTI Trucking & Leasing, Inc.	4	\$ 46,099	\$ 17,287
CVS Pharmacy, Inc.	480	\$ 39,600	\$ 58,961
Deloitte Consulting LLP - Chicago	320	\$ 87,660	\$ 351,348
Dot Foods, Inc.	28	\$ 46,627	\$ 70,829
Enterprise Technology Services	1	CONFIDENTIAL	\$ 749
Environmental Conditioning, LLC dba Parker & Sons, Inc.	9	\$ 37,440	\$ 33,750
Farmers Insurance Exchange	168	\$ 42,036	\$ 258,427

[1] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least three jobs; the wage information is, however, included in the computation of the average wage of all jobs created.

Table 8 – Post-Approvals continued on next page >

TABLE 8 – FISCAL YEAR 2020 POST-APPROVED TOTAL JOB TRAINING GRANT PROGRAM (CONTINUED)

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL INCENTIVES AWARDED BASED ON ACTIVITY
Founding Fathers Collective, LLC	1	CONFIDENTIAL	\$ 3,045
Freedom Financial Network, LLC	42	\$ 48,808	\$ 59,056
Game Truck Licensing, LLC, Global Youth eSports, LLC dba Bravous eSports	4	\$ 38,386	\$ 5,342
Great Wolf Resorts, Inc.	4	\$ 51,750	\$ 439
InVue Security Products, Inc.	11	\$ 36,631	\$ 3,372
Makespace, LLC	5	\$ 40,000	\$ 5,284
Metromile, Inc.	22	\$ 40,954	\$ 58,990
Morgan Stanley Smith Barney, LLC	122	\$ 74,870	\$ 49,461
Mulberry Management Corporation	4	\$ 59,008	\$ 1,454
Nikola Motor Company	154	\$102,140	\$ 159,956
Opendoor Labs, Inc.	37	\$ 47,124	\$ 25,899
RestorationHQ, LLC	3	\$ 67,000	\$ 3,315
Rosendin Electric, Inc.	38	\$ 42,491	\$ 189,712
Rummel Construction, Inc.	19	\$ 58,568	\$ 13,096
Seattle-Tacoma Box Company	31	\$ 42,730	\$ 43,985
Simpleview, LLC	29	\$ 55,539	\$ 390
The Northern Trust Company	36	\$ 58,791	\$ 50,845
TTEC Services Corporation	17	\$ 39,703	\$ 6,479
TTI Success Insights North America, Inc.	3	\$ 79,333	\$ 1,084
Univar USA, Inc.	66	\$ 60,282	\$ 55,195
Universal Electronics, Inc.	23	\$ 86,851	\$ 19,532
Viking River Cruises, Inc.	51	\$ 51,333	\$ 10,981
Visionary Automotive Group	25	\$ 79,960	\$ 170,323
Voya Financial, Inc.	224	\$ 40,029	\$ 40,111
Wildflower Bread Company, LLC	37	\$ 39,151	\$ 29,092
Willmeng Construction, Inc.	7	\$111,700	\$ 4,607
Y Electric Solutions, LLC	6	\$ 31,026	\$ 17,276
TOTALS/AVERAGE	2,718	\$ 62,096	\$2,600,312

[1] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least three jobs; the wage information is, however, included in the computation of the average wage of all jobs created.

Table 8 – Cumulative Activity on next page >

TABLE 8 – CUMULATIVE JOB TRAINING GRANTS PROGRAM ACTIVITY

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY [1]
FY 2011	313	\$44,312	\$ 237,384
FY 2012	1,136	\$41,012	\$ 1,418,496
FY 2013	2,768	\$41,382	\$ 5,407,178
FY 2014	2,545	\$46,165	\$ 3,367,710
FY 2015	2,614	\$40,442	\$ 4,403,213
FY 2016	4,107	\$47,211	\$ 6,876,269
FY 2017	2,878	\$46,190	\$ 3,205,927
FY 2018	1,933	\$49,795	\$ 2,251,487
FY 2019	3,950	\$50,731	\$ 4,212,393
FY 2020	2,718	\$62,096	\$ 2,600,312
TOTALS/AVERAGE	24,962	\$47,691	\$33,980,369

[1] Amount post-approved represents sums paid by the ACA to grantees in reimbursement of qualified job training expenses for net new employee-trainees and training of existing employees.

MILITARY REUSE ZONE INCENTIVE PROGRAM

The Military Reuse Zone Program (MRZ Program) was established by the state legislature in 1992 to lessen the impact of military base closures. Currently there are two Military Reuse Zones in Arizona – the former Williams Air Force Base, now known as Phoenix-Mesa Gateway Airport and the former U.S. Naval Air Facility in Goodyear, now known as Phoenix Goodyear Airport.

An applicant for the MRZ Program must be located within a military reuse zone to qualify for two types of benefits:

- Exemption from transaction privilege tax on contracts for certain types of construction within an MRZ
- Both real and personal property can be reclassified from class one (18% assessment ratio) to class six (5% assessment ratio), which may result in property tax savings of up to 72.2% for a period of five years.

TABLE 9 – FISCAL YEAR 2020 PRE-APPROVED MILITARY REUSE ZONE INCENTIVE PROGRAM

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 98,627	\$ 3,832
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 1,700,000	\$ 66,051
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 276,601	\$ 10,747
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$10,134,753	\$ 393,774
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 1,048,814	\$ 40,813
Aviation Performance Solutions, LLC [1]	N/A	N/A	\$ 9,550,000	\$ 391,073
Gateway Executive Airpark, LLC [1]	N/A	N/A	\$11,378,300	\$ 630,813
TOTALS	N/A	N/A	\$34,187,095	\$1,537,102

[1] Applicant utilized transaction privilege tax exemption provisions of program and thus was not required to project job creation information.

TABLE 9 – FISCAL YEAR 2020 POST-APPROVED MILITARY REUSE ZONE INCENTIVE PROGRAM

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT MADE	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 707,316	\$ 19,808
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 9,355,693	\$ 379,107
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 385,854	\$ 10,942
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 94,795	\$ 3,832
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 1,659,677	\$ 40,323
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 265,854	\$ 10,747
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 1,505,625	\$ 109,802
Phoenix-Mesa Gateway Airport Authority [1]	N/A	N/A	\$ 431,265	\$ 23,735
TOTALS	N/A	N/A	\$14,406,077	\$ 598,296

[1] Applicant utilized transaction privilege tax exemption provisions of program and thus was not required to report job creation information.

TABLE 9 – MILITARY REUSE ZONE INCENTIVE PROGRAM • CUMULATIVE ACTIVITY (PHOENIX-MESA GATEWAY)

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED [1]	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL CAPITAL INVESTMENT MADE [1]	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2012	10	\$79,331	\$ 258,047	\$ 12,500
FY 2013	52	\$73,297	\$ 0	\$ 52,000
FY 2014	N/A	N/A	\$ 0	\$ 0
FY 2015	N/A	N/A	\$ 8,805,860	\$ 377,586
FY 2016	N/A	N/A	\$14,515,724	\$ 587,733
FY 2017	N/A	N/A	\$ 0	\$ 0
FY 2018	N/A	N/A	\$47,460,497	\$2,189,203
FY 2019	N/A	N/A	\$ 2,809,323	\$ 108,948
FY 2020	N/A	N/A	\$14,406,077	\$ 598,296
TOTALS/AVERAGE	62	\$74,270	\$88,255,528	\$3,926,266

[1] Represents the aggregate amounts that certified companies reported in their completion reports and annual reports to the ACA.

TABLE 9 – MILITARY REUSE ZONE INCENTIVE PROGRAM • CUMULATIVE ACTIVITY (PHOENIX-GOODYEAR AIRPORT)

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED [1]	AVERAGE WAGE OF NEW JOBS CREATED [1]	ACTUAL CAPITAL INVESTMENT MADE [1]	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2012	3	\$ 74,880	\$ 520	\$ 1,000
FY 2013	871	\$ 98,300	\$5,310,000	\$ 207,679
FY 2014	831	\$ 91,964	\$ 847,161	\$ 546,612
FY 2015	615	\$105,931	\$ 284,000	\$ 472,684
FY 2016	17	\$ 93,013	\$ 55,173	\$ 7,500
FY 2017	0	\$ 0	\$ 0	\$ 0
FY 2018	0	\$ 0	\$ 0	\$ 0
FY 2019	0	\$ 0	\$ 0	\$ 0
FY 2020	0	\$ 0	\$ 0	\$ 0
TOTALS/AVERAGE	2,337	\$ 97,987	\$6,496,854	\$1,235,475

[1] Represents the aggregate amounts that certified companies reported in their completion reports and annual reports to the ACA.

QUALIFIED FACILITY INCENTIVE PROGRAM

The Qualified Facility Incentive Program provides a refundable tax credit to eligible companies investing in qualifying facilities and creating jobs. The Qualified Facility tax credits are authorized on a first-come, first-served basis. The program has an annual cap of \$70 million.

In order to be eligible for the Qualified Facility tax credit, a company must:

- Make a Capital Investment to establish or expand a Qualified Facility that devotes at least 80% of the property and payroll to qualified manufacturing, manufacturing-related research and development, or manufacturing-related headquarters.

- Create net new full-time employment positions for the project, of which at least 51% must pay qualifying wages.
- Offer to pay at least 65% of the health insurance premiums for all net new full-time employment positions.

Subject to eligibility requirements, the Qualified Facility tax credit offers a refundable income tax credit equal to the lesser of:

- 10% of the qualifying capital investment or
- \$20,000 per net new job at the facility or
- \$30,000,000 per taxpayer per year.

TABLE 10 – FISCAL YEAR 2020 PRE-APPROVED QUALIFIED FACILITY INCENTIVE PROGRAM

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS [2]
Mercury Systems, Inc.	[1]	N/A	[1]	\$ 1,540,000
Becton, Dickinson and Company	[1]	N/A	[1]	\$ 3,800,000
Prisma Graphics	[1]	N/A	[1]	\$ 1,500,000
Semiconductor Components Industries, LLC	[1]	N/A	[1]	\$ 4,000,000
Vital Pharmaceuticals, Inc.	[1]	N/A	[1]	\$ 8,000,000
Compass AC Holdings, Inc.	[1]	N/A	[1]	\$ 600,000
Urbix Resources, LLC	[1]	N/A	[1]	\$ 250,000
Rogers Corp.	[1]	N/A	[1]	\$ 1,380,000
Cardinal CG Company (Buckeye)	[1]	N/A	[1]	\$ 5,500,000
Intel Corporation - Chandler Blvd	[1]	N/A	[1]	\$ 540,000
Intel Corporation - Dodson Rd.	[1]	N/A	[1]	\$11,600,000
Z-Modular, LLC	[1]	N/A	[1]	\$ 2,852,699
Intel Corporation - Dobson Rd [2]	[1]	N/A	[1]	\$28,900,000
MPW Manufacturing Services, LLC	[1]	N/A	[1]	\$ 420,000
Bubbies Homemade Ice Cream & Desserts, Inc.	[1]	N/A	[1]	\$ 678,000
ASRC Industrial Services, LLC	[1]	N/A	[1]	\$ 344,827
TOTALS/AVERAGE	3,656	N/A	\$3,062,743,441	\$71,905,526

[1] Confidential information pursuant to A.R.S. § 41-1512(U).

[2] While there is a cap on Calendar Year total credits not exceeding \$70 million pursuant to A.R.S. §41-1512(J), there is no such restriction on fiscal year preapprovals.

Table 10 – Post-Approvals and Cumulatives on next page ➤

TABLE 10 – FISCAL YEAR 2020 POST-APPROVED QUALIFIED FACILITY INCENTIVE PROGRAM

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Abbott Laboratories	[1]	[1]	[1]	\$ 1,820,000
Ball Metal Beverage Container Corp.	[1]	[1]	[1]	\$ 3,400,000
CAID Industries, Inc.	[1]	[1]	[1]	\$ 633,929
Hop Knot Brewing, LLC	[1]	[1]	[1]	\$ 760,000
Huhtamaki, Inc.	[1]	[1]	[1]	\$ 1,540,000
Leaktite Corporation	[1]	[1]	[1]	\$ 740,000
Viasat, Inc.	[1]	[1]	[1]	\$ 6,700,000
Vinyl Visions, LLC	[1]	[1]	[1]	\$ 800,485
TOTALS/AVERAGE	833	\$76,747	\$504,588,739	\$16,394,414

[1] Confidential information pursuant to A.R.S. § 41-1512(U).

TABLE 10 – CUMULATIVE QUALIFIED FACILITY INCENTIVE PROGRAM ACTIVITY

POST-APPROVAL YEAR	ACTUAL NEW JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	CUMULATIVE ACTUAL INCENTIVES CAPITAL AWARDED	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
2016	[1]	[1]	[1]	\$17,540,000
2017	93	\$68,404	\$ 30,891,947	\$ 1,860,000
2018	59	\$56,920	\$ 8,213,530	\$ 740,000
2019	308	\$48,486	\$121,274,720	\$ 5,735,378
2020	833	\$76,747	\$504,588,739	\$16,394,414
TOTALS/AVERAGE	[1]	[1]	[1]	\$42,269,792

[1] Confidential information pursuant to A.R.S. § 41-1512(U).

QUALITY JOBS INCENTIVE PROGRAM

The Quality Jobs Incentive Program provides tax credits to employers creating a minimum number of net new quality jobs and making a minimum capital investment in Arizona. The program is capped at 10,000 jobs each calendar year.

The Quality Jobs tax credit offers up to \$9,000 of Arizona income or premium tax credits spread over a three-year period for each net new quality job (\$3,000 per year). If the allowable tax credit exceeds the income or premium tax liability, any unused amount may be carried forward for up to five consecutive taxable years.

Any company making the minimum capital investment in Arizona and creating the minimum net new quality jobs can apply. Eligibility qualifications are different for rural and urban areas. The Program was updated to include new eligibility requirements, with flexible capital investment requirements for taxpayers whose wages are higher than county median levels (Laws 2017, 53rd Legislature, 1st Regular Session, Chapter 340 [SB1416]). The new requirements took effect on January 1, 2018.

For Urban Locations:

1. Taxpayer is required to invest at least \$5,000,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 100% of the county median wage, or;

2. Taxpayer is required to invest at least \$2,500,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 125% of the county median wage, or;
3. Taxpayer is required to invest at least \$1,000,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 150% of the county median wage, or;
4. Taxpayer is required to invest at least \$500,000 in capital expenditures, and create at least 25 net new qualified employment positions that pay 200% of the county median wage.

For Rural Locations:

1. Taxpayer is required to invest at least \$1,000,000 in capital expenditures, and create at least 5 net new qualified employment positions that pay 100% of the county median wage, or;
2. Taxpayer is required to invest at least \$500,000 in capital expenditures, and create at least 5 net new qualified employment positions that pay 125% of the county median wage, or;
3. Taxpayer is required to invest at least \$100,000 in capital expenditures, and create at least 5 net new qualified employment positions that pay 150% of the county median wage.

TABLE 11 – FISCAL YEAR 2020 PRE-APPROVED QUALITY JOBS INCENTIVE PROGRAM

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT [1]	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Allstate Insurance Company	1,000	\$ 37,352	\$ 5,000,000	\$ 9,000,000
Allstate Insurance Company	1,000	\$ 36,464	\$ 5,000,000	\$ 9,000,000
Mulberry Management Corporation	78	\$ 83,786	\$ 2,500,000	\$ 702,000
Amazon.com Services, Inc.	100	\$ 36,000	\$ 5,000,000	\$ 900,000
Amazon.com Services, Inc.	108	\$ 73,400	\$ 5,000,000	\$ 972,000
Bank of the West	656	\$ 74,196	\$ 5,000,000	\$ 5,904,000
Atlis Motor Vehicles, Inc.	560	\$ 75,000	\$ 2,500,000	\$ 5,040,000
Fresenius Medical Care	50	\$ 38,000	\$ 5,000,000	\$ 450,000
Freedom Financial Network, LLC	100	\$ 40,000	\$ 5,000,000	\$ 900,000
XPO Logistics Supply Chain, Inc.	60	\$ 45,000	\$ 5,000,000	\$ 540,000

[1] The projected capital investment shown is the minimum amount needed to qualify for the program. The actual capital investment may be higher and is confidential pursuant to A.R.S. § 41-1525(G).

TABLE 11 – FISCAL YEAR 2020 PRE-APPROVED QUALITY JOBS INCENTIVE PROGRAM (CONTINUED)

FY 2020 APPLICANT (PRE-APPROVED)	PROJECTED NEW JOBS	AVERAGE WAGE OF PROJECTED NEW JOBS	PROJECTED CAPITAL INVESTMENT [1]	INCENTIVES PRE-APPROVED BASED ON PROJECTIONS
Bell Bank-Arizona	37	\$100,815	\$ 1,000,000	\$ 333,000
Argos Intermediate Holdco I Inc. & Subsidiaries	31	\$101,290	\$ 5,000,000	\$ 279,000
Leslie's Poolmart	30	\$ 88,000	\$ 2,500,000	\$ 270,000
CarMax	400	\$ 48,714	\$ 5,000,000	\$ 3,600,000
Shamrock Foods Company	120	\$ 60,066	\$ 5,000,000	\$ 1,080,000
CVS Pharmacy Inc.	187	\$ 64,140	\$ 5,000,000	\$ 1,683,000
NortonLifeLock, Inc. (HQ)	276	\$131,979	\$ 5,000,000	\$ 2,484,000
TOTALS/AVERAGE	4,793	\$ 57,537	\$73,500,000	\$43,137,000

[1] The projected capital investment shown is the minimum amount needed to qualify for the program. The actual capital investment may be higher and is confidential pursuant to A.R.S. § 41-1525(G).

TABLE 11 – FISCAL YEAR 2020 POST-APPROVED QUALITY JOBS INCENTIVE PROGRAM

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	JOBS RETAINED [1]	AVERAGE WAGE OF NEW JOBS CREATED	MINIMUM CAPITAL INVESTMENT MADE [2]	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Walgreen Co.	0	36	N/A	N/A	\$ 108,000
ADP, LLC	271	267	\$ 57,556	N/A	\$ 1,614,000
ADP, LLC	68	131	\$ 52,767	N/A	\$ 597,000
Shamrock Foods Company	20	130	\$ 76,623	N/A	\$ 450,000
Shamrock Foods Company	26	0	\$ 70,871	\$ 5,000,000	\$ 78,000
Argos Intermediate Holdco I Inc. & Subsidiaries	31	0	\$103,486	\$ 5,000,000	\$ 93,000
The Vanguard Group, Inc. - Scottsdale	0	83	N/A	N/A	\$ 249,000
Freedom Financial Network, LLC	62	0	\$ 83,740	\$ 5,000,000	\$ 186,000
XPO Logistics Supply Chain, Inc.	42	0	\$ 59,867	\$ 5,000,000	\$ 126,000
GM Financial	0	50	N/A	N/A	\$ 150,000
Republic Services	87	83	\$102,035	N/A	\$ 510,000
Republic Services	0	41	N/A	N/A	\$ 123,000
Republic Services	66	24	\$ 91,343	N/A	\$ 270,000
CVS Pharmacy Inc.	0	22	N/A	N/A	\$ 66,000

[1] The program allocates tax credits of \$3,000 per added or retained position per year for three years. The jobs retained represents jobs created under this program in a prior year with 2nd or 3rd year credits allocated in the current year.

[2] The projected capital investment shown is the minimum amount needed to qualify for the program. The actual capital investment may be higher and is confidential pursuant to A.R.S. § 41-1525(G). "N/A" is listed for applicants that met their minimum eligibility requirements in a prior year.

Table 11 – Post-Approvals on next page >

TABLE 11 – FISCAL YEAR 2020 POST-APPROVED QUALITY JOBS INCENTIVE PROGRAM (CONTINUED)

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	QJTC JOBS RETAINED [1]	AVERAGE WAGE OF NEW JOBS CREATED	MINIMUM CAPITAL INVESTMENT MADE [2]	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
CVS Pharmacy Inc.	35	326	\$ 54,425	N/A	\$ 1,083,000
Wells Fargo & Company	0	166	N/A	N/A	\$ 498,000
Northrup Grumman- Gilbert (formerly Orbital ATK)	0	94	N/A	N/A	\$ 282,000
Argos Intermediate Holdco I Inc. & Subsidiaries	0	70	N/A	N/A	\$ 210,000
Grand Canyon University	0	10	N/A	N/A	\$ 30,000
Tractor Supply Co.	0	10	N/A	N/A	\$ 30,000
Comcast Corporation	32	381	\$ 44,167	N/A	\$ 1,239,000
Grand Canyon University	0	46	N/A	N/A	\$ 138,000
Amazon.com Services, Inc.	6	0	\$ 63,240	N/A	\$ 18,000
Bank of the West	599	0	\$ 92,448	\$ 5,000,000	\$ 1,797,000
Allegis Group Holdings, Inc.	0	220	N/A	N/A	\$ 660,000
Mulberry Management Corporation	65	0	\$ 74,883	\$ 2,500,000	\$ 195,000
Allstate Insurance Company	103	0	\$ 64,706	\$ 5,000,000	\$ 600,000
Allstate Insurance Company	580	0	\$ 66,147	\$ 5,000,000	\$ 1,449,000
State Farm HQ	221	776	\$ 90,609	N/A	\$ 2,991,000
Bank of American Corporation, N.A.	205	0	\$ 43,727	\$ 5,000,000	\$ 615,000
Morgan Stanley Domestic Holdings, Inc.	65	0	\$ 88,079	\$ 5,000,000	\$ 195,000
Farmers Insurance - Woodland Hills	0	312	N/A	N/A	\$ 936,000
Farmers Insurance - Woodland Hills	238	0	\$ 54,660	\$ 5,000,000	\$ 714,000
Lockheed Martin Corporation	51	29	\$ 65,512	N/A	\$ 240,000
Discover Financial Services	0	71	N/A	N/A	\$ 213,000
Sprouts Farmers Market, Inc.	0	14	N/A	N/A	\$ 42,000
Caterpillar Global Mining, LLC	98	0	\$126,195	\$ 5,000,000	\$ 294,000
Carvana	77	47	\$ 50,517	N/A	\$ 372,000
Centene	54	227	\$ 93,137	N/A	\$ 843,000
Carvana	201	197	\$ 87,523	N/A	\$ 1,194,000
SVB Financial Group	0	104	N/A	N/A	\$ 312,000
Loan Depot, LLC	160	140	\$ 93,775	N/A	\$ 900,000

[1] The program allocates tax credits of \$3,000 per added or retained position per year for three years. The jobs retained represents jobs created under this program in a prior year with 2nd or 3rd year credits allocated in the current year.

[2] The projected capital investment shown is the minimum amount needed to qualify for the program. The actual capital investment may be higher and is confidential pursuant to A.R.S. § 41-1525(G). "N/A" is listed for applicants that met their minimum eligibility requirements in a prior year.

Tables 11 – Post-Approvals continued on next page >

TABLE 11 – FISCAL YEAR 2020 POST-APPROVED QUALITY JOBS INCENTIVE PROGRAM (CONTINUED)

FY 2020 APPLICANT (POST-APPROVED)	ACTUAL NEW JOBS CREATED	QJTC JOBS RETAINED [1]	AVERAGE WAGE OF NEW JOBS CREATED	MINIMUM CAPITAL INVESTMENT MADE [2]	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Dot Foods, Inc.	30	27	\$ 35,030	N/A	\$ 171,000
Waste Management, Inc., and Subsidiaries	39	33	\$ 85,041	N/A	\$ 216,000
PepsiCo, Inc. & Affiliates, Inc.	0	32	N/A	N/A	\$ 96,000
JP Morgan Chase & Co.	0	22	N/A	N/A	\$ 66,000
JP Morgan Chase & Co.	0	96	N/A	N/A	\$ 288,000
JP Morgan Chase & Co.	0	49	N/A	N/A	\$ 147,000
Isagenix International, LLC	0	30	N/A	N/A	\$ 90,000
Cognizant	0	94	N/A	N/A	\$ 282,000
The Northern Trust Company	0	161	N/A	N/A	\$ 483,000
The Northern Trust Company	0	113	N/A	N/A	\$ 339,000
The Northern Trust Company	52	24	\$ 94,886	N/A	\$ 228,000
Cognizant	0	15	N/A	N/A	\$ 45,000
TOTALS/AVERAGE	3,584	4,803	\$ 75,781	\$57,500,000	\$25,161,000

[1] The program allocates tax credits of \$3,000 per added or retained position per year for three years. The jobs retained represents jobs created under this program in a prior year with 2nd or 3rd year credits allocated in the current year.

[2] The projected capital investment shown is the minimum amount needed to qualify for the program. The actual capital investment may be higher and is confidential pursuant to A.R.S. § 41-1525(G). "N/A" is listed for applicants that met their minimum eligibility requirements in a prior year.

TABLE 11 – CUMULATIVE QUALITY JOBS INCENTIVE PROGRAM ACTIVITY

POST-APPROVAL YEAR	ACTUAL JOBS CREATED	AVERAGE WAGE OF NEW JOBS CREATED	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY [1]
FY 2012	348	\$117,827	\$2,436,367,936	\$ 1,044,000
FY 2013	1,028	\$ 50,400	\$1,694,142,119	\$ 4,113,000
FY 2014	1,041	\$ 53,316	\$ 102,392,468	\$ 6,339,000
FY 2015	2,221	\$ 54,125	\$ 348,087,494	\$ 9,102,000
FY 2016	1,785	\$ 61,751	\$ 515,460,180	\$ 12,972,000
FY 2017	3,047	\$ 56,349	\$ 353,913,347	\$ 18,603,000
FY 2018	3,694	\$ 59,957	\$ 453,220,435	\$ 22,671,000
FY 2019	3,014	\$ 68,793	\$ 285,389,632	\$ 24,177,000
FY 2020	3,584	\$ 75,781	\$2,177,434,708	\$ 25,161,000
TOTALS/AVERAGE	19,762	\$ 63,297	\$8,366,408,319	\$124,182,000

[1] Amount post-approved represents non-refundable income tax credits authorized by the ACA for qualified net new job creation and capital investment; credit recipients may carry forward tax credits for up to five years.

RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM

The Research and Development Incentive Program provides an Arizona income tax credit for increased research and development activities conducted in this state, including research conducted at a state university and funded by an applicant company.

The current R&D tax credit applies to both corporations and individuals and is equal to 24% of the first \$2.5 million in qualifying expenses plus 15% of the qualifying expenses in excess of \$2.5 million. A company that is otherwise qualified for the R&D tax credit who employs less than 150 full-time employees can apply to the ACA for a partial refund of up to 75% of the current year's credit minus the current year's tax liability.

Beginning in calendar year 2019, the maximum refund amount per taxpayer is \$100,000 in a single tax year. The total amount of refundable credits that may be awarded in any calendar year is \$5 million; therefore, credits reported may be awarded in any fiscal year may be more or less than the \$5 million limit.

An additional credit amount is allowed if the taxpayer made basic research payments during the tax year to a university under the jurisdiction of the Arizona Board of Regents. The additional credit amount is equal to 10% of the basic research payments that constitute excess expenses for the tax year over the base amount.

TABLE 12 - FISCAL YEAR 2020 POST-APPROVED RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM [1]

FY 2020 APPLICANT (POST-APPROVAL)	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
360 Enterprises, Inc.	\$ 433,077	\$ 38,939
Advanced Materials Technologies, LLC	\$ 1,394,282	\$ 88,005
Airtronics Inc.	\$ 462,227	\$ 83,201
Alphacore, Inc.	\$ 1,777,708	\$ 100,000
Apri Instruments, LLC	\$ 811,700	\$ 73,016
Architekton, Inc.	\$ 2,239,035	\$ 100,000
ASEI Engineering, Inc.	\$ 649,634	\$ 48,188
Axosoft, LLC	\$ 1,743,558	\$ 100,000
Azbil North America, Inc.	\$ 507,919	\$ 45,675
Bakkum Noelke Consulting Structural Engineers, Inc.	\$ 594,217	\$ 47,480
Boeckeler Instruments, Inc.	\$ 301,445	\$ 27,093
CellTrust Corporation	\$ 1,369,361	\$ 100,000
CivTech Inc.	\$ 472,187	\$ 11,033
Cogent3d, Inc. dba CropTrak	\$ 1,418,000	\$ 100,000
CTM Magnetics, Inc.	\$ 1,850,515	\$ 100,000
Datasoft Corp.	\$ 168,127	\$ 15,094
DDC-I Incorporated	\$ 256,962	\$ 23,089
Design Works Studio, LLC	\$ 2,021,128	\$ 100,000
Dieterich Architectural Group, Inc.	\$ 474,686	\$ 42,684
Draw Alert, LLC	\$ 92,407	\$ 8,317

[1] There is no "Pre-approval" process for the Research and Development Incentive Program. Only "Post-approval" results are shown.

Table 12 – Post-Approvals continued on next page >

TABLE 12 - FISCAL YEAR 2020 POST-APPROVED RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM [1]
(CONTINUED)

FY 2020 APPLICANT (POST-APPROVAL)	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Drivably, Inc.	\$ 656,580	\$ 59,055
Dual Path, LLC	\$ 119,102	\$ 6,969
enChoice, Inc.	\$ 1,531,292	\$ 100,000
Execute To Win, LLC	\$ 1,910,875	\$ 100,000
Fabricating/Distributor, Inc.	\$ 382,422	\$ 22,778
Forced Physics LLC	\$ 762,457	\$ 68,621
FreeFall Aerospace, LLC	\$ 954,178	\$ 100,000
Hamilton Innovations, LLC	\$ 1,097,292	\$ 98,756
Heliae Technology Holdings, Inc.	\$ 2,663,202	\$ 100,000
HilgartWilson, LLC	\$ 6,520,780	\$ 100,000
Holly Street Studio, LLC	\$ 594,445	\$ 53,500
HOTWIRE Development, LLC	\$ 622,026	\$ 55,982
Howe Industries LLC	\$ 135,000	\$ 12,150
Hypur Inc.	\$ 1,757,667	\$ 100,000
INanoBio, Inc.	\$ 240,796	\$ 21,635
Innovative Health, LLC	\$ 2,960,415	\$ 100,000
Integrated Technology Corporation	\$ 1,249,179	\$ 100,000
InterOptics, LLC	\$ 600,070	\$ 54,006
LeaseHawk, LLC	\$ 1,194,717	\$ 100,000
Metal Magic, Inc.	\$ 814,616	\$ 73,278
MSDx, Inc.	\$ 117,781	\$ 10,760
nQueue Billback, LLC	\$ 1,266,319	\$ 100,000
Oats Overnight, Inc.	\$ 203,179	\$ 18,249
Omniscient, LLC	\$ 188,701	\$ 33,716
Oryx Additive, Inc.	\$ 114,007	\$ 10,223
Pagely, Inc.	\$ 778,610	\$ 33,409
Point Engineers, LLC	\$ 1,222,231	\$ 100,000
Printed Energy Pty Ltd	\$ 609,440	\$ 54,812
Pure Chat, Inc.	\$ 628,795	\$ 56,591
Pyx Health, Inc.	\$ 560,754	\$ 50,430

[1] There is no "Pre-approval" process for the Research and Development Incentive Program. Only "Post-approval" results are shown.

Table 12 – Post-Approvals continued on next page >

TABLE 12 - FISCAL YEAR 2020 POST-APPROVED RESEARCH AND DEVELOPMENT INCENTIVE PROGRAM [1]
(CONTINUED)

FY 2020 APPLICANT (POST-APPROVAL)	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
Qwick, LLC	\$ 717,579	\$ 64,545
Radiance Therapeutics, Inc.	\$ 1,258,230	\$ 100,000
Regenesis Biomedical, Inc.	\$ 1,941,495	\$ 100,000
Reglagene Holding, Inc.	\$ 282,108	\$ 27,173
Revolution Parts, Inc.	\$ 1,684,501	\$ 100,000
Robert Kubicek Architects & Associates, Inc.	\$ 3,921,199	\$ 100,000
Rockford Corporation	\$ 2,459,470	\$ 100,000
Ron Turley Associates, Inc.	\$ 1,281,310	\$ 100,000
Salutaris Medical Devices, Inc.	\$ 453,002	\$ 40,733
Scientific Technologies Corporation	\$ 4,224,715	\$ 100,000
Sentinel Monitoring Systems, Inc.	\$ 1,328,427	\$ 100,000
Signing Day Sports, LLC	\$ 134,518	\$ 12,107
SmarterTools, Inc.	\$ 1,301,147	\$ 100,000
Solera Health, Inc.	\$ 2,234,936	\$ 100,000
Solid State Networks I, LLC	\$ 553,473	\$ 49,812
SpektreWorks, Inc.	\$ 890,315	\$ 80,091
Symmetry Software Corporation	\$ 1,595,370	\$ 100,000
Tempronics, Inc.	\$ 615,999	\$ 55,403
Thayer Medical Corporation	\$ 287,651	\$ 23,525
True Metal Solutions, LLC	\$ 732,727	\$ 65,945
Velocityscape, LLC	\$ 1,579,739	\$ 100,000
Volans-i, Inc.	\$ 699,086	\$ 19,717
World View Enterprises, Inc.	\$ 4,249,197	\$ 100,000
Wright Engineering Corporation	\$ 940,722	\$ 84,628
Young Manufacturing, Inc.	\$ 134,673	\$ 1,686
Zonge International Inc.	\$ 529,499	\$ 47,618
TOTALS [2]	\$87,526,191	\$5,019,717

[1] There is no "Pre-approval" process for the Research and Development Incentive Program. Only "Post-approval" results are shown.

[2] The total amount awarded exceeds the \$5 million calendar year cap set forth in A.R.S. §41-1507(E) because one award was made in Fiscal Year 2020 under the 2019 Calendar Year Cap.

Table 12 – Cumulative and University R&D Post-Approvals continued on next page >

TABLE 12 - CUMULATIVE RESEARCH AND DEVELOPMENT TAX CREDIT PROGRAM

POST-APPROVAL YEAR	CUMULATIVE CAPITAL INVESTMENT	CUMULATIVE INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2012	\$ 61,692,391	\$ 5,000,000
FY 2013	\$ 61,965,382	\$ 5,000,000
FY 2014	\$ 58,942,155	\$ 5,000,000
FY 2015	\$ 60,852,349	\$ 5,000,000
FY 2016	\$ 61,692,352	\$ 5,000,000
FY 2017	\$ 58,264,067	\$ 5,000,000
FY 2018	\$ 60,825,583	\$ 5,000,000
FY 2019	\$ 85,244,315	\$ 4,980,283
FY 2020	\$ 87,526,191	\$ 5,019,717
TOTALS	\$597,004,785	\$45,000,000

TABLE 12 - FISCAL YEAR 2020 POST APPROVED UNIVERSITY RESEARCH AND DEVELOPMENT TAX CREDIT PROGRAM [1]

FY 2020 APPLICANT (POST-APPROVAL)	ACTUAL CAPITAL INVESTMENT	INCENTIVES AWARDED IN YEAR BASED ON ACTUAL ACTIVITY
*No Activity		
TOTALS	\$0	\$0

[1] There is no "Pre-approval" process for the Research and Development Incentive Program. Only "Post-approval" results are shown.

TABLE 12 - CUMULATIVE UNIVERSITY RESEARCH AND DEVELOPMENT TAX CREDIT PROGRAM

POST-APPROVAL YEAR	CUMULATIVE CAPITAL INVESTMENT	INCENTIVES AWARDED BASED ON ACTUAL ACTIVITY
FY 2016	\$ 25,041	\$ 2,339
FY 2017	\$150,500	\$11,288
FY 2018	\$ 15,655	\$ 377
FY 2019	\$ 0	\$ 0
FY 2020	\$ 0	\$ 0
TOTALS	\$191,196	\$14,004

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