

GROWING AND STRENGTHENING ARIZONA'S ECONOMY

FY 2020 ECONOMIC IMPACT AND RESULTS

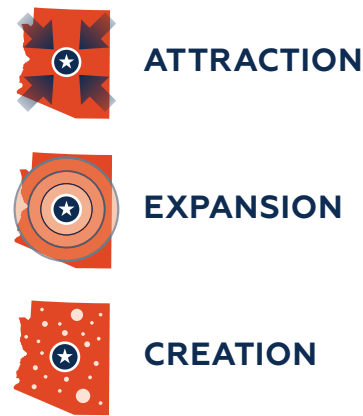
The ACA has a targeted strategy to improve Arizona's economy by facilitating quality job creation through business:

- Attraction
- Expansion
- Creation



FOUNDATION

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



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

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

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

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

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

5-YEAR GOALS
(FY18 - FY22)

ACA'S FISCAL YEAR 2020 HIGHLIGHTS – 4,208 COMPANY ENGAGEMENTS

ATTRACTION



275 opportunities created

	FY19	FY20		Metro	Rural
Projects Announced	105	132	Projected New Jobs	21,205	1,031
			Capital Investment	\$14.93B	\$742.15M
			Wages	\$68,596	\$53,299

ACA's Fiscal Year 2020 Results Projected New Jobs Projected Capital Investment Projected Wages

EXPANSION



2,287 Arizona company engagements

	FY19	FY20
AZMEP	401	424
International	491	520
Small Business	153	1,110
Film & Digital Media	334	233

The ACA's suite of business expansion programs – including the Arizona Manufacturing Extension Partnership, international trade assistance, small business support and Film & Digital Media – are designed to help existing Arizona businesses grow and enhance their success. FY 20 engagement numbers are comprehensive of COVID-19 engagements supporting Arizona small businesses.

CREATION



731 technology company engagements

	FY19	FY20
Engagements	479	731

The ACA's suite of creation programs – including the Arizona Innovation Challenge, Venture Ready, Venture Madness, Pitch Perfect, ASU Venture Devils, innovation workshops and individual coaching – are designed to help early-stage companies launch and scale in Arizona. FY 20 engagement numbers are comprehensive of COVID-19 engagements supporting Arizona entrepreneurs.

FINANCIAL PROGRAMS



915 new incentive applications and reports

	FY19	FY20		Number of Assisted Companies	Amount of Assistance
Pending	29	25	Tax Credits and Abatements ¹	227	\$111.9 M
Under Review	121	157	Grants ²	59	\$ 17.79M
Reviewed	684	558		286	\$129.69M
Active	623	417			

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

FOUNDATION



statewide, long-term economic development initiatives, including:

COVID-19 Business Support: To provide resources and guidance during the pandemic, the ACA created many new services and programs including a Small Business Boot Camp Series attended by 2,680 people in FY 20, a hub for reskilling opportunities and career counseling, and two integrated marketing campaigns.

International Trade Offices: Under Governor Ducey's leadership, the ACA opened three new Arizona Trade & Investment Offices in Tel Aviv, Israel, Guanajuato, Mexico, and Chihuahua, Mexico.

2020 CEO Forum: The ACA, Governor Ducey and the Arizona Zanjeros hosted a highly successful CEO Forum event during the Waste Management Phoenix Open, attended by companies from around the U.S., resulting in several project wins to date.

Arizona Rural Broadband Development Grant: The ACA administered \$3 million in development and planning grants to three companies and four municipalities to enhance broadband connectivity statewide.

ACA'S FISCAL YEAR 2020 RESULTS

All figures represent three-year projections

	1Q	2Q	3Q	4Q	FY20 Goal	FY20 TOTALS
Projected New Jobs	7,850	4,554	3,685	6,147	16,000	22,236
Projected Capital Investment	\$943M	\$1.4B	\$802.8M	\$12.54B	\$1.4B	\$15.67B
Projected Wages	\$59,539	\$78,737	\$62,697	\$73,620	\$54,429	\$67,887

CUMULATIVE RESULTS TOWARDS GOALS

	Projected Jobs	Projected Capital Investment
ACA 3-YR Performance	64,742 (81%)	\$20.4B (291%)
ACA 5-YR Goal	80,000	\$7.0B

ECONOMIC IMPACT OF ACA PERFORMANCE

	Direct, Indirect and Induced Jobs	Economic Output	Tax Revenue
FY18-19	98,375	\$65.24B	\$1.56B
FY20	72,153	\$45.48B	\$1.02B
TOTAL	170,528	\$110.72B	\$2.58B

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