

GROWING AND STRENGTHENING ARIZONA'S ECONOMY

FISCAL YEAR 2021 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**

DEVELOP

Collaborate with public and private organizations to develop and implement strategic plans, partnerships, programs, incentives and services.

DELIVER

Deliver programs, services and incentives to companies and projects to facilitate quality job creation.

ENGAGE

Partner with various stakeholder groups to advance a single, collaborative state-wide brand, increase awareness of Arizona's advantages and assets, and spark opportunity for development and realization.

FOUNDATION

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

ATTRACTION

EXPANSION

CREATION



JOB CREATION

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



CAPITAL INVESTMENT

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



WAGE GROWTH

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



ENTREPRENEURIAL VITALITY

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



INCREASED EXPORTS

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

5-YEAR GOALS
(FY18 - FY22)

ACA'S FISCAL YEAR 2021 HIGHLIGHTS – 7,700 COMPANY ENGAGEMENTS

ATTRACTION



282

opportunities created

	FY20	FY21		Metro	Rural
Projects Announced	133	106	Projected New Jobs	21,179	2,138
			Capital Investment	\$23.889B	\$915.6M
			Wages	\$68,290	\$46,991

ACA's Fiscal Year 2021 Results Projected New Jobs Projected Capital Investment Projected Wages

EXPANSION



5,070

Arizona company engagements

	FY20	FY21
AZMEP	424	426
International	520	1,123
Film & Digital Media	233	198
Small Business	1,110	3,323

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 21 engagement numbers are comprehensive of COVID-19 engagements supporting Arizona small businesses.

CREATION



1,421

technology company engagements

	FY20	FY21
Engagements	731	1,421

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 21 engagement numbers are comprehensive of COVID-19 engagements supporting Arizona entrepreneurs.

FINANCIAL PROGRAMS



927

new incentive applications and reports

	FY20	FY21		Number of Companies Assisted	Amount of Assistance
Pending	25	12	Tax Credits and Abatements ¹	251	\$114.0M
Under Review	157	65	Grants ²	118	\$ 20.7M
Reviewed	558	721		369	\$134.7M
Active	417	674			

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 and R&D. 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:

ACA Ten-Year Anniversary: Since the ACA's creation in February of 2011, the agency has successfully won 987 competitive projects from companies that have committed to creating 204,414 projected new Arizona jobs and investing \$58 billion in our state – far exceeding agency goals.

Small Business Boot Camp: The ACA continued its highly successful virtual programming for small businesses, originally launched to provide support in navigating the pandemic, with sessions held three times per week and attended by 5,698 people during FY 21.

Back to Work Small Business Hiring and Retention Program: As part of Governor Ducey's Arizona Back to Work Plan, the ACA helped administer this grant to assist locally owned or operated businesses impacted by the pandemic with employee hiring and retention efforts.

Drive48 Manufacturing Training Center: Designed to complement the Arizona Advanced Technology Network curriculum, this state-of-the-art facility in Pinal County was opened in FY 21 and will prepare students for careers in advanced automotive manufacturing.

ACA'S FISCAL YEAR 2021 RESULTS

All figures represent three-year projections

	1Q	2Q	3Q	4Q	FY21 Goal	FY21 TOTALS
Projected New Jobs	7,046	2,985	8,467	4,819	16,000	23,317
Projected Capital Investment	\$903M	\$552M	\$21.52B	\$1.83B	\$1.4B	\$24.81B
Projected Wages	\$51,023	\$55,955	\$89,896	\$53,766	\$54,429	\$66,337

CUMULATIVE RESULTS TOWARDS GOALS

	Projected Jobs	Projected Capital Investment
ACA 4-YR Performance	88,274	\$43.69B
ACA 5-YR Goal	80,000	\$7.0B
	110%	624%

ECONOMIC IMPACT OF ACA PERFORMANCE

Multiplier Effect Over 5 Years¹

	Direct, Indirect and Induced Jobs	Economic Output	Tax Revenue
FY18-20	172,969	\$110.04B	\$2.602B
FY21	159,182	\$ 63.42B	\$1.570B
TOTAL	332,151	\$173.46B	\$4.172B

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