

SEPTEMBER 24, 2019

THE ACA & GROWING ARIZONA'S ECONOMY

PHM 2019 Conference



ACA 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 attracting and supporting business in high-growth industries throughout the state. Why? Because a vibrant, diverse, state-wide economy means increased opportunities for our citizens.

It's about helping people.



ATTRACT

Recruit out-of-state and international companies to establish operations in Arizona



EXPAND

Work with existing Arizona Companies to grow their businesses here and beyond



CREATE

Partner with entrepreneurs to create new Arizona businesses in targeted industries

FIVE-YEAR GOALS



JOB CREATION

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



WAGE GROWTH

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



CAPITAL INVESTMENT

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



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.

INDUSTRIES & MARKETS

The ACA has strategically chosen to focus on developing six established industries



**AEROSPACE &
DEFENSE**



**BIOSCIENCE &
HEALTH CARE**



**BUSINESS &
FINANCIAL
SERVICES**



**FILM & DIGITAL
MEDIA**



MANUFACTURING



**TECHNOLOGY &
INNOVATION**

Today's global economy
presents strategic opportunities
and markets for Arizona's
products, services and ideas



CALIFORNIA



MEXICO



CANADA



EUROPE



ASIA

ACA FY '19 RESULTS



105

PROJECTS



24,422

NEW JOBS



\$66,000

AVG. WAGE



\$2.6B

CAPITAL INVESTMENT

Results are 5-year projections

FY '20 Q1 YTD RESULTS

PROJECTS

34

NEW JOBS

8,037

AVERAGE WAGE

\$58,133

CAPEX

\$975M

SOUTHWEST



3,791 NEW JOBS

\$652M CAPEX

SOUTHEAST



1,350 NEW JOBS

\$14M CAPEX

MIDWEST



1,355 NEW JOBS

\$234M CAPEX

CALIFORNIA



920 NEW JOBS

\$25M CAPEX

EAST



508 NEW JOBS

\$34M CAPEX

INTERNATIONAL



113 NEW JOBS

\$16.5M CAPEX

TARGET INDUSTRIES	BUSINESS & FINANCIAL SERVICES	TECHNOLOGY & INNOVATION	CONSUMER PRODUCTS & SERVICES	BIOSCIENCE & HEALTH CARE	AEROSPACE & DEFENSE
BY JOBS	46%	25%	11%	10%	4%
BY PROJECTS	21%	29%	21%	12%	12%

FOUNDATION FOR SUCCESS

#3

ARIZONA RANKS
3RD IN THE NATION FOR
PERSONAL INCOME GROWTH

#3

ARIZONA RANKS 3RD
FOR **ECONOMIC
MOMENTUM** IN THE U.S.

#4

ARIZONA RANKS 4TH
FOR **STARTUP
ACTIVITY** IN THE NATION

#5

ARIZONA RANKS 5TH
BEST STATE FOR **GROWTH
PROSPECTS** IN 2019

1ST

IN THE NATION FOR
POPULATION GROWTH
MARICOPA COUNTY

2ND

FASTEST GROWING
CITY IN THE U.S.
PHOENIX

4TH

FASTEST GROWING
STATE IN THE NATION
ARIZONA

5TH

LARGEST CITY
IN THE U.S.
PHOENIX



WHY ARIZONA?



PRO-INNOVATION POLICIES



AUTOMATED VEHICLES

FIRST-IN-THE-NATION



HOME SHARING

FIRST-IN-THE-NATION



5G TECHNOLOGY

FIRST-IN-THE-NATION



FINTECH SANDBOX

FIRST-IN-THE-NATION



PROPTech SANDBOX

FIRST-IN-THE-NATION



CYBERSECURITY



RIDE SHARING



UNMANNED AIRCRAFT
SYSTEMS (UAS)

INSTITUTE FOR AUTOMATED MOBILITY



A consortium of private sector companies, public officials and university research faculty that will collaborate on state-of-the-art research and testing in Arizona.

AN OPPORTUNITY FOR INNOVATION

\$61 BILLION
EXPECTED R&D SPEND IN AUTOMATED
VEHICLES BY 2013



\$200 BILLION
EXPECTED GLOBAL ADMINISTRATIVE
SAFETY SYSTEM MARKET REACH
BY 2026

PRO-BUSINESS ENVIRONMENT



676

REGULATORY
BURDENS
ELIMINATED



\$48 M

IN LOST
PRODUCTIVITY
SAVED

STRATEGIC LOCATION

130K

MILES
OF HIGHWAY

85M

CONSUMERS
REACHED

40

PUBLIC TRANSIT
SYSTEMS

6

PORTS OF ENTRY
WITH MEXICO

SKYBRIDGE ARIZONA

1ST INTERNATIONAL AIR CARGO HUB TO HOUSE
BOTH MEXICAN AND UNITED STATES CUSTOMS

6TH

LARGEST ECONOMY
CALIFORNIA

12TH

LARGEST ECONOMY
TEXAS

18TH

LARGEST ECONOMY
MEXICO

TOP TALENT



3.3 M

ARIZONA
LABOR
FORCE



37.4

MEDIAN
POPULATION
AGE

WORLD-CLASS EDUCATION

ASU RANKED

#1

132

UNIVERSITIES
& COLLEGES

219

TECHNICAL
SCHOOLS

470,000+

ENROLLED
STUDENTS

MOST INNOVATIVE
IN THE NATION **5 YEARS** IN A ROW



EXCEPTIONAL QUALITY OF LIFE

7

PROFESSIONAL
SPORTS TEAMS

400+

GOLF
COURSES

9

JAMES
BEARD CHEFS

5

WINERIES SCORED
90+

300+

SUNNY DAYS
PER YEAR

22

NATIONAL PARKS
MONUMENTS & PRESERVES



THANK YOU

