WHEN IT COMES TO SUCCESS

ARIZONA
IS ALL BUSINESS.

ARIZONA KNOW HOW. JOIN US.
The Arizona Commerce Authority (ACA) is the state’s leading economic development organization with a streamlined mission to grow and strengthen Arizona’s economy.
Board of Directors

Co-chaired by Arizona Governor Jan Brewer

19-member Board of Directors:

- Arizona’s Senate President, House Speaker & three public University Presidents
- Various business CEOs from across the state, including:
  - Jerry Colangelo (USA Basketball)
  - Michael Bidwill (Arizona Cardinals)
  - Richard Adkerson (Freeport McMoRan Copper & Gold)
  - Craig Barrett (Intel)
**VISION:** Arizona is the best location for high-quality business growth

**MISSION:** Grow & diversify Arizona’s Economy & create quality jobs for its citizens by supporting and attracting businesses in targeted, high-growth clusters, with an emphasis on the base industries.

## ACA’s Strategic Framework

<table>
<thead>
<tr>
<th>STRATEGIES:</th>
<th>ACTION PLAN:</th>
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<tr>
<td>Recruit 1</td>
<td>Increase <strong>Awareness</strong> of Arizona’s Attractiveness</td>
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<td><strong>Enhance Arizona’s Competitiveness</strong></td>
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<td>Coordinate Arizona’s Economic Development</td>
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<td>Grow 2</td>
<td><strong>Make Arizona the Preferred Location for Target Industries:</strong></td>
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<td><strong>A&amp;D, Semiconductors, Optics, Biosciences, Solar Energy</strong></td>
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<td>Create 3</td>
<td><strong>Make Arizona a Leading Hub in</strong> High-Quality Manufacturing:</td>
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<td><strong>and Advanced Business Services</strong></td>
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<td><strong>Foster Innovation and Support Entrepreneurship</strong></td>
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<td><strong>Become a Preferred Trading Partner with Mexico and Canada</strong></td>
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<td><strong>Support Employer-focused, Demand-driven Workforce Development</strong></td>
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<td><strong>Develop Infrastructure to Support Economic Growth</strong></td>
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<td><strong>Integrate All Areas of Arizona into the State’s Growth</strong></td>
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**ARIZONA KNOW HOW. JOIN US.**
Rural Grant Recipients 2013 - 2014

• 2013 - $1.5 Million Recipients
  ➢ Central AZ Reg’l Economic Development Foundation
  ➢ City of Casa Grande
  ➢ City of Flagstaff
  ➢ City of Prescott
  ➢ Greater Yuma Economic Development Corp.
  ➢ Town of Pinetop-Lakeside
  ➢ Verde Valley Wine Consortium

• 2014- $2.7 Million Recipients
  ➢ Town of Prescott Valley
  ➢ City of Coolidge
  ➢ Mohave County
  ➢ City of Nogales
  ➢ City of Globe
  ➢ Yuma County
Foundational Support / Notable Programs

• Economic & Rural Development
  • Certified Sites
  • Rural Economic Development Grant
  • Community Profiles
  • Connectivity to BA/BE Teams

• Small Business
  • How to Start a Business handbook
  • Technical assistance

• Workforce Development
  • Supports Attraction, Expansion and Start up efforts by identifying suitable job candidates to fill positions
- Manufacturing Extension Partnership
  - Work with existing manufacturers to streamline processes and expand product offerings
- Marketing
- AZ Innovation Accelerator Fund (AIAF)
- Economic & Rural Development
- RevAZ
- AZ STEP
ACA FY 2014

17,154 jobs YTD
Average wages paid $47,024

$806 Million in new payroll
$3.3 Billion new capital investment
612 new jobs announced

Average wages paid
$32,086

$19.6 Million in new payroll

$166 Million in new capital investment
Major FY14 Projects

Apple Inc.
- 700 jobs announced
- Average wages paid $45,000
- $1.5 Billion in new capital investment

State Farm
- 5000 jobs announced
- Average wages paid $40,000
- $600 Million in new capital investment
MANUFACTURING
A REVOLUTION
PRESENTED BY: DAN FRANKLIN
PARTNERSHIP THAT DELIVERS RESULTS

 MEP = MANUFACTURING EXTENSION PARTNERSHIP
 NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY

 +

 ARIZONA COMMERCE AUTHORITY

 +

 MANUFACTURERS

 =

 Rev AZ

 ARIZONA KNOW HOW. JOIN US.
Help grow sales, eliminate waste, reduce cost, train, coach and develop a healthier culture.

Partner through assessment, development of a Road Map, “Match Making” with experts and support along the journey.

Help companies climb The Value Chain And Move Their Business Towards “Best Practices” And “Advanced Manufacturing”
Client 1:

Looking to add a warehouse, RevAZ found a way to optimize inventory
Client 2:
Doubling each year and outgrowing their computer system. RevAZ is vetting ERP / Mfg. systems options
Successful Partnerships

Client 3: Rapidly growing company needs to implement a “safety program” and RevAZ is sourcing and coaching them to execution
Client 4:
Was chasing many opportunities and not completing any. RevAZ is working with them to integrate strategic planning into their business practices.
Client 5:
Faced challenges sourcing a specific plating process. RevAZ was able to connect customer with a quality vendor to satisfy critical specifications.
We Are Different

We bring broad and deep expertise (100+ years)

We listen and analyze

We recommend and tailor solutions

We support and help execute

We partner for the long haul
Taking Manufacturers To The Next Level

RevAZ Partnerships - Game Changer

- Higher Sales
- Higher Profit
- Customer Satisfaction
- Employee Engagement

Missed Opportunity
We want to help you meet your goals
Let’s talk and develop your plan

Thank You!
Exporting Makes Dollars and Sense

Arizona’s State Trade and Export Promotion Program

Presented by: Kevin J. O’Shea
30 AZ Cities & Towns

Greater Phoenix, including East and West Valleys
Greater Tucson
Flagstaff, Williams and Kingman
Prescott, Prescott Valley and Mayer
Eagar
Sierra Vista, Patagonia, Green Valley
Nogales
And more...
Our State-Wide Partners

U.S. Small Business Administration (SBA)
U.S. Export Assistance Center (USEAC)
Arizona District Export Council (AZDEC)
AZ Small Business Development Centers (AZSBDC)
Service Corps of Retired Executives (SCORE)
Economic Development offices
Business chambers/associations
Universities and Community Colleges
And more...
Eligibility Requirements

Company Size & Business History
- Less than 500 employees
- In business for at least one year

Financial Viability
- Operating profitably

Export Readiness
- Understanding of costs associated with exporting and doing business with foreign purchasers
- Has in effect a strategic plan for exporting

Reporting Requirements
Continuum of Services - Overview

- Practical export training workshops/seminars
- One-on-one export counseling
- International trade shows
- International trade missions
- Translation and localization of collateral materials
- B2B/B2G matchmaking
- Due diligence reports
- Targeted legal assistance
- Targeted international marketing assistance
- Key registrations/certifications
- Export compliance summits
240+ AZ STEP Companies:

Top Sectors

Aerospace, defense, security
Manufacturing, including for supply chain
Medical devices, products, services
Pharmaceutical, nutraceutical, cosmeceutical
Green technology, products, services
Scientific, measurement, calibration equipment
Athletic equipment, accessories & services
AZ STEP Export Success

Exports in excess of $44m to 81 countries:

- 29 countries in Europe
- 14 in Asia
- 13 in the Middle East
- 8 in South & Central America
- 7 in Africa
- 6 in the Caribbean
- 2 in North America
- 2 in Oceania
AZ STEP Rural Companies

Log and Timber Products
Packaging/Containers
Medical Devices
LED Lighting
Snow Gear
Musical Instruments
Precious Stone Tile
Automotive Accessories and Equipment
AZ STEP Rural Companies

Cosmetics
Solar Energy Technology
Canvas Art and Sculptures
Elite Athlete Training
Powdercoating Services for Manufacturing
Military Equipment Procurement Consulting
And others
For More Information...

Companies wishing to participate in the Arizona STEP Program should contact Mr. Kevin J. O’Shea at kevino@azcommerce.com

Companies should complete the Export Readiness Questionnaire available at http://export.gov/begin/assessment.asp

Companies should also complete the Application for STEP Grant Funding and the SBA Eligible Small Business forms available at http://www.azcommerce.com/az-step-grant.aspx