



ARIZONA  
COMMERCE  
AUTHORITY

WHEN IT COMES TO SUCCESS

ARIZONA  
IS ALL BUSINESS.

ARIZONA KNOW HOW. [JOIN US.](#)



# The Arizona Commerce Authority

The Arizona Commerce Authority (ACA) is the state's leading economic development organization with a streamlined mission to grow and strengthen Arizona's economy.



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## 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)

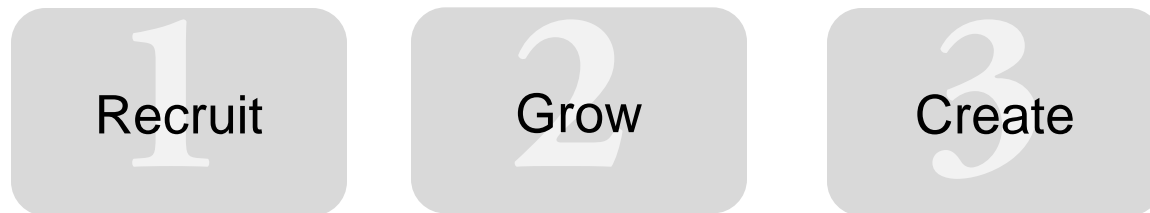


# ACA's Strategic Framework

**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.

## STRATEGIES:



## ACTION PLAN:



## 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

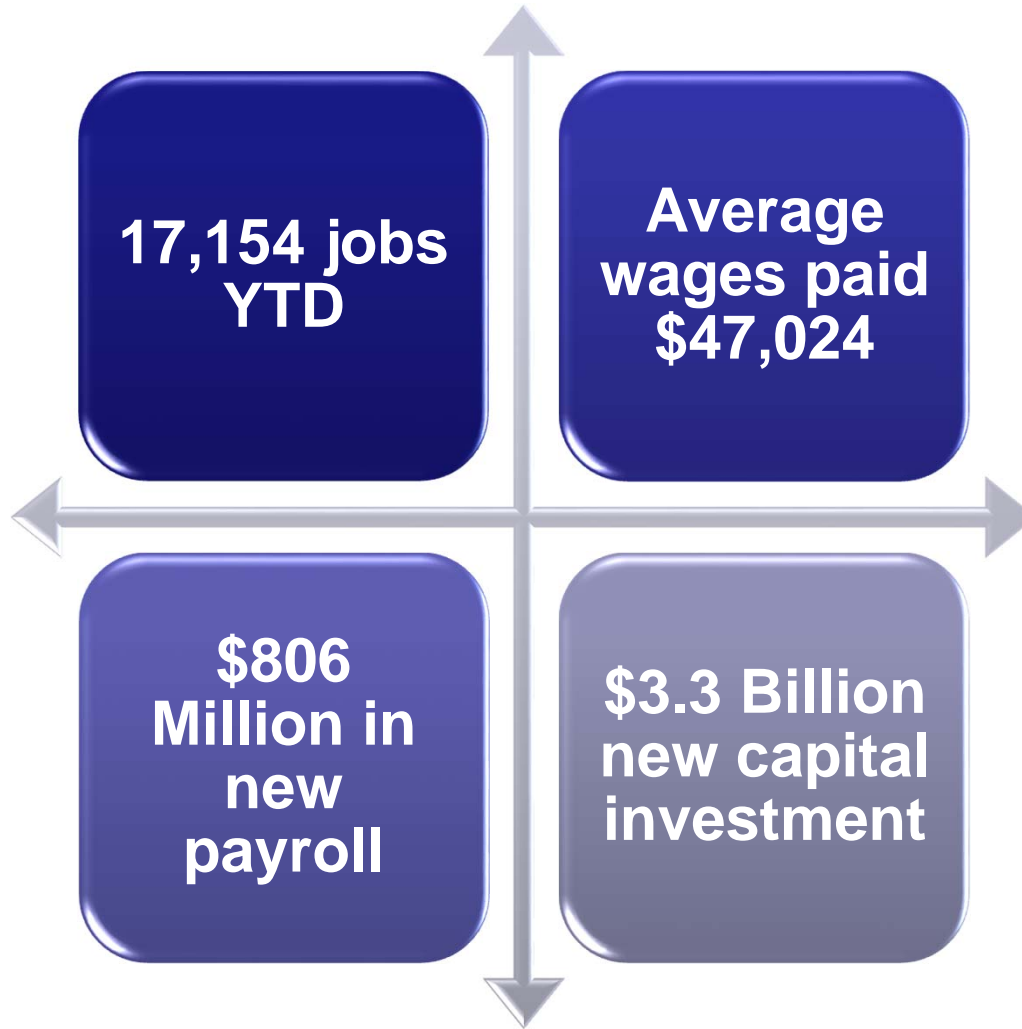
# Foundational Support / Notable Programs

- **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







# ACA Rural Locates FY 2014



# 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

*A program of the*





# PARTNERSHIP THAT DELIVERS RESULTS



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## What We Do

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



# Successful Partnerships



Client 2:  
Doubling each year and  
outgrowing their computer  
system. RevAZ is vetting ERP /  
Mfg. systems options

## Client 3:

Rapidly growing company  
needs to implement a  
“safety program” and RevAZ  
is sourcing and coaching  
them to execution





# Successful Partnerships



## 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

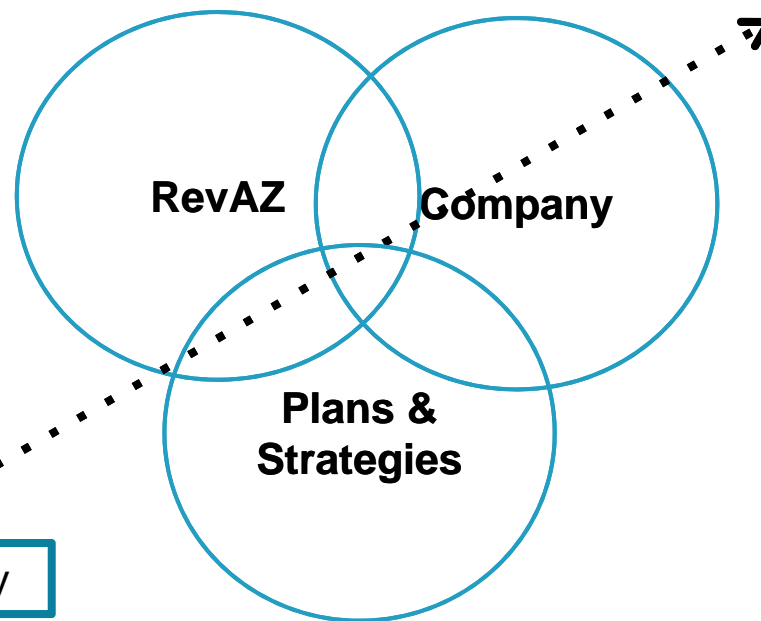
We recommend and tailor solutions

We support and help execute

We partner for the long haul

# Taking Manufacturers TO THE Next Level

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



Missed Opportunity

## RevAZ Partnerships - Game Changer



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

# V 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

# V 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

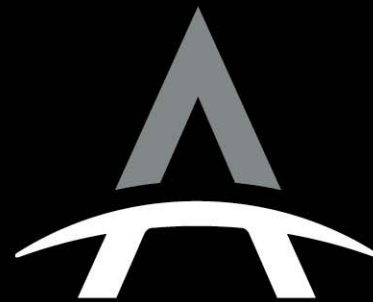


## For More Information...

Companies wishing to participate in the Arizona STEP Program should contact Mr. Kevin J. O'Shea at [kevino@azcommerce.com](mailto: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>



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