... WELCOME COMPANIES & STAKEHOLDERS !!!
Organization and Innovation Programming Overview

Randy Gustafson – Senior Vice President, Innovation
#1 Ranked first in the Nation for Entrepreneurial Activity
THAT’S ARIZONA KNOW HOW
Business First

MOVE
YOUR BUSINESS TO AZ
Experience our low cost of doing business.
13 CONSECUTIVE YEARS OF TAX REDUCTION

GROW
YOUR AZ BUSINESS
Meet Arizona’s highly skilled talent.
#2 QUALITY AND AVAILABILITY OF WORKFORCE

START
YOUR AZ BUSINESS
Launch your new business venture.
NUMBER ONE THE BEST STATE FOR ENTREPRENEURS

ARIZONA COMMERCE AUTHORITY
ARIZONA ACCOLADES

• #1 for Entrepreneurial Activity (Fast Company, 2016)
• #2 Fastest Job Growth (Kiplinger, 2016)
• #2 Skilled and Available Work Force (CNBC, 2014)
• #3 Entrepreneurial Business Growth (Kauffman, 2016)
• #3 Tech & Info Jobs (Forbes, 2016, Phx-Mesa-Scottsdale)
• #4 Entrepreneurial Startup Activity (Kauffman, 2017)
• #4 Projected Job Growth (Forbes, 2016)
• #5 Access to Capital (CNBC, 2014)

... From the “5 C’s” to #9 Best State for Business!!
(Chief Executive Magazine, 2018)
BUILDING CONNECTIVE TISSUE

ENTREPRENEURIAL ECOSYSTEM

The ACA builds “connective tissue” between important stakeholder groups in Arizona’s entrepreneurial ecosystem

(Focus on building the social fabric) ➔ TO BENEFIT ENTREPRENEURS!

Andy Stoll
ACA PARTNERSHIPS

- **Invest Southwest** – “Venture Madness” – new format enabled 26 companies in 4 categories to pitch in front of more than 30 VCs
- **Investors** – Angel and VC investor groups/funds
- **Economic Development Partners** – Regional, Cities and Rural
- **Higher Education** – Universities, Community Colleges, Technical/Trade Schools
- **Flinn Foundation** – Arizona Bioscience Roadmap and more
- **Arizona Tech Council** – premier tech/science trade organization
- **Arizona Bioindustry Association (AZBio)** – all things bio
- **AzBIA** – Coordination, collaboration (40+ members)
- **SciTech Festival** – over 1,200 events annually; focused on STEAM initiatives and entrepreneurship
- **And many, many more …..**
The Angel Tax Credit Program

• Tax credit up to 35% for investors in certified companies who have an AZ tax liability.
• For investments made in 2014 or later, NO Arizona capital gains tax on income from certified companies.

IMPACT

• Since 2006, over 175 certified companies have received over 1,300 investments, totaling more than $75 Million.
• $25.0 Million has been awarded in tax credits to-date.
• >$40 Million in estimated tax revenue generated from credits.
• >$400 Million early stage capital raised from certified firms.
• Legislation obtained additional funding ($2.5 Million/Year, 4 years).
SBIR Initiatives

• **PAST:** 2-day, technical assistance workshops to train companies how to write SBIR/STTR grants.

• **FUTURE:** Develop a program focused on helping Phase I grant winners to commercialize their technology, and improve ability to win Phase II grants. Further education efforts about SBIR into underserved communities. Assistance for companies to attend major SBIR Conferences.

• Created an Arizona SBIR Resource Center.

**IMPACT**

• Arizona is now a top-tier state for companies receiving SBIR Phase I grants
• 13 workshops held, serving 144 companies
• $216,000 of delivered value ($1,500 per participant)
• Additional SBIR events touched 197 companies
• In FY16, five companies won Phase I, $150,000 grants
Arizona Innovation Challenge

- Awards one of highest amounts of money in the country for a technology commercialization challenge – $3 MM ($1.5 MM twice per year).
- Grants up to $150,000 per company, for up to 10 companies, to commercialize or scale their technology within 1 year, via our Venture Ready program.
- 4+ month, 3-phase process – all eligible companies receive feedback!!

IMPACT

- 13 rounds: 2,021 applications from 1,221 unique startups.
  - Last 12 rounds alone (1,092 unique companies): Almost $1.1 Billion in capital raised by companies; almost $810 Million in total assets reported; almost 6,100 employees represented.
- 80 winning companies, awarded/being awarded $18.5+ Million (non-dilutive).
- Spring 2019 Submissions just Closed!! … Look for Fall 2019 !!!
THANK YOU !!