



ARIZONA COMPETES FUND

FY2020 ANNUAL REPORT

OCTOBER 30, 2020

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I. Overview

Pursuant to A.R.S. § 41-1545 *et seq.*, the Arizona Commerce Authority (the “Authority”) administers the Arizona Competes Fund (“ACF”). In accordance with A.R.S. § 41-1545.02, grants from the ACF may be awarded for (i) attracting, expanding or retaining Arizona basic enterprises (A.R.S. § 41-1545.02(A)(1)) and (ii) supporting and advancing programs and projects for microenterprises, rural businesses, small businesses and business development that enhance economic development (A.R.S. § 41-1545.02(A)(2)).

Pursuant to A.R.S. § 41-1545.04, the Authority is required to submit an annual report on ACF activity by November 1 of each year. This document constitutes the Authority’s annual report on ACF activity for Fiscal Year 2020 (July 1, 2019 through June 30, 2020) (“FY2020”).

II. Grants Attracting, Expanding or Retaining Arizona Basic Enterprises – A.R.S. § 41-1545.02(A)(1)

A. Grants Awarded in FY2020

During FY2020, the Authority awarded the following seven (7) ACF grants in accordance with A.R.S. § 41-1545.02(A)(1) representing a total commitment of \$8,250,000:

1. Grantee	23andMe, Inc.
Award Amount	\$500,000
New Jobs Commitment	52
Average Wage Commitment	\$100,000
Health Insurance Commitment	65%
Capital Investment Commitment	\$18,367,000
2. Grantee	Nikola Corporation
Award Amount	\$3,500,000
New Jobs Commitment	2,012
Average Wage Commitment	\$65,000
Health Insurance Commitment	65%
Capital Investment Commitment	\$1,000,000,000
3. Grantee	Universal Electronics, Inc.
Award Amount	\$500,000
New Jobs Commitment	131
Average Wage Commitment	\$103,684
Health Insurance Commitment	65%
Capital Investment Commitment	\$5,414,810
4. Grantee	Allstate Insurance Company
Award Amount	\$1,000,000
New Jobs Commitment	2,350
Retained Jobs Commitment	791
Average Wage Commitment	\$44,889 for new jobs; \$65,139 for retained jobs
Health Insurance Commitment	65%
Capital Investment Commitment	\$26,276,060

5. Grantee	NortonLifeLock, Inc.
Award Amount	\$1,000,000
New Jobs Commitment	150
Retained Jobs Commitment	451
Average Wage Commitment	\$157,000 for new jobs; \$81,000 for retained jobs
Health Insurance Commitment	65%
Capital Investment Commitment	\$13,412,328
6. Grantee	Choice Hotels International, Inc.
Award Amount	\$500,000
New Jobs Commitment	250
Retained Jobs Commitment	147
Average Wage Commitment	\$90,473 for new jobs; \$99,106 for retained jobs
Health Insurance Commitment	65%
Capital Investment Commitment	\$25,866,500
7. Grantee	Mark Anthony Brewing, Inc.
Award Amount	\$1,250,000
New Jobs Commitment	250
Average Wage Commitment	\$42,614
Health Insurance Commitment	65%
Capital Investment Commitment	\$275,000,000

B. A.R.S. § 41-1545.02(A)(1) Grants from ACF Inception through FY2020 and Grantees' Progress Towards Grant Commitments

From inception of the ACF through the end of FY2020 (i.e., during Fiscal Years 2012 through 2020), the Authority has awarded 44 grants pursuant to A.R.S. § 41-1545.02(A)(1). Table 1A and Table 1B at Section VI.A and Section VI.B below, respectively, summarizes the 44 grants as well as the grantees' progress through the end of FY2020 in respect to the job creation, average wage and capital investment commitments of the grants.

III. Grants Supporting and Advancing Programs and Projects for Microenterprises, Rural Businesses, Small Businesses and Business Development that Enhance Economic Development – A.R.S. § 41-1545.02(A)(2)

A. Grants Awarded in FY2020

During FY2020, the Authority awarded grants in accordance with A.R.S. § 41-1545.02(A)(2) through the following four (4) programs supporting rural and small businesses:

1. Program: Rural Economic Development Grant (“REDG”)

Objective: The REDG is a competitive grant program designed to help rural Arizona communities develop infrastructure that strengthens their capacity and competitiveness for economic growth, and thereby ultimately improves economic conditions and enhances the quality of life in rural Arizona. To that end, the REDG provides grants to partially fund qualifying rural infrastructure projects that will generate private sector job creation (or retention) and capital investment, particularly in base industries. These grants are often part of long-term projects and may not result in immediate job creation.

Awards: No REDG awards were made in FY2020.

2. Program: Arizona Innovation Challenge (“AIC”)

Objective: The AIC is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment.

Awards: Aggregate AIC awards of \$3,000,000 were made in FY2020.

Grantees: AIC awards were made in FY2020 to the following 20 grantees:

- | | |
|--|--------------------------------------|
| 1. Additive Implants, Inc. | 11. Insurmi, Inc. |
| 2. Admiral Instruments, LLC | 12. Lyfechannel, Inc. dba LIGHTHOUSE |
| 3. AdviNow, Inc. | 13. Oralkleen, LLC |
| 4. Biosensing Instrument, Inc. | 14. Otojoy, PBC |
| 5. Botco.ai Inc. | 15. Radpay, Inc. |
| 6. BrightGuest Technologies, Inc. | 16. Reglagene Holding, Inc. |
| 7. CATS Tonometer, LLC | 17. Remitter USA, Inc. |
| 8. Digitile, Inc. | 18. RexPay, Inc. |
| 9. Emagine Solutions Technology, LLC | 19. SafKan, Inc. |
| 10. Innovative Construction Technology, Inc. | 20. The Surf Network, Inc. |

3. Program: Arizona Small Business Development Center Grant (AZSBDCG)

Objective: The AZSBDCG is a grant program administrated through the Arizona Small Business Development Center (SBDC) network to enhance economic development by tracking and improving business creation, location, and expansion activities for small businesses and in rural Arizona particularly. This program will extend ACA’s reach throughout Arizona with a constant presence via the SBDC staff promoting state programs and resources to small businesses.

Awards: Aggregate AIC awards of \$378,750 were made in FY2020.

Grantee: Maricopa County Community Colleges

4. Program: Arizona COVID-19 Assistance Grant (AZCAG)

Objective: The AZCAG will provide funds to a community engagement organization, Local First Arizona Foundation, to support resources committed from other sources to meet emergency needs that will mitigate the worst consequences of some of the most vulnerable home-based, family-owned microenterprises in the State.

Awards: Aggregate AIC awards of \$150,000 were made in FY2020.

Grantee: Local First Arizona Foundation

B. REDG, AIC, AZSBDC, and AZCAG Grants from ACF Inception through FY2020 and Grantees' Progress Towards Grant Commitments

From inception of the ACF through the end of FY2020, pursuant to A.R.S. § 41-1545.02(A)(2), the Authority has awarded 25 REDG, 95 AIC, 1 AZSBDCG and 1 AZCA Grant. Table 2 and Tables 3A-3E at Sections VI.D through VI.G below, respectively, summarize each of the REDG and AIC grants, as well as the grantees' progress through the end of FY2020.

IV. Summary of All ACF Grants from ACF Inception through FY2020

Table 4 at Section VI.H below summarizes all 168 ACF grants (the 44 grants awarded pursuant to A.R.S. § 41-1545.02(A)(1) and the 124 grants awarded pursuant to A.R.S. § 41-1545.02(A)(2)) from the ACF's inception through the end of FY2020 in respect to grant awards and payments; job, wage and investment commitments; and grantee performance.

V. Average Grant Award per Committed Job and Jobs Created per NAICS Sector

Pursuant to A.R.S. § 41-1545.04(A)(10), from inception of the ACF through the close of FY2020, the average ACF grant payment per created job has been \$2,799 (\$58,786,179 in aggregate grant payments to date divided by 20,999 aggregate jobs created by all grantees to date).

Pursuant to A.R.S. § 41-1545.04(A)(11), Table 5 at Section VI.I below reflects the number of jobs created in Arizona by ACF grant recipients in all applicable sectors of the North American Industry Classification System ("NAICS").

VI. Tables

A. Table 1A: A.R.S. § 41-1545.02(A)(1) Grants through FY2020 – Grants with Performance Period or Performance Requirements Complete

Grant Year	Grantee [1]	NAICS Code	Proposed Grant Award	Actual Grant Award	Total Job Creation Commitment	Jobs Created To-Date	Ratio of Actual-to - Committed Jobs [2]	Average Annual Wage Commitment	Average Annual Wage of Jobs Created To-Date	Capital Investment Commitment	Capital Investment Made To-Date	% of Employee Health Insurance Cost Offered [3]
Prior Years	10 Grants	Various	\$16,550,000	\$15,147,000	4,894	5,296	108%	\$69,227	\$88,262	\$579,738,333	\$814,384,889	N/A
Closed in 2020	Carlisle Companies Inc.	326299	\$1,000,000	\$827,500	130	107	82%	\$118,504	\$224,565	\$5,720,000	\$8,518,931	65%
Closed in 2020	Ball Metal Beverage Corp.	332431	\$750,000	\$750,000	130	201	155%	\$60,638	\$69,901	\$240,850,000	\$283,048,694	65%
Total/ Avg	12 Grants		\$18,300,000	\$16,724,830	5,154	5,604	109%	\$70,253	\$90,206	\$826,308,333	\$1,105,952,514	

[1] Grantees have committed to create a certain number of jobs at an average wage and make a certain dollar amount of capital investment over a performance period spanning several years. Actual job creation, average wage and capital investment numbers are only listed for those grantees that have completed their respective performance periods or performance requirements. All jobs created, average wages and capital investments made, including those by grantees in their performance period, have been included in Table 4.

[2] Ratio of actual to committed jobs includes only actual jobs for those grants that have completed their performance period or performance requirements.

[3] A condition of eligibility for grants issued in accordance with A.R.S. § 41-1545.02(A)(1) is that the prospective applicant include health insurance coverage for employees and pay at least 65% of the attendant insurance premium or membership cost.

B. Table 1B: A.R.S. § 41-1545.02(A)(1) Grants through FY2020 – Grants Rescinded

The following grants were relinquished with no payments to the grantees.

Grant Year	Grantee [1]	NAICS Code	Proposed Grant Award	Actual Grant Award	Total Job Creation Commitment	Jobs Created To-Date	Ratio of Actual-to - Committed Jobs [2]	Average Annual Wage Commitment	Average Annual Wage of Jobs Created To-Date	Capital Investment Commitment	Capital Investment Made To-Date	% of Employee Health Insurance Cost Offered [2]
Prior Years	5 Grantees	Various	\$6,450,000	\$0	3,585	836	23%	\$62,878	\$51,767	\$53,101,000	\$40,111,437	65%
2020	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Total/ Avg	5 Grants		\$6,450,000	\$0	3,585	836	23%	\$62,878	\$51,767	\$53,101,000	\$40,111,437	

[1] Grantees have committed to create a certain number of jobs at an average wage and make a certain dollar amount of capital investment over a performance period spanning several years. All jobs created, average wages and capital investments made and reported to ACA for these rescinded grants are listed here.

[2] A condition of eligibility for grants issued in accordance with A.R.S. § 41-1545.02(A)(1) is that the prospective applicant include health insurance coverage for employees and pay at least 65% of the attendant insurance premium or membership cost.

C. Table 1C: A.R.S. § 41-1545.02(A)(1) Grants through FY2020 – Grants Within Performance Period

Grant Year	Grantee	NAICS Code	Proposed Grant Award	Total Job Creation Commitment	Average Annual Wage Commitment	Capital Investment Commitment	% of Employee Health Insurance Cost Offered [1]
2015	The Northern Trust Company	522110	\$4,000,000	1,000	\$80,000	\$26,000,000	65%
2016	Republic Services Customer Resource Center West, LLC	562211	\$500,000	520	\$40,047	\$3,700,000	65%
2016	Orbital ATK, Inc.	334511	\$750,000	155	\$116,000	\$19,900,000	65%
2016	JDA Software Group, Inc.	551114	\$350,000	[2]	[2]	[2]	[2]
2016	ZipRecruiter, Inc.	561311	\$500,000	238	\$75,924	\$11,390,000	65%
2016	NAGRA USA, Inc.	541511	\$500,000	349	\$131,792	\$35,500,000	65%
2017	World View Enterprises	336414	\$1,000,000	298	\$56,540	\$25,200,000	65%
2017	Rogers Corporation	339900	\$900,000	190	\$75,358	\$21,690,000	65%
2017	Farmers Insurance Exchange	524126	\$500,000	1,188	\$41,140	\$41,250,000	65%
2017	Caterpillar Global Mining, LLC	333120	\$4,000,000	635	\$90,000	\$50,000,000	65%
2017	ADP, Inc.	561499	\$1,500,000	1,500	\$46,210	\$33,750,000	65%
2017	DOT Foods, Inc.	424410	\$500,000	125	\$34,000	\$46,000,000	65%
2018	MUFG Union Bank, N.A.	522110	\$5,000,000	1,755	\$82,955	\$149,100,000	65%
2018	Bank of the West	522190	\$3,000,000	1,027	\$74,196	\$24,628,337	65%
2018	Benchmark Electronics, Inc.	334412	\$1,800,000	512	\$92,671	\$35,100,000	65%
2018	ZipRecruiter, Inc.	541612	\$250,000	262	\$75,924	\$15,000,000	65%
2019	Deloitte Consulting, LLP	541211	\$2,500,000	1,000	\$95,201	\$30,000,000	65%
2019	Boeing Company	336411	\$750,000	914	\$87,985	\$10,000,000	65%
2019	Atieva USA, Inc. dba Lucid Motors USA, Inc.	336111	\$5,000,000	2,185	\$42,266	\$675,000,000	65%
2019	Nationwide Mutual Insurance Company	524126	\$2,500,000	514	\$58,439	\$139,000,000	65%
2020	23andMe, Inc.	517919	\$500,000	52	\$100,000	\$18,367,000	65%
2020	Nikola Corporation	336111	\$3,500,000	2,012	\$65,000	\$1,000,000,000	65%
2020	Universal Electronics, Inc.	334310	\$500,000	131	\$103,684	\$5,414,810	65%
2020	Allstate Insurance Company	524210	\$1,000,000	2,350	\$44,889	\$26,276,060	65%
2020	NortonLifeLock, Inc.	541512	\$1,000,000	150	\$157,000	\$13,412,328	65%
2020	Choice Hotels International, Inc.	721110	\$500,000	250	\$90,473	\$25,886,500	65%
2020	Mark Anthony Brewing, Inc.	312130	\$1,250,000	250	\$42,614	\$275,000,000	65%
Total/Avg	27 Grants		\$44,050,000	19,562	\$66,079	\$2,756,545,035	

[1] A condition of eligibility for grants issued in accordance with A.R.S. § 41-1545.02(A)(1) is that the prospective applicant include health insurance coverage for employees and pay at least 65% of the attendant insurance premium or membership cost.

[2] During the 10-year period, Grantee is precluded from transferring to a location outside of Arizona more than five (5) of its 314-employee headquarter workforce in existence as of the date of the grant.

D. Table 2: REDG Grants through FY2020

The primary goal of REDG grants is to enhance rural community’s competitiveness through reimbursement assistance for infrastructure improvements. These grants are often part of long-term projects and may not result in immediate job creation and capital investment.

Grant Year	Grantee Name	Proposed Grant Award	Grant Payments To-Date	Job Creation Targeted	Jobs Reported To-Date [1]	Ratio of Actual to Targeted Jobs	Targeted Average Annual Wage	Average Annual Wage of Jobs Created To-Date [2]	Targeted Capital Investment	Capital Investment Made To-Date [1]
2012	City of Yuma [3]	\$460,000	\$411,103	61	59	97%	\$35,360	\$49,920	N/A	\$810,000
2012	Verde Valley Wine Consortium [3]	\$124,000	\$124,000	14	24	171%	\$26,625	\$40,591	N/A	\$3,609,000
2012	City of Flagstaff	\$95,044	\$95,044	8	5	63%	\$70,000	\$75,000	N/A	\$400,000
2012	NACET	\$59,601	\$59,601	2	9	450%	\$72,250	\$75,000	N/A	\$300,000
2013	Access Arizona	\$340,000	\$340,000	87	53	61%	\$44,577	\$46,508	\$63,358,651	\$61,578,941
2013	City of Casa Grande	\$150,000	\$150,000	59	51	86%	\$38,251	\$34,000	\$5,150,000	\$25,000,000
2013	City of Flagstaff	\$100,000	\$100,000	5	16	320%	\$45,000	\$37,336	\$1,000,000	\$541,570
2013	City of Prescott	\$55,000	\$53,986	9	9	100%	\$65,000	\$104,374	\$55,000	\$53,986
2013	Yuma Economic Development Corp.	\$432,500	\$432,500	555	696	125%	\$26,520	\$27,260	\$5,980,000	\$9,331,761
2013	Town of Pinetop-Lakeside	\$185,000	\$185,000	35	15	43%	\$49,920	\$47,840	\$500,000	\$486,000
2013	Verde Valley Wine Consortium	\$208,500	\$208,500	55	39	71%	\$31,471	\$32,040	\$1,082,576	\$1,249,560
2014	City of Coolidge	\$369,156	\$369,156	30	175	583%	\$37,440	\$42,998	\$4,000,000	\$15,000,000
2014	Town of Prescott Valley	\$500,000	\$500,000	100	136	136%	\$33,280	\$43,098	\$5,000,000	\$13,500,000
2014	Mohave County [4]	\$500,000	\$500,000	268	0	0%	\$41,080	N/A	\$22,500,000	\$835,000
2014	City of Nogales	\$500,000	\$500,000	427	164	38%	\$23,834	\$22,880	\$134,190,000	\$22,539,102
2014	City of Globe	\$360,000	\$265,524	40	0	0%	\$43,900	N/A	\$2,500,000	\$0
2014	Yuma County	\$500,000	\$500,000	75	8	11%	\$29,120	\$45,000	\$13,950,000	\$14,707,080
2015	Town of Chino Valley	\$250,000	\$250,000	205	0	0%	\$39,044	N/A	\$41,400,000	N/A
2015	City of Kingman	\$216,000	\$170,039	125	2	2%	\$33,945	Confidential	\$17,500,000	\$300,000
2015	City of Maricopa	\$250,000	\$250,000	110	0	0%	\$38,429	N/A	\$7,900,000	\$0
2015	Town of Wickenburg	\$250,000	\$250,000	75	0	0%	\$37,400	N/A	\$16,000,000	\$5,000,000
2015	Town of Sahuarita	\$250,000	\$250,000	85	0	0%	\$57,500	N/A	\$9,200,000	\$0
2015	City of Williams [4]	\$250,000	\$250,000	225	50	22%	\$44,000	\$44,600	\$17,500,000	\$4,500,000
2015	City of Winslow	\$214,119	\$214,119	83	14	17%	\$32,818	\$25,000	\$15,000,000	\$160,000
2017	City of Yuma	\$151,453	\$151,453	50	299	598%	\$26,000	\$22,863	\$6,000,000	\$27,500,000
Total/Avg	25 Grants	\$6,770,373	\$6,580,025	2,788	1,824	65%	\$34,449	\$32,149	\$389,766,227	\$207,402,000

[1] REDG grants are often part of long-term projects and may not result in immediate job creation and capital investment.

[2] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least 3 jobs; the wage information is, however, included in the computation of the average wage of all REDG jobs created.

[3] The 2012 REDG grants were partially funded from other state funds. The total other funds used for these combined grants was \$240,970.

[4] Grantee provided correction to FY19 data.

E. Table 3A: AIC Grants through FY2020 – Grants with Reporting Period Complete

The AIC grant program is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment.

Grant Year	Grantee	NAICS Code	Proposed Grant Award	Actual Grant Awarded	Job Creation Estimated [1]	Jobs Created [1]	Ratio of Actual to Estimated Jobs	Average Annual Wage of Jobs Created [2]	Capital Investment Made
2012 - 2014	30 Grantees	Various	\$7,381,375	\$7,276,875	100	271	271%	66,146.52	\$9,040,457
2015	Iron Horse Diagnostics, Inc.	541711	\$250,000	\$250,000	2	3	150%	\$60,000	\$23,242
2015	NuvOx Pharma, LLC	541711	\$250,000	\$250,000	1	13	1,300%	\$59,330	\$146,235
2015	Park X, LLC	812930	\$250,000	\$250,000	0	3	300%	\$28,800	\$0
2015	Pure Chat, Inc.	511210	\$250,000	\$250,000	4	6	150%	\$72,500	\$0
2015	Spotlight Software, LLC (dba SalesFitRx)	511210	\$250,000	\$172,500	7	0	0%	N/A	\$987,000
2015	CampusLogic, Inc.	541219	\$250,000	\$250,000	10	62	620%	\$79,235	\$427,200
2015	eVisit, LLC	541511	\$250,000	\$250,000	10	22	220%	\$70,500	\$345,910
2015	Rbar Organic, LLC	311811	\$250,000	\$250,000	4	2	50%	N/A	\$44,596
2015	RevolutionParts, Inc.	511210	\$250,000	\$250,000	4	55	1,375%	\$72,391	\$199,988
2015	RightBio Metrics, Inc.	339112	\$250,000	\$250,000	2	4	200%	\$42,000	\$98,982
Total /Avg	41 Grants		\$10,131,375	\$9,949,375	151	447	296%	\$68,830	\$11,327,110

[1] While Job Creation may be anticipated as part of the grantee’s performance milestones, job creation is often not required to fulfill the milestones.

[2] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least 3 jobs; the wage information is, however, included in the computation of the average wage of all AIC jobs created.

F. Table 3B: AIC Grants through FY2020 – Grants Rescinded

The following grants were relinquished with no payments to the grantees.

Grant Year	Grantee	NAICS Code	Proposed Grant Award	Actual Grant Awarded	Job Creation Estimated [1]	Jobs Created [1]	Ratio of Actual to Estimated Jobs	Average Annual Wage of Jobs Created [2]	Capital Investment Made
2015	SwimLane, LLC	511210	\$250,000	\$0	0	0	0%	N/A	\$0
Total /Avg	1 Grant		\$250,000	\$0	0	0	0%	N/A	\$0

[1] While Job Creation may be anticipated as part of the grantee’s performance milestones, job creation is often not required to fulfill the milestones.

[2] To protect the confidentiality of individual employee information, average wages are specified only for grantees that have created at least 3 jobs; the wage information is, however, included in the computation of the average wage of all AIC jobs created.

G. Table 3C: AIC Grants through FY2020 – Grants Within Reporting Period

Grant Year	Grantee	NAICS Code	Proposed Grant Award	Job Creation Estimated [1]
2016	ClearVoice, Inc.	517919	\$250,000	8
2016	Beacon Biomedical	621511	\$250,000	2
2016	Paraffin International, Inc.	561990	\$250,000	2
2016	Smart Clinic, LLC	511210	\$250,000	0
2016	The Medical Memory, LLC	621999	\$250,000	4
2016	BeckonCall, Inc.	561421	\$250,000	5
2016	Allbound, Inc.	511210	\$250,000	6
2016	AniCell Biotech, LLC	541711	\$250,000	4
2016	CleanTechnology, Inc.	541712	\$250,000	4
2016	Salutaris Medical Devices, Inc.	339112	\$250,000	0
2016	Smart Brain Aging, Inc.	541511	\$250,000	3
2017	Hydronalix, Inc.	336612	\$250,000	1
2017	Attribytes, Inc.	541990	\$250,000	1
2017	ClickIPO Holdings, LLC	541511	\$250,000	4
2017	Codelucida, LLC	334413	\$250,000	2
2017	Electric Torque Machines, Inc.	335312	\$250,000	0
2017	Naya Energy, LLC	541990	\$250,000	11
2018	SimpleWAN, Inc.	336612	\$250,000	1
2018	Renewology	541990	\$250,000	1
2018	Resonea, Inc.	541511	\$250,000	4
2018	GT Medical Technologies, Inc.	334413	\$250,000	2
2018	Paradox, LLC	335312	\$250,000	0
2018	Life365, Inc.	541990	\$250,000	11
2019	Breezing Company	334510	\$150,000	[2]
2019	eTrack Tech, Inc.	541512	\$150,000	[2]
2019	Innovative Climatic Technologies (Air2o), LLC	333415	\$150,000	[2]
2019	Mindset Medical, LLC	511210	\$150,000	[2]
2019	Paradigm Diagnostics, Inc.	621510	\$150,000	[2]
2019	Hyver Labs, LLC dba Persosa	511210	\$150,000	[2]
2019	Quote Countertops	541511	\$150,000	[2]
2019	Qwick, Inc.	561320	\$150,000	[2]
2019	Trainual, LLC	511210	\$150,000	[2]
2019	Virtuous Software, Inc.	511210	\$150,000	[2]
2020	Additive Implants, Inc	339113	\$150,000	[2]
2020	Admiral Instruments, LLC	334516	\$150,000	[2]
2020	AdviNOW, Inc dba AdviNOW Medical	541990	\$150,000	[2]
2020	BrightGuest Technologies, Inc.	541850	\$150,000	[2]
2020	CATS Tonometer, LLC	541700	\$150,000	[2]
2020	Digitile, LLC	423430	\$150,000	[2]
2020	Innovative Construction Technology Inc.	511210	\$150,000	[2]
2020	Lyfechannel, Inc. dba LIGHTHOUSE	541511	\$150,000	[2]
2020	Remitter USA, Inc.	511210	\$150,000	[2]
2020	SafKan, Inc.	339112	\$150,000	[2]
2020	Biosensing Instrument, Inc	334516	\$150,000	[2]
2020	Botco.ai, Inc.	511210	\$150,000	[2]
2020	Emagine Solutions Technology, LLC	541511	\$150,000	[2]
2020	Insurmi, Inc.	511210	\$150,000	[2]
2020	OralKleen LLC	423620	\$150,000	[2]
2020	OTOJOY PBC	334310	\$150,000	[2]
2020	Radpay, Inc.	522320	\$150,000	[2]
2020	Reglagene Holding Inc.	541714	\$150,000	[2]
2020	RexPay Inc.	519190	\$150,000	[2]
2020	The Surf Network, Inc.	541850	\$150,000	[2]
Total /Avg	53 Grants		\$10,250,000	76 [2]

[1] The AIC grant program is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment. While Job Creation may be anticipated as part of the grantee's performance milestones, job creation is often not required to fulfill the milestones.

[2] Beginning with the FY19 cohort, the grantee's performance milestones are tied to passage of coaching sessions through the Venture Ready Program and therefore do not involve set job creation milestones. Job Creation will be tracked and will be recorded upon close of the grant.

H. Table 3D: AZSBDC Grants through FY2020 – Grants Within Reporting Period

The AZSBDCG is intended to help rural communities sustain economic development projects that focus on job growth and capital investment by leveraging the Small Business Development Center (SBDC) network housed in the Maricopa County Community College District (MCCCD).

Grant Year	Grantee	Proposed Grant Award	Job Creation Estimated [1]	Estimated Jobs Retained	Estimated Sales Increase	Estimated New Capital	Estimated New Business Starts	New Capital Investment	Estimated Average Wage
2020	Maricopa County Community College District	\$378,750	549.5	192.5	\$22,700,000	\$40,540,000	217	\$56,839,028	\$34,472
Total [2]	1 Grant	\$378,750	549.5	192.5	\$22,700,000	\$40,540,000	217	\$56,839,028	\$34,472

[1] Partial jobs are indicated as a result of counting part time jobs.

[2] Jobs Created, Jobs Retained, Sales Increase, Capital Formation, New Business Starts are all validated through the regular AZ SBDC Network by clients and are anticipated to improve as a result of the AZSBDC Grants.

I. Table 3E: AZCAG through FY2020 – Grant Completed

The AZCAG is intended to help microenterprises retain their ability to engage in commercial activity in the wake of the COVID-19 outbreak.

Grant Year	Grantee	Proposed Grant Award [1]	Actual Grant Award	Estimated Jobs Retained [2]	Actual Jobs Retained [2]	Ratio of Actual to Estimated Jobs Retained
2020	Local First Arizona	\$150,000	\$150,000	164	309	188%
Total	1 Grant	\$150,000	\$150,000	164	309	188%

[1] The AZCAG provides funds to a community engagement organization, Local First Arizona Foundation, on a matching basis with other committed funds to meet emergency needs that will mitigate the worst consequences of Covid-19 that have effected some of the most vulnerable home-based, family-owned microenterprises in the State.

[2] The grant was distributed by Grantee to micrograntees who meet certain criteria aimed at retaining businesses and jobs that will enhance economic development by allowing the micrograntees to avoid closing down their businesses and thus retain their own source of employment and a source of livelihood for their employees through the worst parts of the Covid-19 outbreak. The Estimated and Actual Jobs Retained listed are inclusive of the total Local First Arizona program and not specifically tied to this grant.

J. Table 4: Aggregate ACF Grant Activity through FY2020

Grant Type	# of Grants	Aggregate Grant Awards	Aggregate Grant Payments To-Date	Job Creation Expected	Jobs Created To-Date	Average Annual Wage Expected	Average Annual Wage of Jobs Created To-Date	Capital Investment Expected	Capital Investment Made To-Date
A-1 [1]	44	\$68,800,000	\$32,606,736	28,301	17,491	\$66,434	\$86,982	\$2,289,984,670	\$2,160,167,681
REDG [2][3]	25	\$6,770,373	\$6,580,025	2,788	1,824	\$34,449	\$32,149	\$389,766,227	\$207,402
AIC [4][5]	95	\$20,631,375	\$19,144,191	227	662	N/A	\$66,821	N/A	\$17,457,032
AZSBDCG	1	\$378,750	\$295,000	686.25	807.5	\$34,472	\$38,228	\$49,440,000	\$63,813,550
AZCAG	1	\$150,000	\$150,000	164	309	N/A	N/A	N/A	N/A
Total/ Avg	166	\$96,730,498	\$58,775,951	32,166	20,999	\$75,449	\$79,823	\$2,729,190,897	\$2,438,810,109

[1] A-1 grants refer to grants awarded in accordance with A.R.S. § 41-1545.02(A)(1).

[2] Two 2012 REDG grants were partially funded from other state funds.

[3] The primary goal of REDG grants is to enhance a rural community's competitiveness through reimbursement assistance for infrastructure improvements. These grants are often part of long-term projects and may not result in immediate job creation.

[4] The AIC grant program is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment. While Job Creation may be anticipated as part of the grantee's performance milestones, job creation is often not required to fulfill the milestones.

[5] Beginning with the FY19 cohort, the grantee's performance milestones are tied to passage of coaching sessions through the Venture Ready Program and therefore do not involve set job creation milestones. Job Creation will be tracked and will be recorded upon close of the grant.

K. Table 5: Jobs Created Per Grant Recipient NAICS Sector through FY2020

NAICS Classification	A-1 Grant Jobs [1]	AIC Grant Jobs [2]	Total [3]
Manufacturing (31-33)	6,183	179	6,362
Wholesale Trade (42)	521	16	547
Transportation, Warehousing (48-49)	0	0	0
Information Services (51)	58	153	211
Finance and Insurance (52)	6,755	0	6,755
Real Estate Rental and Leasing (53)	292	0	292
Professional, Scientific, Technical (54)	1,996	235	2,231
Administrative and Support Services (56)	1,458	28	1,486
Education Services (61)	185	0	185
Health Care, Social Assistance (62)	0	15	15
Arts, Entertainment, Recreation (71)	0	33	33
Hotels and Motels (72)	43	0	43
Other Services (81)	0	3	3
Total (13 NAICS Sectors)	17,491	662	18,153

[1] A-1 Grant Jobs refer to jobs created pursuant to grants awarded in accordance with A.R.S. § 41-1545.02(A)(1).

[2] The AIC grant program is a competitive business plan competition that encourages commercialization of new technologies and small business growth, which may not result in immediate job creation and capital investment.

[3] Table 5 does not reflect jobs created under REDG grants. The direct recipients of REDG grants are governmental entities and the NAICS information of private businesses creating jobs under REDG grants is not available.