

AZIGG

Arizona
International Growth Group

www.azigg.com

AZIGG is a group dedicated to providing the connections and information for companies to grow their business internationally. We meet monthly to share knowledge, experience and ideas for the benefit of companies in Arizona. Welcome internationalists.



GROWTH NATION

ARIZONA GLOBAL NETWORK



Arizona Global Network

Partnering for Strategic International Economic Development

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PRESENTED TO
Arizona International Growth Group
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The Greater Phoenix Economic Council

Attract quality businesses to the Greater Phoenix region from around the world, and advocate and champion foundational efforts to improve the region's competitiveness.

- The region's official economic development authority
- A true regional model where public and private members collaborate to promote Greater Phoenix as a great place to grow business
- Supported by Maricopa County, 18 cities and towns, and more than 140 private-sector businesses.
- The catalyst that strengthens the region's economic base, ensuring it is both diversified and competitive.

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The Arizona Global Network (AGN) is a statewide public-private economic development partnership designed to attract and secure foreign direct investment (FDI) into Arizona, which will result in new higher-wage jobs and economic diversification.

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AGN Partners

- Arizona Department of Commerce
- Greater Phoenix Economic Council
- Greater Yuma Economic Development Corporation
- Tucson Regional Economic Opportunities
- Arizona Association for Economic Development
- Arizona Rural Development Council

AGN is supported by economic development agencies representing urban and rural Arizona.

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Why Increase Foreign Direct Investment?

Equalizing Arizona's FDI position with its standing in trade would translate into more than 84,000 jobs and \$12.5 billion in capital investment for the state's economy.

	2005 FDI <i>In billions</i>	2005 Rank	2005 Exports <i>In billions</i>	2005 Rank
CA	\$93.7	1	\$116.8	2
TX	\$85.4	2	\$128.7	1
NY	\$62.0	3	\$50.4	3
CO	\$16.9	22	\$6.7	29
UT	\$11.9	28	\$6.0	31
AZ	\$10.9	31	\$14.9	17

Source: Bureau of Economic Analysis (FDI), Export.gov (exports)

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Why Increase Foreign Direct Investment?

FDI is critical to our state's economy since international firms:

- Provide technology-based and innovation-driven jobs that are vital for a sustainable economy;
- Pay wages that average 32% higher than compensation at all U.S. companies*;
- Stimulate competitive improvements in the business environment;
- Create additional trade opportunities.

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Foreign Direct Investment in Arizona

Arizona ranks 31th for FDI

Top FDI Countries for Arizona:

1. Germany
2. Japan
3. United Kingdom
4. Netherlands
5. Canada
6. Switzerland

Top FDI Countries For United States:

1. United Kingdom
2. Germany
3. Japan
4. Canada
5. Netherlands
6. France

**Source: Bureau of Economic Analysis*

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AGN Target Industries

Aerospace / Defense: Manufacturing and R&D

Sustainability Industries: Energy, solar, water and devices

Life Sciences: Biotech; bio-pharma manufacturing; bio-pharma therapies (R&D); medical diagnostic devices; genomics and nanotechnology.

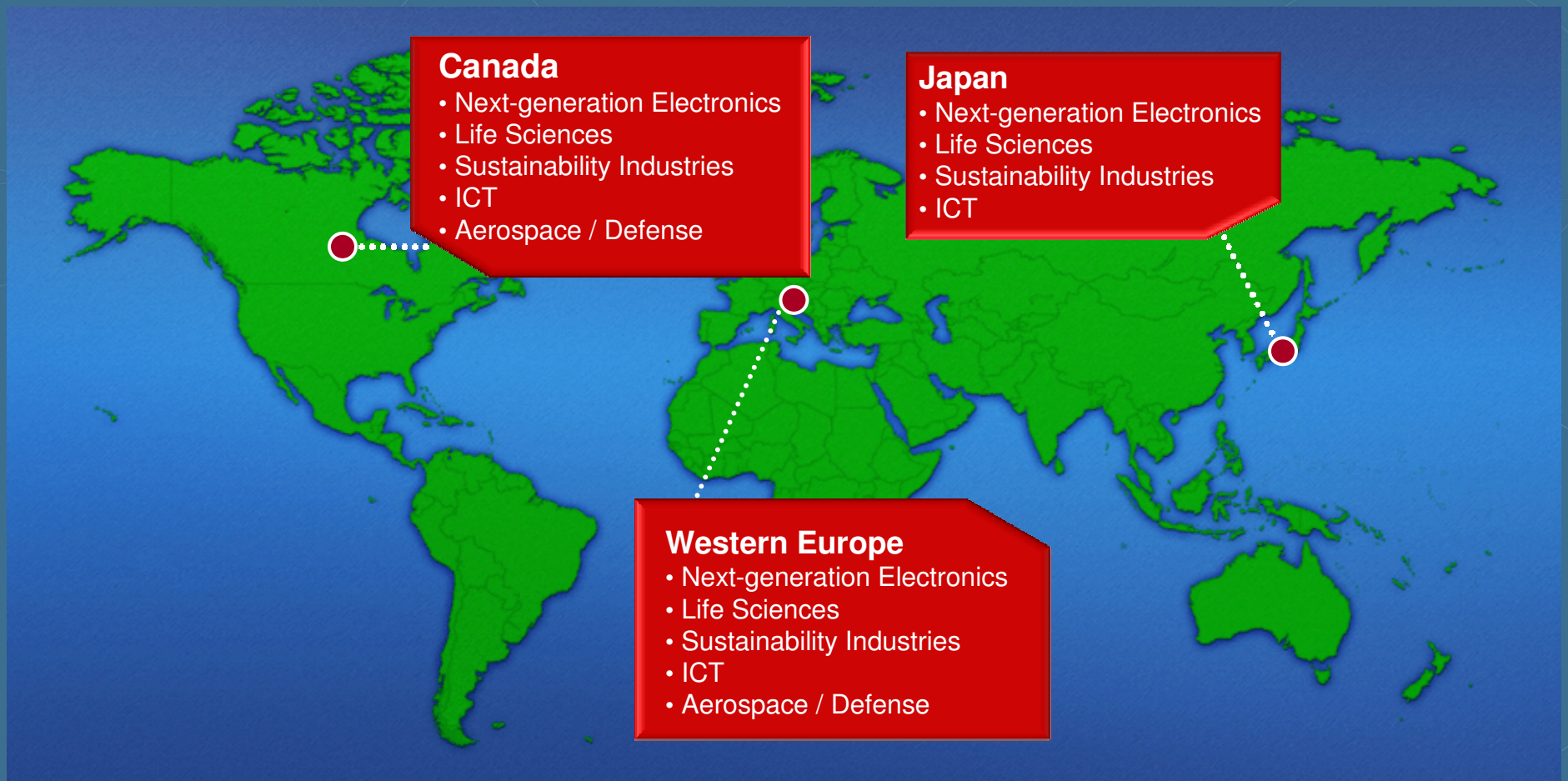
Information and Communication Technology

Next Generation Electronics: semiconductor and electronic component manufacturing, nanotechnology, optics.

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Targeting Countries with Similar Innovation Industries



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AGN Operational Model

AGN Executive Committee

Oversees operations of this virtual statewide network and outreach activities to attract FDI.

International Contractors

Focused on targeted industries and located in target countries, contractors generate corporate expansion and relocation prospects for Arizona.

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AGN Accomplishments

New State of Arizona Foreign Direct Investment Contracts

- Developed collectively with AGN Partners
- AGN Partners helped to write the Scopes of Work
- AGN Partners served on Contract Evaluating Committees

New FDI Contracts Status

- Western Europe – awarded February 2007
- Asia Pacific – awarded August 2007
- Japan – awarded August 2007
- Mexico – awarded September 2007

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AGN: Looking Forward

- **Asia Pacific** – New contract focused on FDI attraction
- **Japan** – New contract focused on FDI attraction
- **Canada Strategy** – developing now and launching before end of the calendar year
- **Mexico** – Integrated approach for FDI and trade services continues for Mexico and include AMC, Border Governors, CANAMEX, etc.
- Continue current trade / export service contracts in **Western Europe** and **Japan**

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AGN: Looking Forward

- Additional tradeshows and cooperative marketing
- Developing a greater International Business Recruitment presence for Arizona on the Web
- Building and leveraging critical partnerships
- Attracting quality jobs / high wage jobs to Arizona

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Arizona's Statewide Approach to FDI

Deliverables (Sample Contractor Goals)

List of Performance Measures	Year 1
Number of Bonafide Leads	80
Number of Bonafide Prospects	2-3
Number of Companies Located/Expanded	1-2
Number of Jobs	240
Average Salary of Jobs	\$40,000
Number of High Wage Jobs	180
Total Capital investment Generated	\$100 M
Number of Technical Assists	1
Number of Site Visits	1-2

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How Can You Participate?

- Collaborative effort between several organizations - not just the State of Arizona inclusive
- Partners determine their involvement based on their targeted industries, regions of focus and financial abilities

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Thank You for Your Time

Questions?

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