



PAUL HUGHES
VP of Business Attraction

WHO WE ARE.



- Direct Access to Governor Ducey
- Incentives Programs
- Business Expansion Programs
- Workforce Analytics
- Workforce Recruiting Support
- Business Optimization - RevAZ
- Zanjeros Executive Network
- Confidential & Anonymous Site Selection

Reciprocal support with regional economic developers



The Greater Phoenix Economic Council (GPEC) is one of the region's premier economic development groups. GPEC has been working on behalf of businesses looking to relocate and expand – at absolutely no cost to the company – for more than 25 years. We are a public-private partnership representing Maricopa County, 23 communities throughout the region and more than 170 private investors.

The Sun Corridor logo features the word 'SUN' in a bold, orange, sans-serif font, followed by 'CORRIDOR' in a black, sans-serif font. The text is set against a light yellow rectangular background.

SUN CORRIDOR

Sun Corridor Inc. is a transformative, bi-national economic development organization representing one of the most dynamic and growing major business centers in North America. Located in Southern Arizona and Sonora, Mexico and encompassing four counties in Arizona (Pinal, Pima, Santa Cruz and Cochise) and 72 municipalities in Sonora Mexico, Sun Corridor Inc. represents a population of 4.25 million people.



WHY ARIZONA.

THRIVING INNOVATION ▶

With a surging innovation ecosystem and a \$3 million Arizona Innovation Challenge, Arizona attracts global corporations and forward-thinking start ups.

\$3 MILLION
AWARDED ANNUALLY

LOW COST OF DOING BUSINESS ▶

Ranking seventh lowest in average workers compensation costs, sixth lowest in property taxes, and second lowest in unemployment insurance tax.

10 YEAR TREND
PROPERTY TAX REDUCTION

LOWEST
LABOR
COSTS
IN THE NATION

SKILLED & AVAILABLE WORKFORCE ▶

Poised and ready to meet your project needs, the state's workforce is abundant, talented and young.

EXPEDITED
PERMITTING

STREAMLINED REGULATION ▶

Arizona has created a minimalist regulatory environment by cutting red tape and by repealing overly burdensome regulations.

ACCESS TO MAJOR WORLD MARKETS ▶

Arizona is immediately accessible to three of the world's largest economies -- California (#9), Texas (#13) and Mexico (#14).

ACCESS TO THE
WORLD'S
LARGEST
ECONOMIES

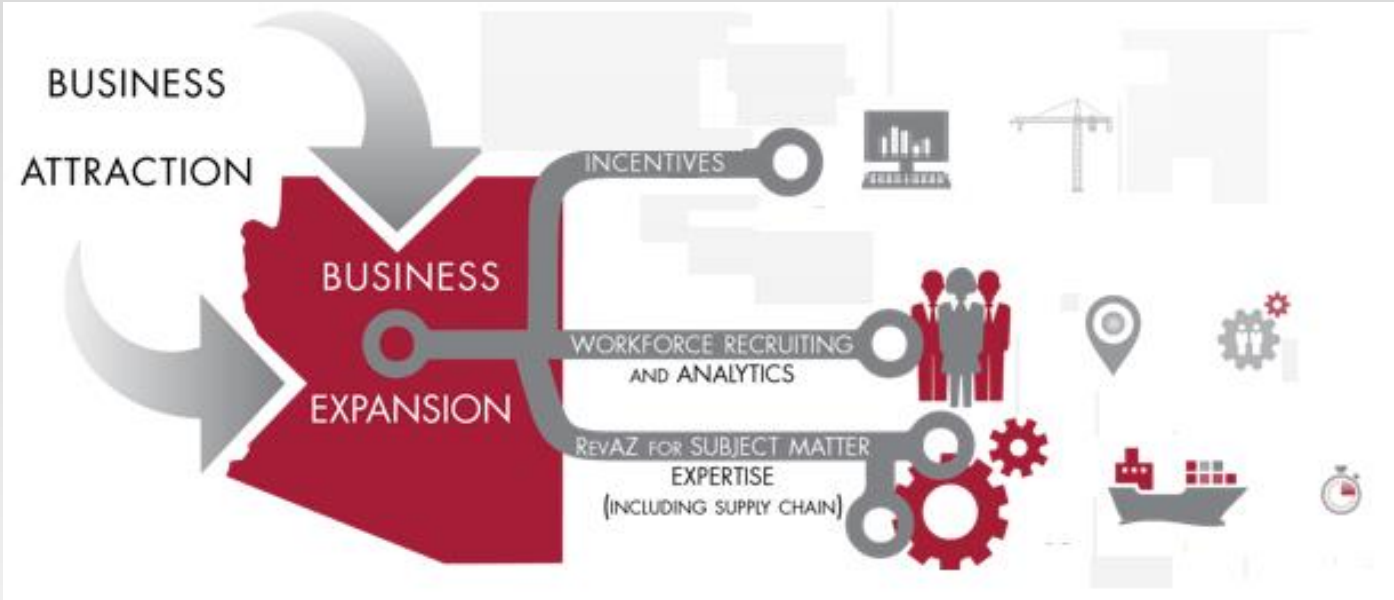
SIMPLIFIED TAX SYSTEM ▶

Arizona has among the lowest corporate and individual income tax rates in the nation, lowering your cost of doing business.

DECREASING
CORPORATE
INCOME TAX



OUR APPROACH



- 1 Aggressively recruiting quality companies to relocate to Arizona
- 2 Assisting companies already operating in the state to expand beyond their own expectations
- 3 Helping turn our most promising startups into thriving upstarts



ATTRACTING BUSINESS



Quality Jobs

The Quality Jobs tax credit offers up to \$9,000 of Arizona income or premium tax credits spread over a three-year period for each net new quality job.



Qualified Facility

The Qualified Facility program offers a refundable income tax credit equal eligible companies making a Capital Investment to establish or expand a Qualified Facilities.

COMPUTER DATA CENTER

RESEARCH & DEVELOPMENT

FOREIGN TRADE ZONE

MILITARY REUSE ZONE

RENEWABLE ENERGY TAX CREDIT

SALES TAX EXEMPTIONS FOR MANUFACTURING

LEASE EXCISE

ADDITIONAL DEPRECIATION

HEALTHY FOREST

COMMERCIAL/INDUSTRIAL SOLAR



EXPANDING BUSINESS



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Qualified Facility

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Navigator

The ACA's Navigator program will connect you - at no cost - with Arizona's highly skilled and available workforce by creating a custom recruiting strategy.

WORKFORCE SERVICES PROGRAM FUNDED BY THE DEPARTMENT OF LABOR WORKFORCE INVESTMENT ACT Delivered to Businesses – at No Cost to You!

TYPE OF SERVICE	DEFINITION OF SERVICES	APPROXIMATE VALUE PROVIDED AT NO CHARGE	TOTAL VALUE RECEIVED
Job Posting	Posted on Statewide job board.	\$350 per week per job classification (Typically 5 occupations @ 4 months)	\$7,000
Custom Recruitment	Create recruitment strategy, screen resumes, Social Media Advertising (LinkedIn, Twitter, etc.), partnerships with community partners	\$500 per open position (Typically 5 occupations)	\$2,500
Direct Hire Recruitment	Recruitment Strategy, Screen Resumes, Internet Recruitment, Presentation Recruitment, individual and company skill assessments	10% per \$10,000 with a 30% Cap (3 management occupations)	\$45,000
Custom Services	Interview Scheduling, Skype Interviews, Temporary Office Space Reservation for recruitment or interviews	\$430 per day, Typically 4 hiring events	\$1,720
HR Consulting	Questions regarding State/Federal Labor Laws regulations or Strategic HR questions	\$100 per hour	\$1,200 (Typically 3 hrs/mo x 4 months)
Training Grants (type)			
Employee Status/New Hire	Reimburses wages (up to 50%). Total amount: TBD	Total new hire/incumbent not to exceed: approximately \$50,000	
Employee Status/Current Employee	Reimburses training costs (up to 50%) Total amount: TBD	Total new hire/incumbent not to exceed: approximately \$50,000	\$50,000
			\$107,920



ARIZONA IMPROVED INCENTIVES

Approved Legislation	Affecting	Improvements Made
HB 2002	Insurance Premium Tax	<ul style="list-style-type: none"> Reduces tax rate on all insurance premiums <i>except</i> fire, health, and disability lines.
HB 2025	Users of liquefied petroleum gas [LPG]	<ul style="list-style-type: none"> Exempts manufacturers and smelting operations from TPT (sales tax) and use tax.
HB 2239	Quality Jobs \$9,000/net new job that qualifies	<ul style="list-style-type: none"> Removes sunset for allowable credit. Retroactive to January 1, 2016.
HB 2584	Computer Data Centers	<ul style="list-style-type: none"> Cost of improvements included in CapEx calculations. “Equipment” definition includes owned, leased or equipment used. Facility ownership may be fractional.
HB 2666	Qualified Facilities (Manufacturers) Lesser of \$20,000/net new job that qualifies, or 10% of CAPEX.	<ul style="list-style-type: none"> Wages qualification changed to <i>manufacturing</i> jobs average of \$39,260 urban; \$31,403 rural. Modifies health ins. premium contrib. for urban from 80% to 65% Related 3rd-party development included in capex qualification.
HB 2676	Electricity & Natural Gas	<ul style="list-style-type: none"> Exempts proceeds from electricity or natural gas sales to qualified manufacturers or smelting business from sales & use tax Broadens definition of “manufacturing”.
SB 1501	Arizona Incentives	<ul style="list-style-type: none"> Extends continuation of the ACA program until 2022.
SB 1505	Natural Gas Transport	<ul style="list-style-type: none"> Exempts natural gas transport services from AZ sales & use tax. Cities or towns may impose their own taxes.
Prop. 123	Public funding of K-12 schools	<ul style="list-style-type: none"> Provide \$3.5 billion in additional dollars to schools through 2025

“Sales tax” in Arizona is formally referred to as a transaction privilege tax (TPT).



EXPLORING YOUR OPTIONS

- Complete a project worksheet detailing an expansion project or relocation being considered.
- If desired, a standard Non-Disclosure Agreement (NDA) is available.
- Arizona Commerce Authority acts as your single point of contact for incentives, site selection, permitting, regulatory support, and more.



QUESTIONS & DISCUSSION

CASE STUDIES & CUSTOM ANALYSES AVAILABLE UPON REQUEST