



LAND IN THE UNITED STATES

PHOENIX, ARIZONA

Phoenix, the state capital of Arizona, transitioned from an agriculture and mining town to a high tech city in the 1950's. Its strengths are reflected in education, with Arizona State University a national innovation leader.



4.7M

2017 POPULATION
13% growth since 2010



\$29,700

PER CAPITA INCOME
per annum in 2016, USD



31%

of people aged 25+
HAVE COMPLETED A BACHELOR'S DEGREE

Key industries

- › Mining
- › Military
- › Software & IT
- › Semiconductors
- › Healthcare & bioscience
- › Renewable energy

ON Semiconductor, Apollo Education Group, Insight Enterprises, First Solar and Banner Health are among Phoenix's most successful homegrown companies. Other major tech companies in the region include Intel, Amkor Technology and Avnet and Freepport.

Australians in Phoenix can seek business assistance from **Austrade's San Francisco office** and connect with other expats through the **Aussies and Kiwis in Arizona Facebook group**.

ECONOMIC DEVELOPMENT CENTRES

- › **Greater Phoenix Chamber of Commerce** member driven business association driving innovation and job creation
- › **City of Phoenix** municipal government services and information
- › **Greater Phoenix Economic Council (GPEC)** public-private partnership with 22 member communities and over 150 investors
- › **Arizona Commerce Authority** state economic development

TAXES + INCENTIVES

2.6 - 4.54%

INDIVIDUAL INCOME TAX

5.5%

CORPORATE INCOME TAX



8.6% SALES TAX



0.8% AVERAGE PROPERTY TAX

Top incentive programs

- › **Quality Jobs Tax Credit** tax credits for creating new jobs
- › **Qualified Facilities Refundable Tax Credit** refundable tax credit to businesses expanding or locating a Qualified Facility in Arizona
- › **Renewable Energy Tax Credit** to position Arizona in new energy

ACCELERATORS + INCUBATORS

According to 2017 Kauffman Index of Startup Activity, the Phoenix metro area ranked eighth in the US for Startup Activity and 15th for Growth Entrepreneurship (a measure of scalability).

- › **Seed Spot** non-profit incubator; early stage social entrepreneurs
- › **BioAccel** accelerating medical device and biotech companies
- › **Coplex** helping non-coding industry experts start tech companies

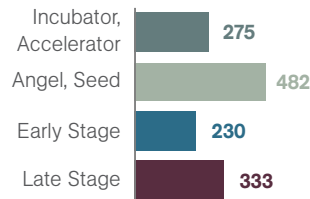
INVESTOR LANDSCAPE

Phoenix is the 19th largest venture ecosystem in the US.

Rank	Metro region	VC funds invested since 2010, USD	# VC rounds since 2010	Exit value since 2010, USD
1	SAN FRANCISCO	\$165 billion	13,102	\$123 billion
19	PHOENIX	\$2.4 billion	647	\$2.1 billion

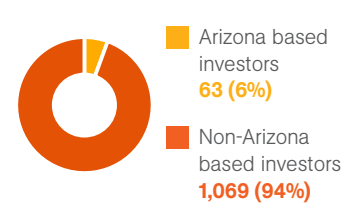
VC DEAL STAGE

Phoenix company deals since 2010



INVESTOR LOCATION

Phoenix company deals since 2010



Top local investors

- › **Grayhawk Capital** early stage; mobile computing, cloud, security
- › **Social Leverage** early stage; fintech, enterprise, data, media
- › **Wasabi Ventures** incubation to late stage; technology sectors
- › **Point Financial** emerging software, healthcare, renewable energy
- › **Hinge Capital** complex technological problems in IT, fintech, mobile

UNIVERSITY ENTREPRENEUR PROGRAMS

- › **ASU Draper GSV Accelerator** allows new edtech ventures to be tested by Arizona State University (ASU) students and faculty
- › **Avnet Innovation Lab** (A Fulton School of Engineering) ASU & Avnet Inc. private partnership; innovation incubator for startups
- › **RISN Incubator** ASU accelerator for waste-to-product innovations
- › **Arizona Center for Innovation (AzCI)** University of Arizona mentored launch program

References: Census Bureau (2010), Bureau of Economic Analysis, American Community Survey (2012-16), Arizona Department of Revenue, PitchBook Data Inc. (2018), Kauffman Index (2017). **Notes:** PitchBook venture ecosystem analysis conducted for the period January 2010 - July 2018. Top investors and incubators selected based upon recent activity.

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