Global Advantage

Business Development and Attraction Strategy and Program
GLOBAL

ADVANTAGE
Program Goals

• Attract technology companies to the parks that are relevant to the University
• Create employment opportunities for UA students
• Facilitate joint research between companies and UA
• Contribute to regional and state economic development
The Value Proposition

- Provide Market Access to Arizona, California, Texas, Sun Corridor, Western and Northern Mexico
- Connectivity to the University of Arizona – sponsored research, skilled employees
- Assistance with business development
- Assistance with product development – prototyping, testing, demonstration
- Competitively priced advanced manufacturing
- Access to state-of-the-art facilities
Technology Sectors

- Advanced Energy – solar and renewable energy
- Agriculture, Arid Lands, Water
- Bioscience – medical devices and diagnostics
- Defense and Security
- Mining Technology and Chemistry
- Intelligent Transportation Systems/Smart Vehicles
Cross-Cutting Technology

- Informatics – “big data”
- Imaging – optics and photonics
- Sustainable development
- Advanced manufacturing
Areas of Recruitment

- Maricopa County – 101 Corridor
- California
- Europe (Switzerland)
- Israel
- Mexico
- South Korea
A Targeted Effort

- Small and medium sized technology companies with a product and generating revenue
- Companies identified through Regional Development Intern Program
  - Market analysis – trends and dynamics
  - Company identification
  - Company contact and recruitment
Global Advantage and The Offshore Group

Access to one-of-a-kind environment where both innovation and low-cost manufacturing activities can thrive simultaneously.

- At the forefront of the technology innovation side of Global Advantage is Tech Parks Arizona.

- When competitive manufacturing is called for, The Offshore Group provides high-productivity manufacturing communities in Mexico.
Two Great Parks
One shared vision

UA Tech Park
45 companies
6,500 employees
2 million sf of R & D space
$2.3 billion economic impact

UA Tech Park – The Bridges
The Offshore Group Today
Helping companies successfully operate since 1986

We Employ
16,223
In Mexico and U.S.

We Manage
4,255,137
Sqft. of Industrial Space

We Support
57
Manufacturers

affiliate companies & brands

Offshore International, Incorporated
Maquilas Tetakawi S.A. de C.V.

Offshore International, LLC
Manufacturas Zapaliname S.A. de C.V.
Our Locations
Unique labor & talent characteristics and logistical advantages

Distances
- Port of Los Angeles to Guaymas: 758 Miles
- Port of Houston to Saltillo: 523 Miles
- Port of Manzanillo to Guadalajara: 204 Miles
- Tucson to Guaymas/Empalme: 333 Miles
- Mission to Saltillo: 205 Miles
### Current Clients

Client operations range from 12 people to 3,500. Facilities size range from 5,000 sf to 175,000 sf

<table>
<thead>
<tr>
<th>Aerospace</th>
<th>Electrical, Electronic &amp; Medical Devices</th>
<th>Automotive &amp; Transportation</th>
</tr>
</thead>
<tbody>
<tr>
<td>• BAE Systems</td>
<td>• Avalon Labs (Am.Cap.)</td>
<td>• Cooper Standard Automotive</td>
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<tr>
<td>• Benchmark Electronics</td>
<td>• Blinkman</td>
<td>• DCM</td>
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<tr>
<td>• Bodycote Thermal Processing</td>
<td>• Cardiva Medical</td>
<td>• Gemini Plastics</td>
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<td>• CPP (formerly Esco)</td>
<td>• C&amp;M Corporation</td>
<td>• Intec Group</td>
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<tr>
<td>• Ducommun Aerostructures</td>
<td>• CBC Connect (Westcor)</td>
<td>• Liberty Steel</td>
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<tr>
<td>• Ellison Surface Technologies</td>
<td>• Electronic Evolution</td>
<td>• Mico</td>
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<tr>
<td>• G.S. Precision</td>
<td>• Huber-Suhner</td>
<td>• Neapco</td>
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<tr>
<td>• GE-Unison Industries</td>
<td>• IKOR</td>
<td>• Phillips Industries</td>
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<tr>
<td>• Horst Engineering</td>
<td>• Medtronic</td>
<td>• Powerbrace</td>
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<tr>
<td>• Incertec Special Processes</td>
<td>• Novacap (Dover)</td>
<td>• Senior Flexonics</td>
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<tr>
<td>• JJ Churchill</td>
<td>• The Phoenix Company</td>
<td>• St. Clair Technologies</td>
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<tr>
<td>• Paradigm Precision (Carlyle.)</td>
<td>• Precision Interconnect (TE)</td>
<td>• TE Connectivity</td>
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<tr>
<td>• Parker Aerospace</td>
<td>• Turck</td>
<td>• TitanX</td>
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<tr>
<td>• Sargent Controls (Dover)</td>
<td>• Whitepath</td>
<td>• Unlimited Services</td>
</tr>
<tr>
<td>• Senior Aerospace</td>
<td>• Younger Optics</td>
<td>• Waukesha Bearings (Dover)</td>
</tr>
<tr>
<td>• SPS Tech (a PCC company)</td>
<td></td>
<td>• APSM</td>
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<tr>
<td>• Trac Tool (Carlyle)</td>
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<td>• Greenheck Fan</td>
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<tr>
<td>• UTC Aerospace Systems</td>
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<td>• Kromet</td>
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<td>• Vermillion</td>
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<td>• Minco (Demmer)</td>
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<pre><code>                                                                                      |                                                                                                          | • Parker (Camfil Farr)                                                                   |
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• 40 clients in Guaymas/Empalme
• 17 clients in Saltillo
• 20 clients are publicly traded
• 8 clients also have standalone operations
• 32% of clients between 10 and 20 years
• 45% of clients between 5 and 9 years
• 23% of clients less than 5 years
## Our Business Model

Integrates functions and resources you control with the all-inclusive infrastructure we have built exclusively for foreign manufacturers.

### Manufacturing Operations Leadership / Management

<table>
<thead>
<tr>
<th>Client Responsibility</th>
<th>Manufacturing Operations Leadership / Management</th>
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<tbody>
<tr>
<td>Engineering</td>
<td>Quality</td>
</tr>
<tr>
<td>Production</td>
<td>Manufacturing Technology</td>
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<tr>
<td>Customer Service</td>
<td>Supply-Chain</td>
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<td></td>
<td>Company Culture</td>
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</tbody>
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### Administrative & Support Services Leadership / Management

<table>
<thead>
<tr>
<th>The Offshore Group</th>
<th>Administrative &amp; Support Services Leadership / Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Labor Management</td>
<td>Import &amp; Export</td>
</tr>
<tr>
<td>Payroll, Benefits, Indirect</td>
<td>Facilities Management</td>
</tr>
<tr>
<td>Spend, Vendor Management,</td>
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<tr>
<td>A/P, Accounting &amp; Taxes</td>
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<tr>
<td>Workforce Transportation</td>
<td>Environmental and Occupational Health &amp; Safety</td>
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<tr>
<td>Transportation</td>
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### Shelter Legal Framework

Federal, state, and local government, trade organizations, teaching institutions, supplier, service providers, labor unions.
Our Manufacturing Community Features
An industrial park PLUS onsite services for rapid response and employee retention

- Controlled access
- 24/7 Video Surveillance
- Medical Services
- ATM Machines
- Childcare Center
- Desalination Plant
- Workforce Transportation
- Workforce Training Facility
- Labor Recruiting
- Meeting Facilities
- Environmental, Health & Safety
- Building Maintenance Crew
- Utilities Monitoring
- Sports Field
- Payroll & Benefits Management
- Indirect Spend Assistance
- Vendor Management
- Accounts Payable
- Value Added Tax Reimbursement
- Corporate Social Responsibility
Bella Vista – Manufacturing Community in Empalme, Sonora Mexico
Global Advantage

*Tech Parks Arizona and The Offshore Group* - a co-existence of technology innovation and a low-labor cost structure.

- Access to research and development resources of a world renowned university.

- High-productivity manufacturing communities in Mexico.
Innovation Frontier Southwest (IFS)

- Consortium of economic development organizations, local government, higher education and workforce development entities
- Working to develop southern Arizona and southern New Mexico as a leading center for advanced manufacturing in the defense and security sectors
Region

- Defined region along the US-Mexico border
- Nodes in region: Yuma, Sierra Vista, Tucson, Casa Grande, Las Cruces
Partners

- Greater Yuma Economic Development Corporation
- Yuma Private Investment Council
- City of Sierra Vista
- Cochise County Workforce Development
- Pinal County
- Central Arizona Regional Economic Development Foundation
- Tech Parks Arizona
- Pima County One-Stop
- Sierra Vista Economic Development Foundation
- Tucson Regional Economic Opportunities
- Arizona Commerce Authority
- City of Tucson
- New Mexico State University
- New Mexico Manufacturing Extension Partnership
Elements of Strategy

• Access to major markets
• Quality testing and demonstration facilities: Yuma Proving Grounds, Fort Huachuca, UA Tech Park, White Sands Missile Range and more
• Very high LQ based on workforce – concentrations across sectors in engineering, design, testing
• Cluster of small and medium companies in this industry
• Research universities with expertise in relevant technology areas
• Engaged community colleges supporting workforce needs
www.techparks.arizona.edu