



The Arizona International Connection

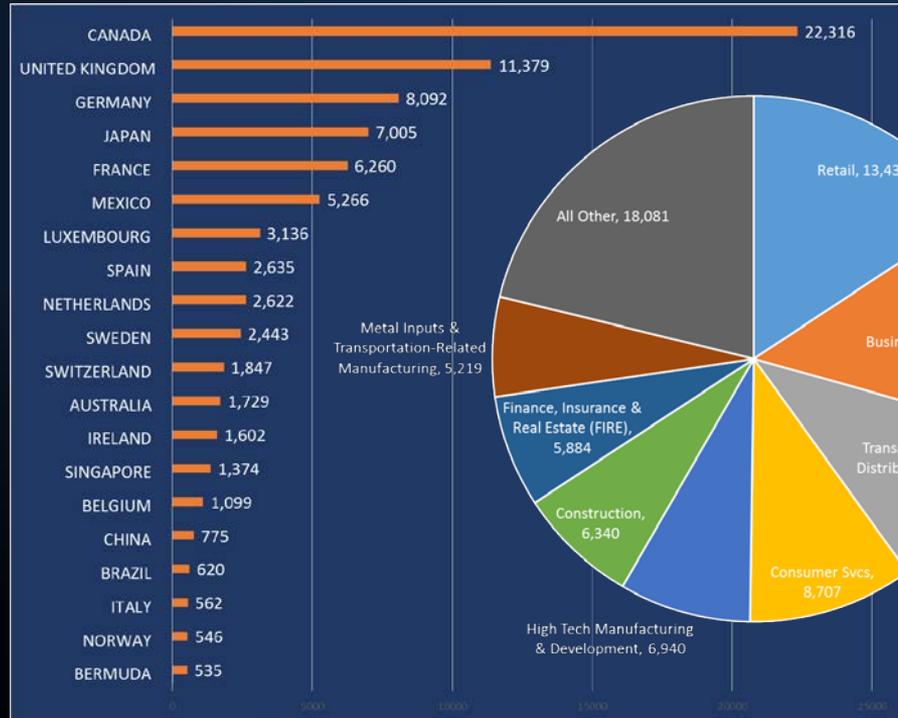
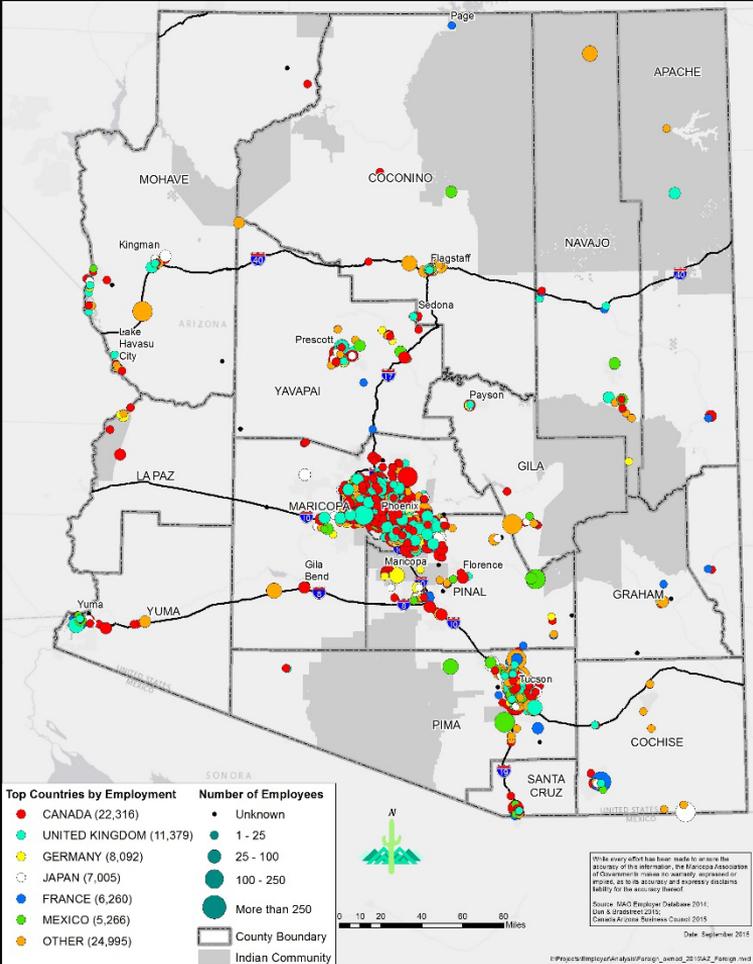
MAG Economic Development Committee

October 6, 2015

Arizona: International Owned Business Inventory

Countries : 50
 Businesses: 997
 International Parent Companies: 683

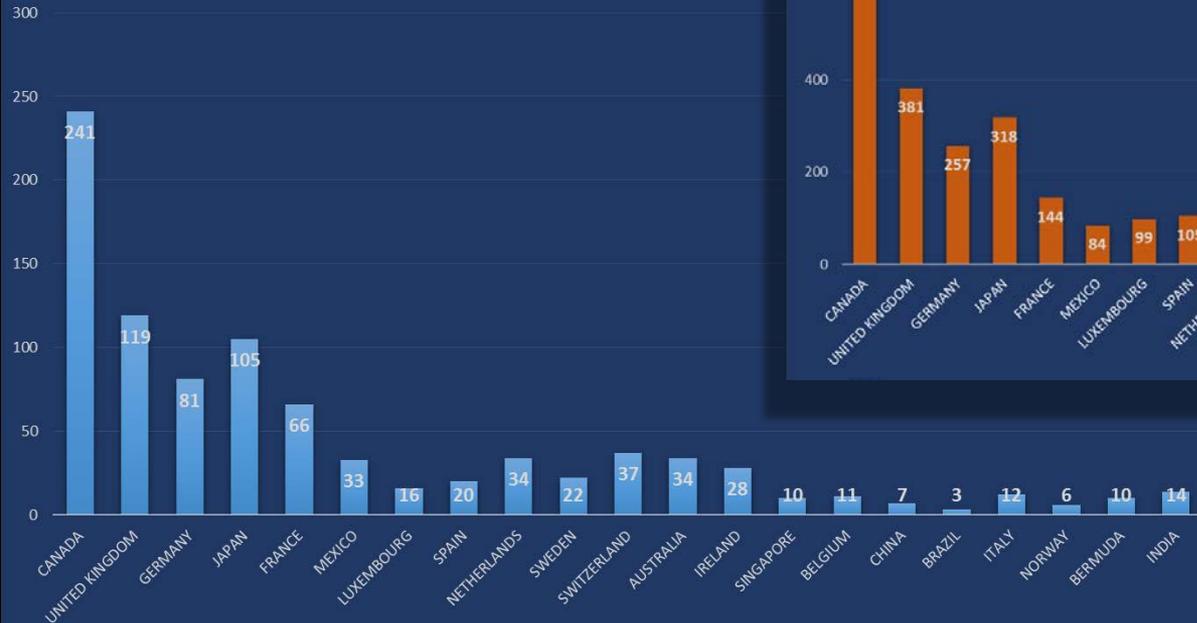
Jobs: 85,313
 Locations: 3,026



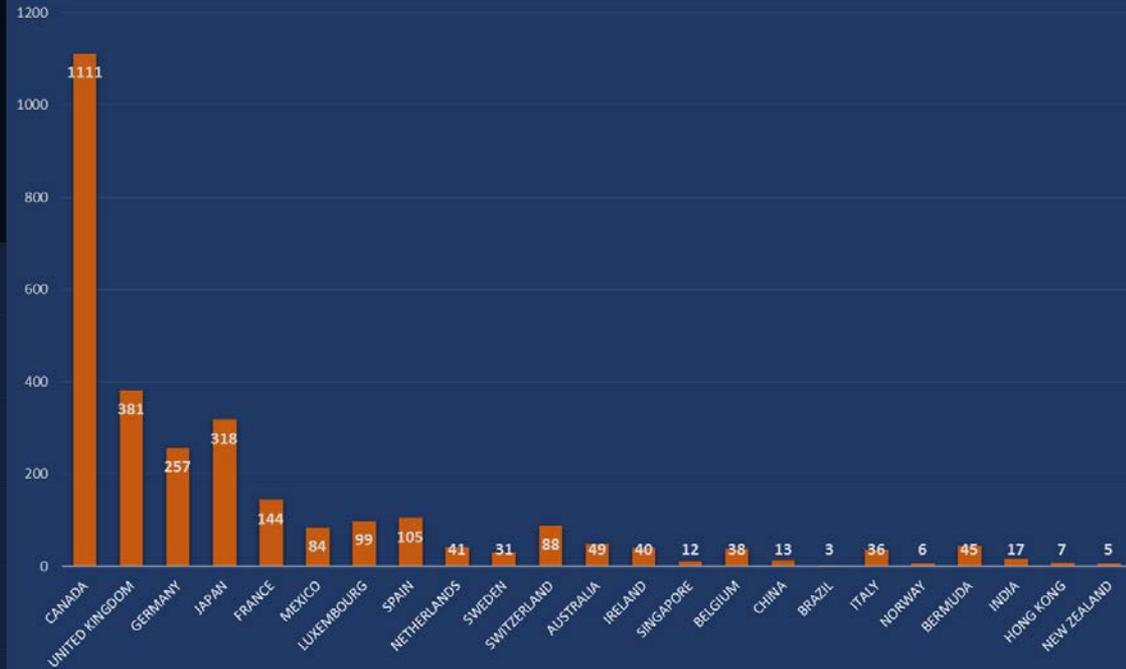
Source: MAG; Dun & Bradstreet, 2015; CABC

Arizona: International Owned Business Inventory

Businesses

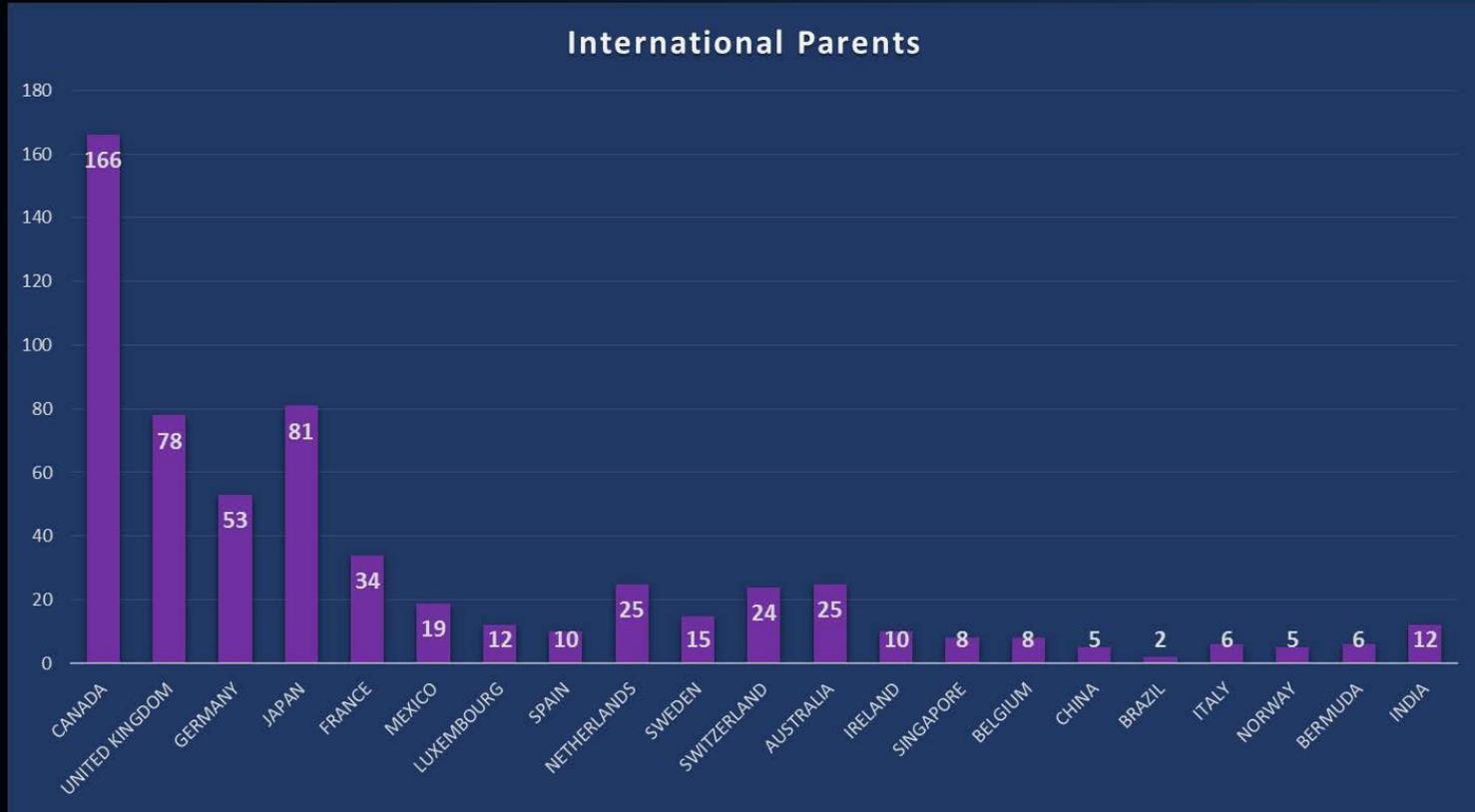


Business Locations



*Countries ranked by job production.

Arizona: International Owned Business Inventory



*Countries ranked by job production.

Pima: International Owned Business Inventory

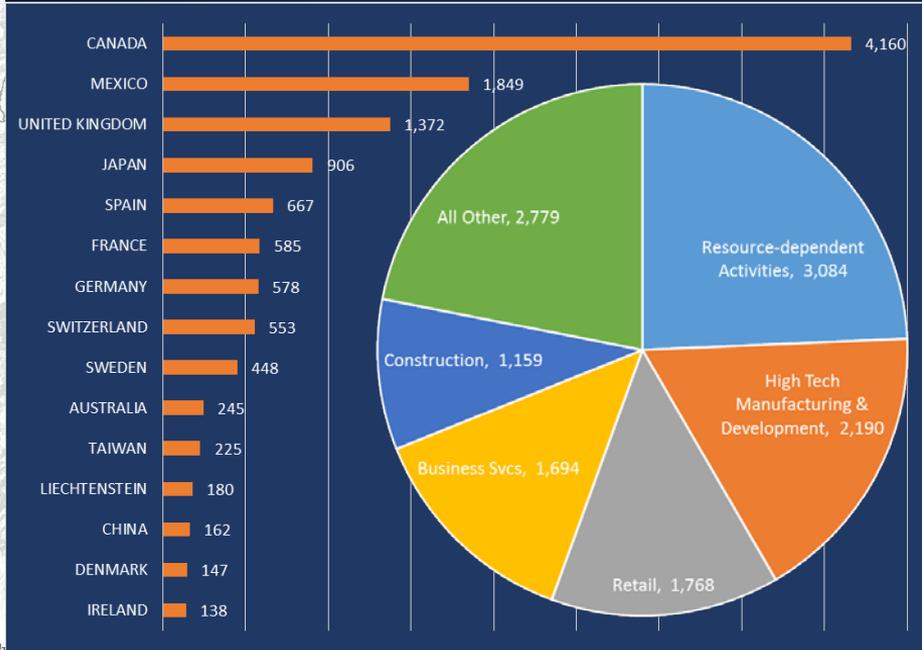
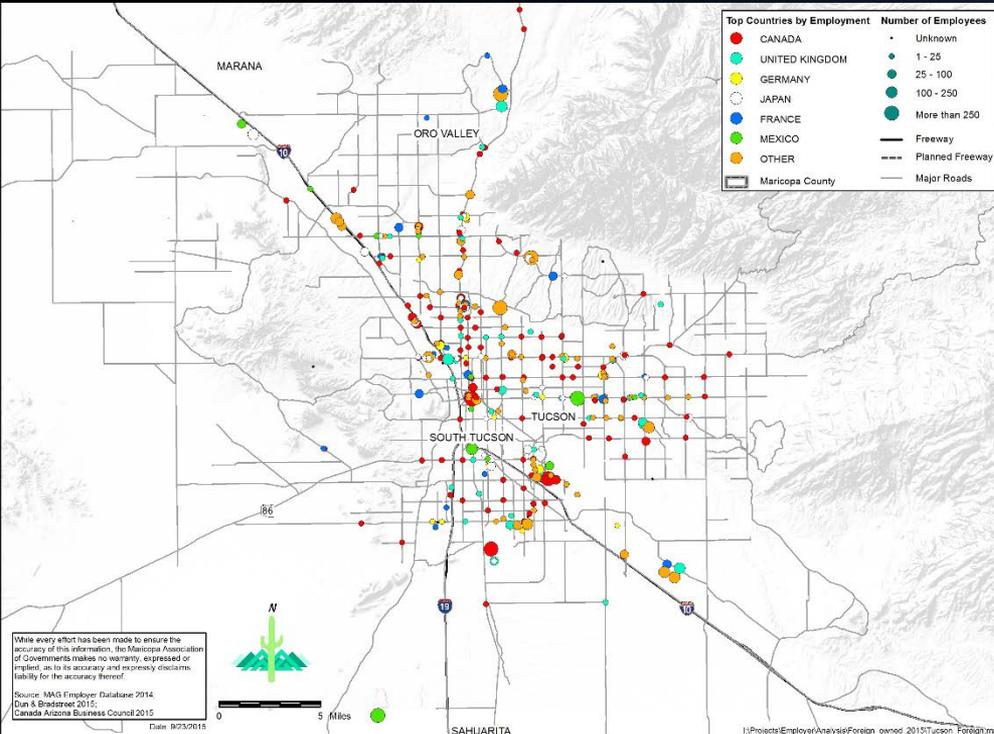
Countries : 31

Jobs: 12,674

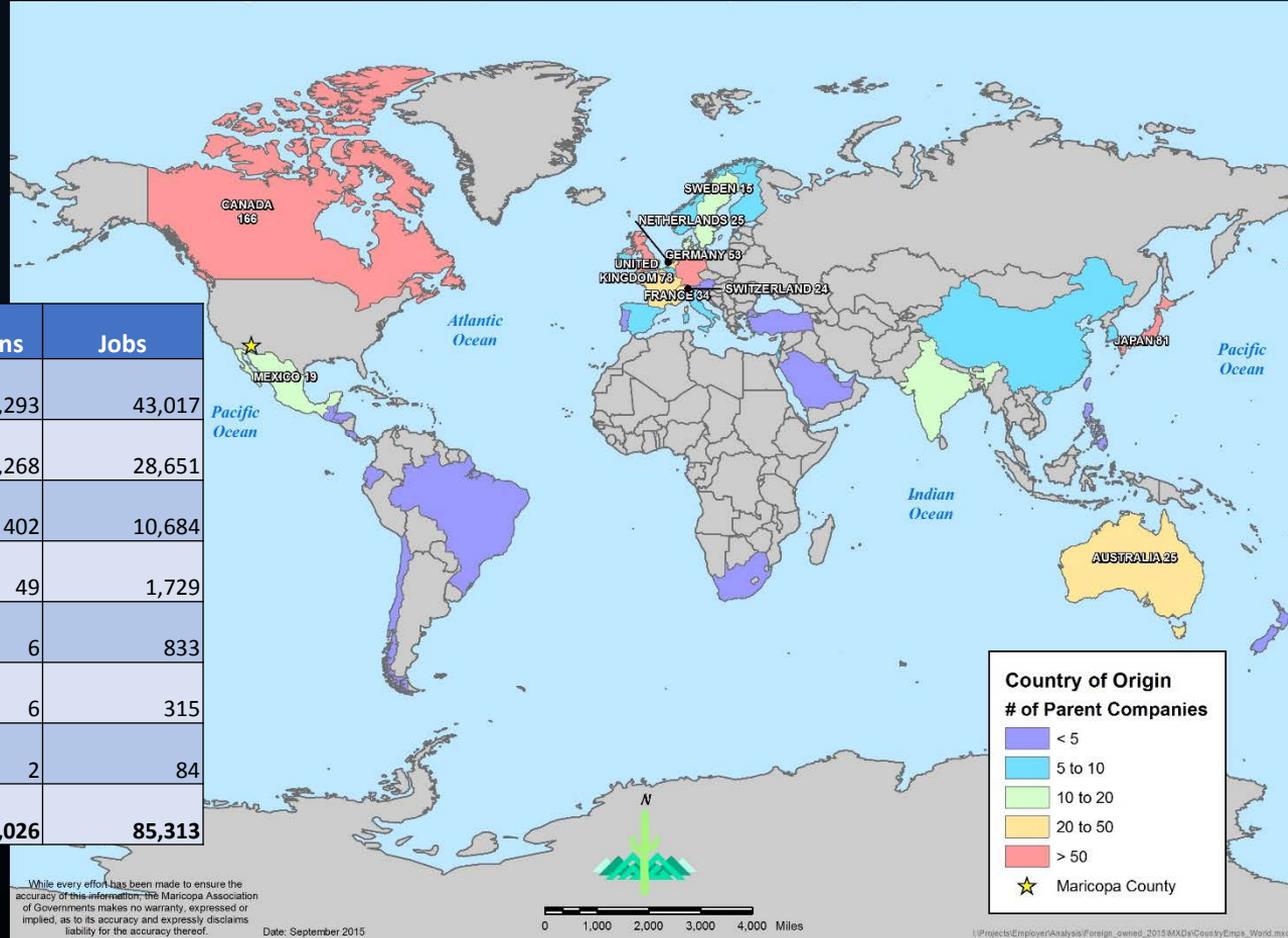
Businesses: 188

Locations: 399

International Parent Companies: 156



AZ International Connection - Parent Companies



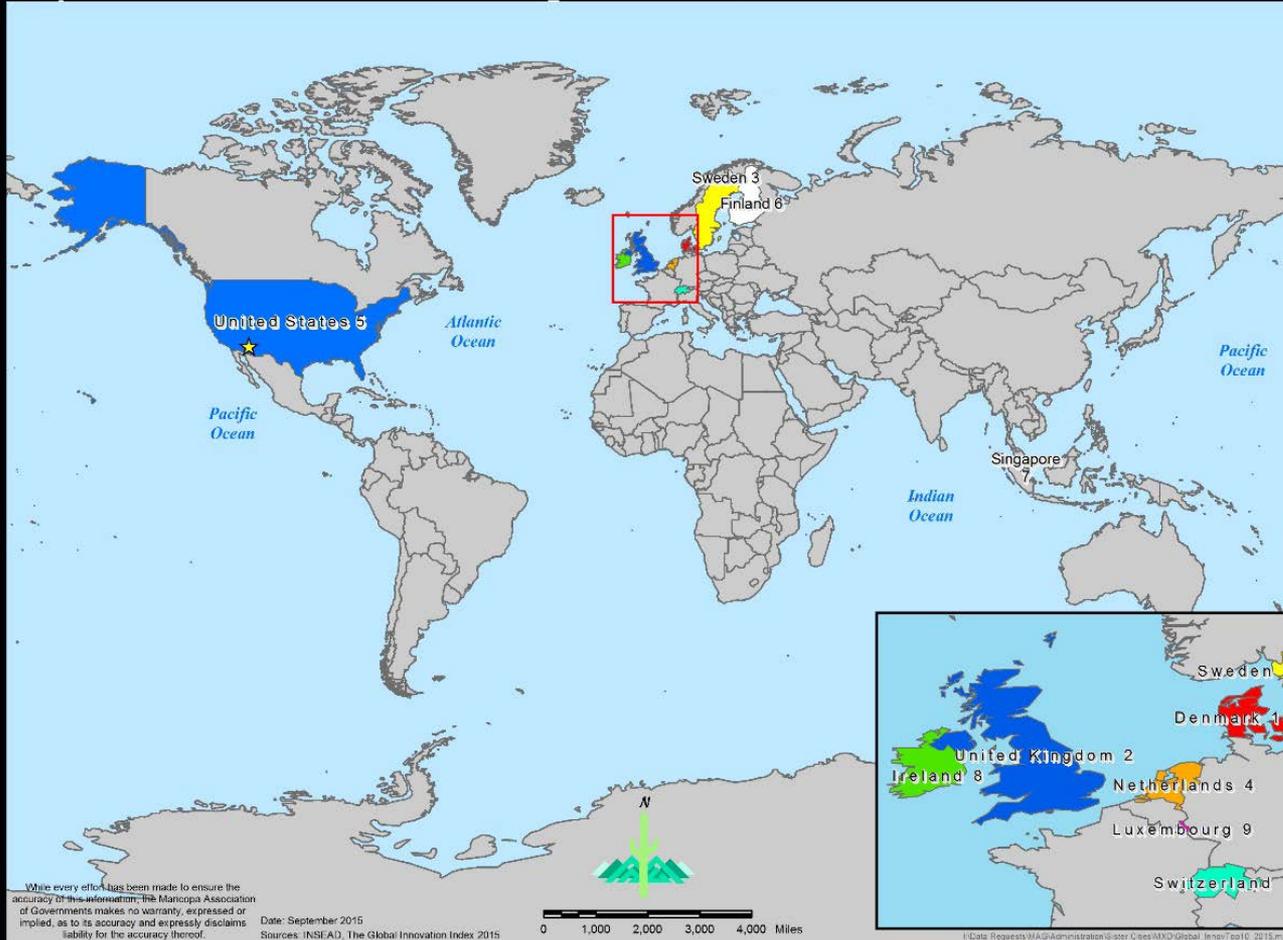
Continent	Parent Cos.	Businesses	Locations	Jobs
EUROPE	303	477	1,293	43,017
NORTH AMERICA	209	307	1,268	28,651
ASIA	135	167	402	10,684
AUSTRALIA	25	34	49	1,729
SOUTH AMERICA	4	5	6	833
OCEANIA	5	5	6	315
AFRICA	2	2	2	84
Grand Total	683	997	3,026	85,313

While every effort has been made to ensure the accuracy of this information, the Maricopa Association of Governments makes no warranty, expressed or implied, as to its accuracy and expressly disclaims liability for the accuracy thereof.

Date: September 2015

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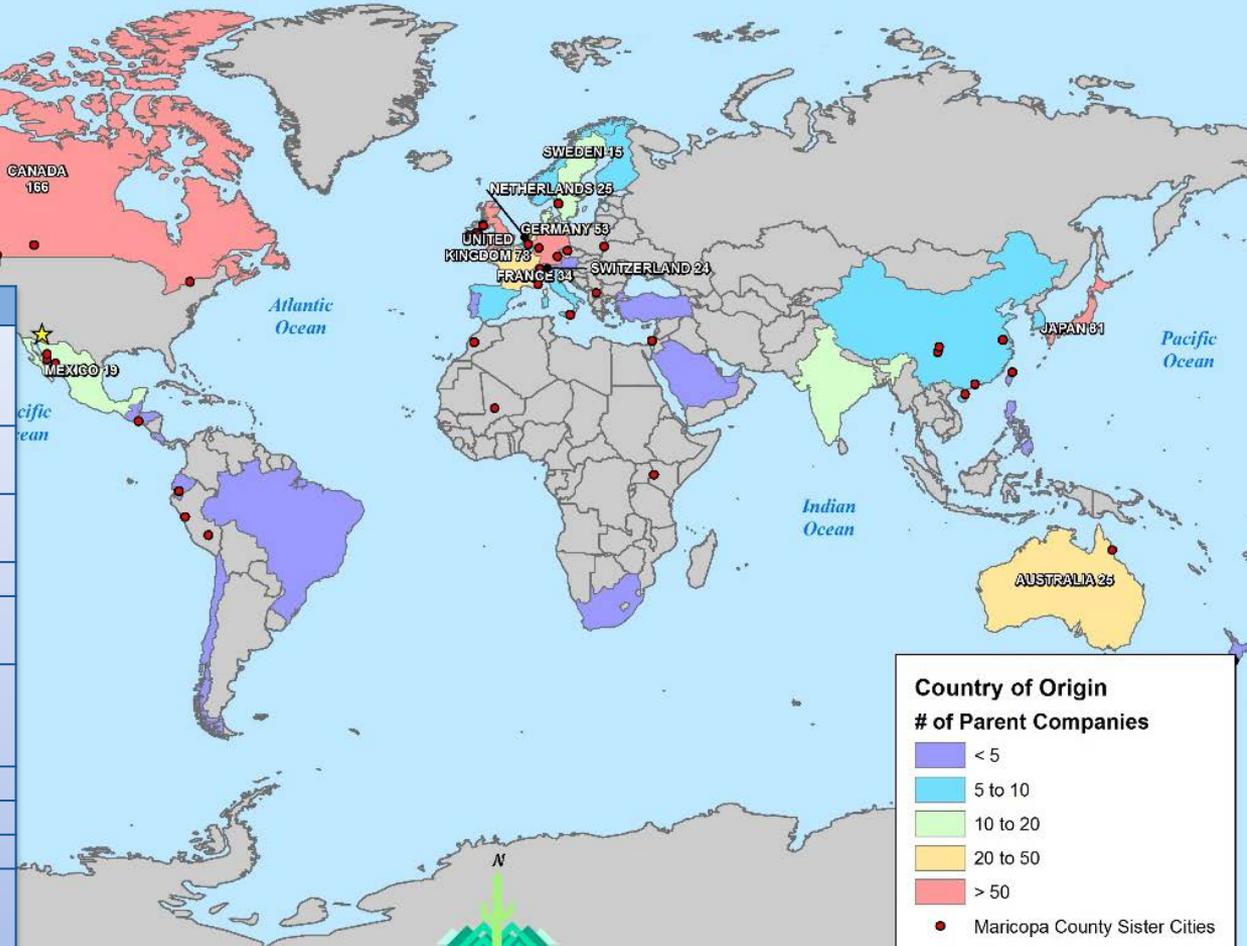
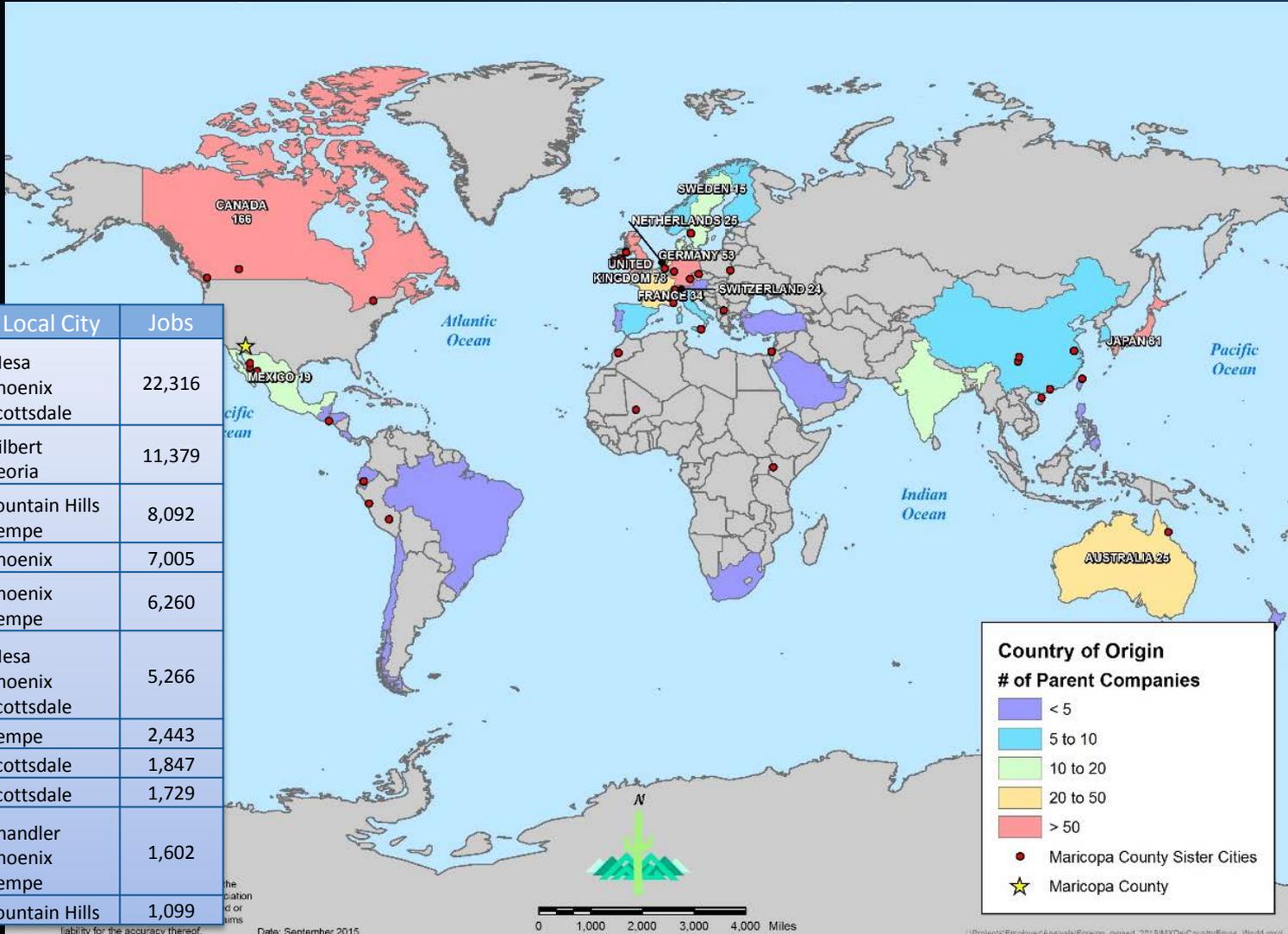
The Global Innovation Index – Top 10



Country	Innovation Rank	AZ Jobs
Switzerland	1	1,847
United Kingdom	2	11,379
Sweden	3	2,443
Netherlands	4	2,622
Finland	6	196
Singapore	7	1,374
Ireland	8	1,602
Luxembourg	9	3,136
Denmark	10	214

Sister Cities & AZ Parent Companies

Country of Origin



Sister City	Country	Local City	Jobs
Burnaby Calgary Kingston	Canada	Mesa Phoenix Scottsdale	22,316
Newtownabbey Ards	United Kingdom	Gilbert Peoria	11,379
Dierdorf Regensburg	Germany	Fountain Hills Tempe	8,092
Himeji	Japan	Phoenix	7,005
Grenoble Beaulieu-sur-Mer	France	Phoenix Tempe	6,260
Guaymas Hermosillo Álamos	Mexico	Mesa Phoenix Scottsdale	5,266
Trollhättan	Sweden	Tempe	2,443
Interlaken	Switzerland	Scottsdale	1,847
Cairns	Australia	Scottsdale	1,729
Tullamore Ennis Carlow	Ireland	Chandler Phoenix Tempe	1,602
Kasterlee	Belgium	Fountain Hills	1,099

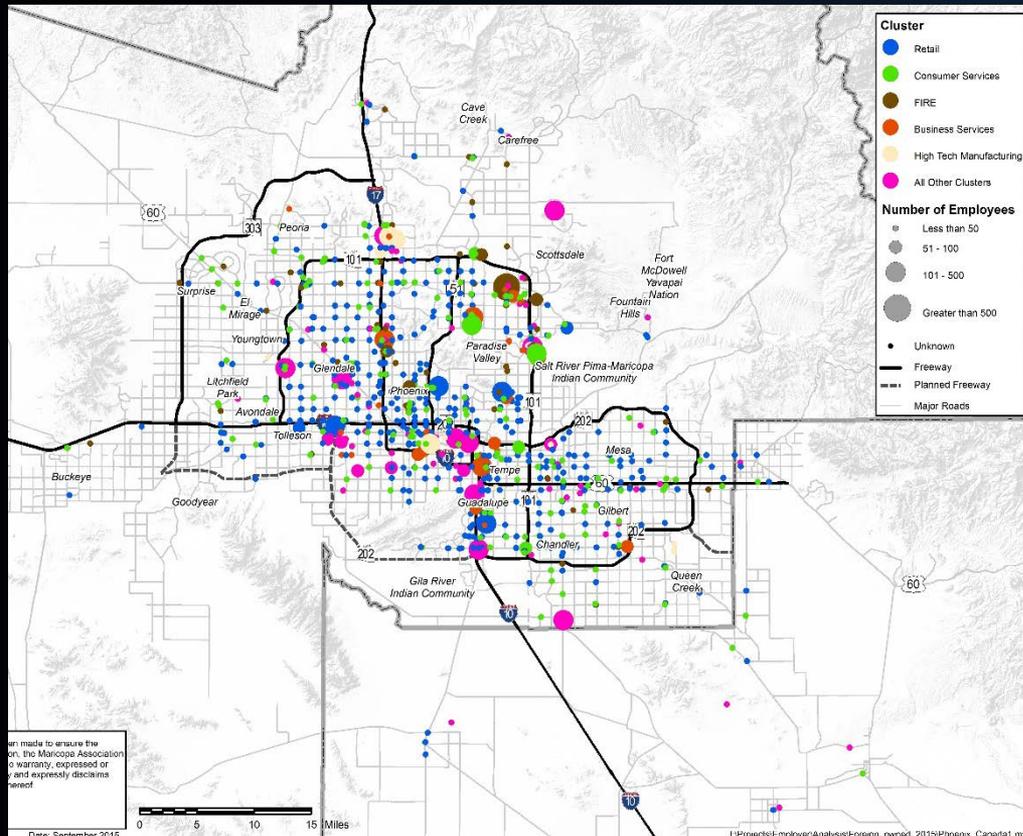


The Canadian Connection



Maricopa: Canadian Owned Business Inventory

Parents: 135 Businesses: 191
Locations: 826 Jobs: 16,005



Cluster	Locations	Jobs
Retail	424	4,486
Consumer Svcs	197	4,264
Finance, Insurance & Real Estate (FIRE)	70	1,729
Business Svcs	38	1,591
High Tech Manufacturing & Development	13	897
All Other Clusters	84	3,038
TOTAL	826	16,005

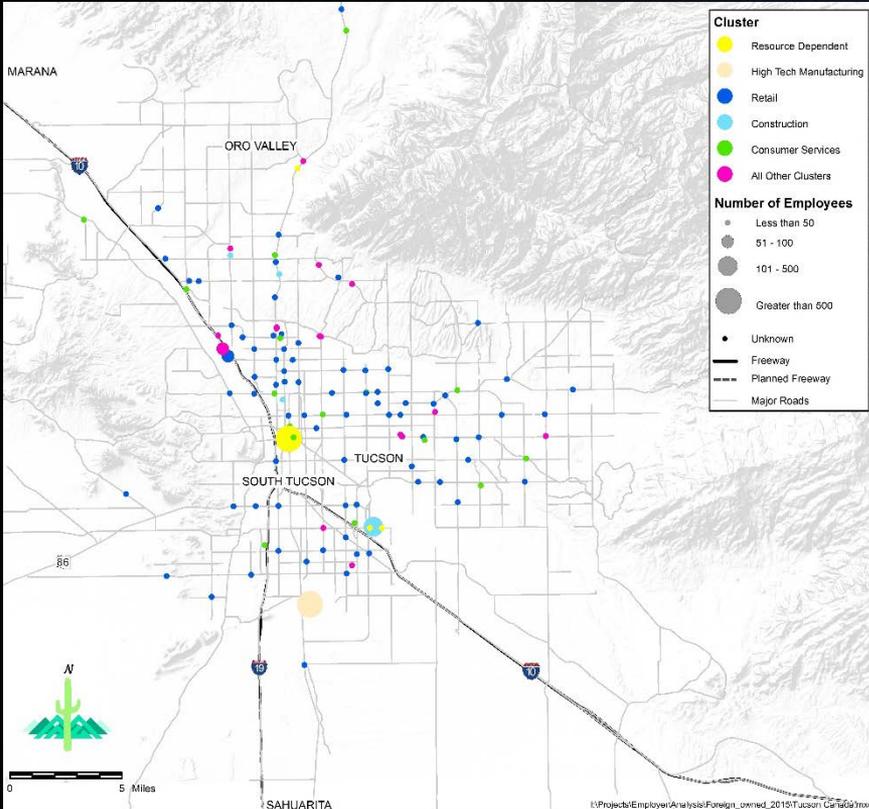
TOP 5

Parent	Locations	Jobs
Alimentation Couche-Tard Inc	383	3,618
3G Capital	93	2,444
Kahala Brands	83	1,096
Brookfield Asset Management Inc	5	834
Bank of Montreal	42	643

Source: MAG; Dun & Bradstreet, 2015; CAB

Pima: Canadian Owned Business Inventory

Parents: 31 Businesses: 39
 Locations: 130 Jobs: 4,160



Cluster	Locations	Jobs	Businesses
Resource-dependent Activities	5	1,521	2
High Tech Manufacturing & Development	1	850	1
Retail	82	750	7
Construction	4	309	4
Consumer Svcs	18	259	5
All Other Clusters	20	471	16
TOTAL	130	4,160	35

TOP 5

Parent	Locations	Jobs
Fortis Inc	5	1,813
Bombardier Inc	1	850
Alimentation Couche-Tard Inc	72	591
Kahala Brands	9	107
Mitel Networks Corporation	1	100



Housing Statistics : Canadian Impact

30 Percent of the 1.3 million residential properties in Maricopa County are owned as winter homes or by investors.



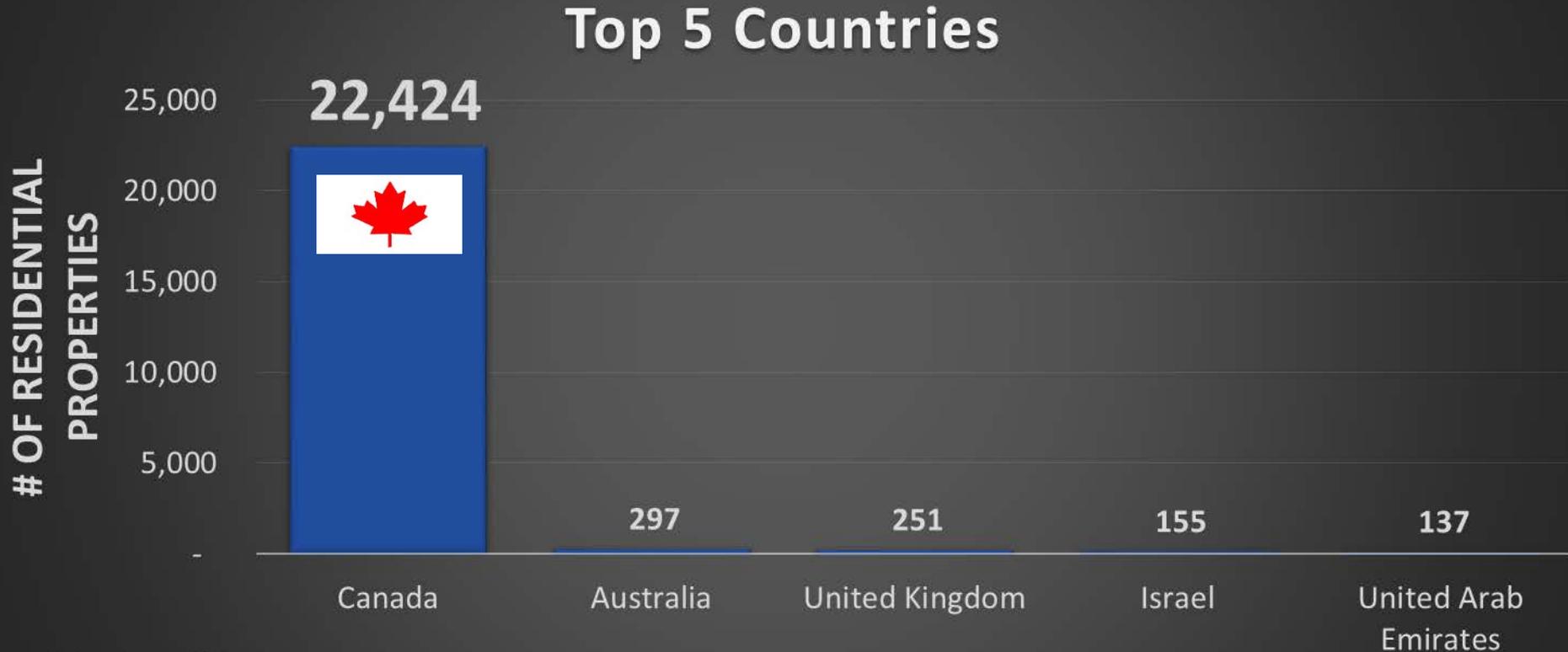
Of these **6.1 Percent** are internationally owned.



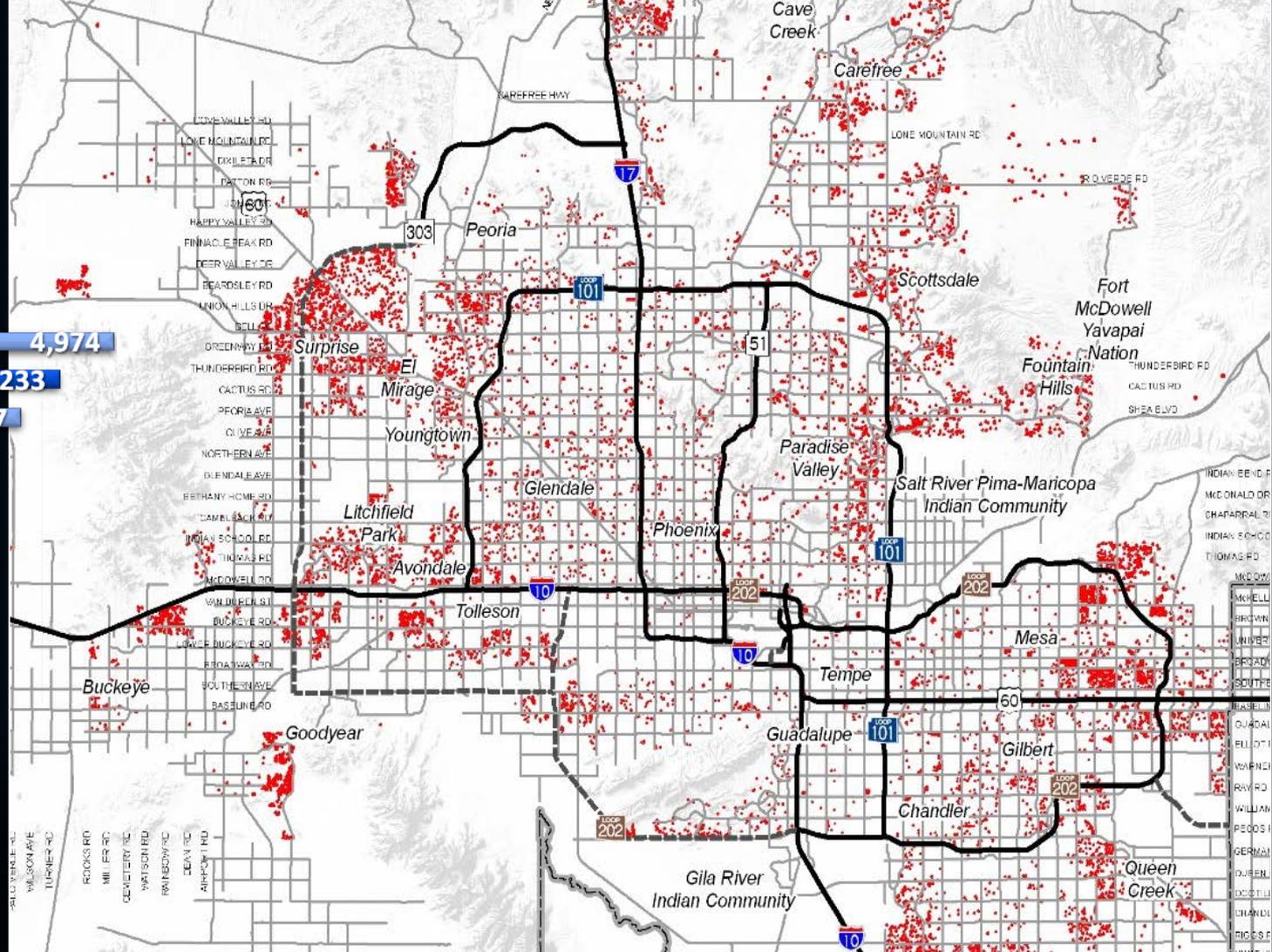
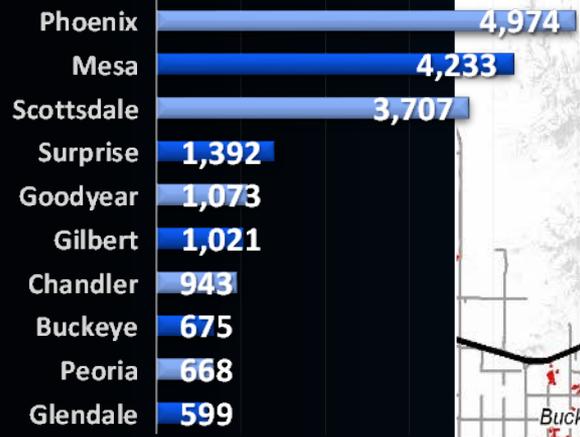
Canadian residents account for **94 Percent** of the internationally owned residential properties.

International Residential Property Ownership (Maricopa County, 2015)

2014: 21,848



Housing Owned by Canadians: 2015



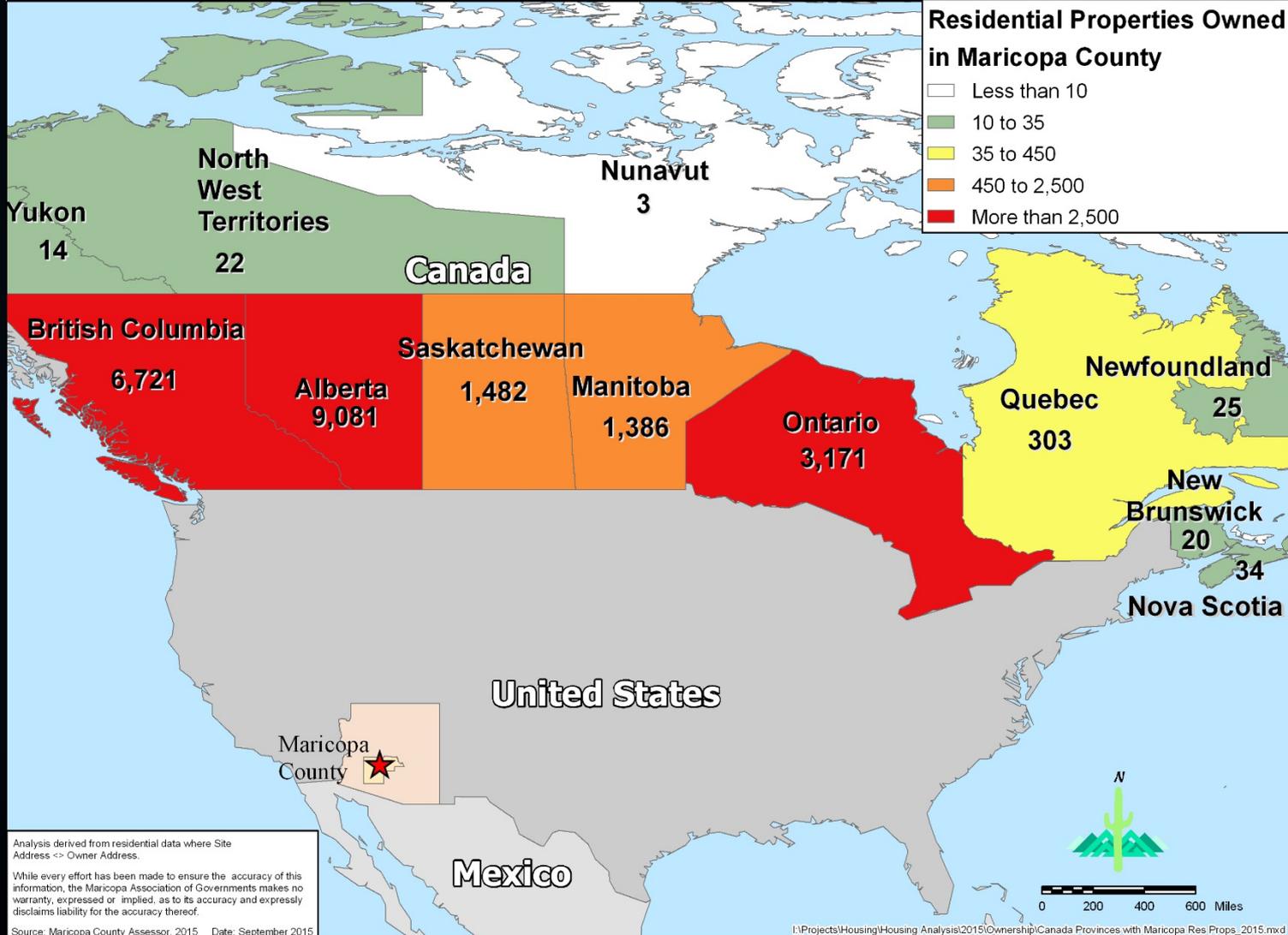
Source: Maricopa Assessor, 2015

70 Percent Owned by Residents of Alberta and British Columbia

2014 to 2015 Changes

Ontario:
2,728 to 3,171 (16%)

Quebec:
427 to 303 (-29%)



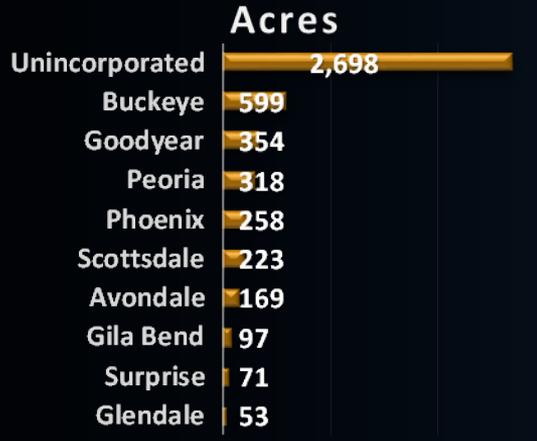
Analysis derived from residential data where Site Address <-> Owner Address.

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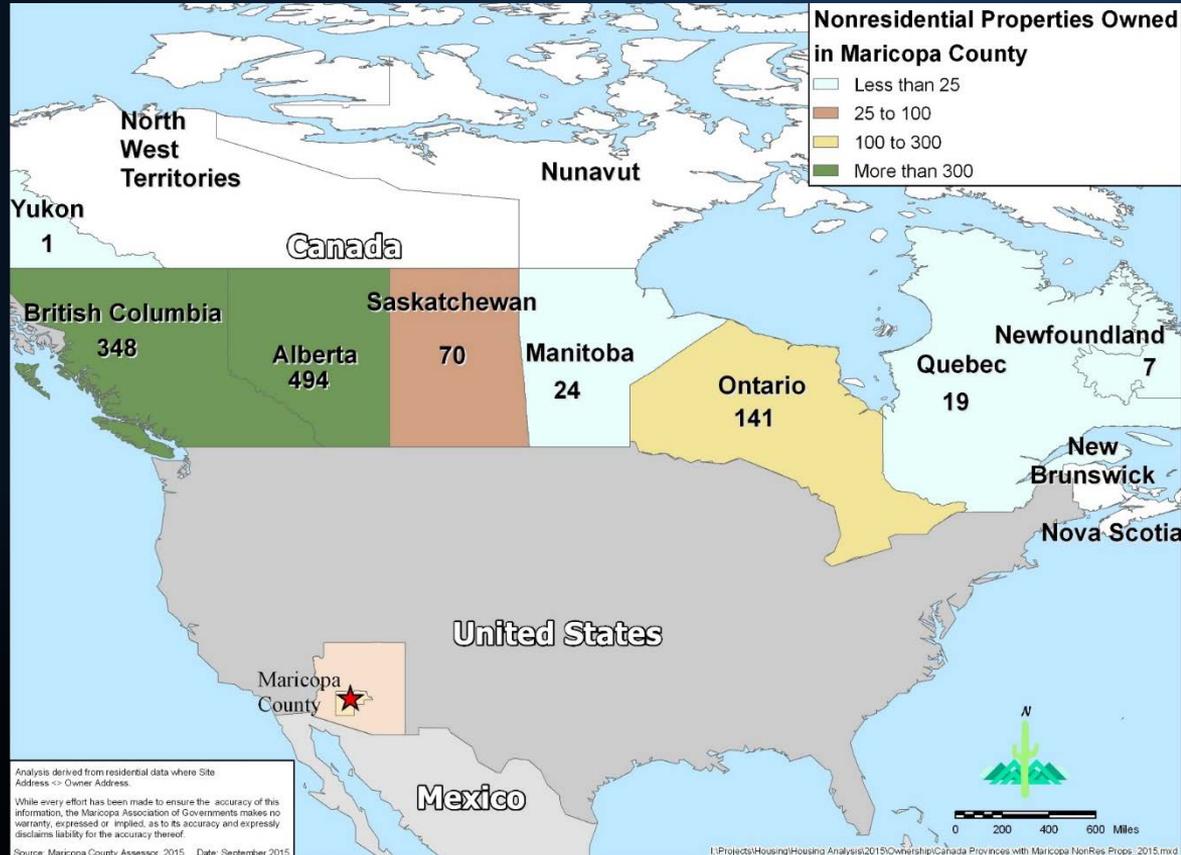
Source: Maricopa County Assessor, 2015. Date: September 2015

1,106 properties with over 5,000 acres

Nonresidential Properties Owned by Canadians : 2015



- Canada accounts for **83 percent** of international owned nonresidential properties
- 76 percent owned by Alberta and British Columbia residents
- Avg. assessed value/property **\$478,748**
- Alberta sold 1,039 properties since 2014



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Promote Ideas and Best Practices



What is BIEN?

"BIEN" means "good" or "right" in Spanish and French. It is also an acronym for "Building an International Economic Network." The purpose of this site is to create a business-to-business e-platform to connect individual businesses across international boundaries. [Learn More](#)

Join

Support and grow your business by connecting with other companies throughout Arizona, Mexico and Canada. Membership is free and registration is simple. Join today and begin connecting with companies in the BIEN network.

Business Search

Search for businesses in the BIEN network. Search results can be filtered by a large variety of industry categories so you can find and connect with companies related to your industry. Membership is not required to search the BIEN network of companies.



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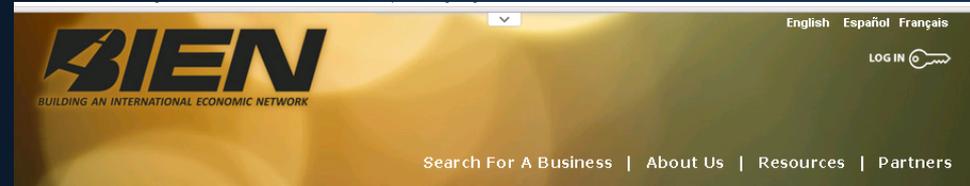
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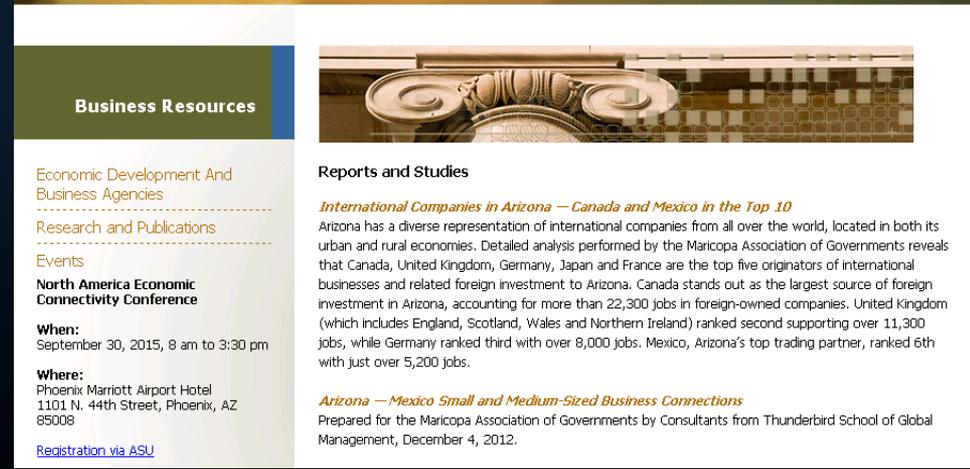


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Business Resources

Reports and Studies

International Companies in Arizona — Canada and Mexico in the Top 10

Arizona has a diverse representation of international companies from all over the world, located in both its urban and rural economies. Detailed analysis performed by the Maricopa Association of Governments reveals that Canada, United Kingdom, Germany, Japan and France are the top five originators of international businesses and related foreign investment to Arizona. Canada stands out as the largest source of foreign investment in Arizona, accounting for more than 22,300 jobs in foreign-owned companies. United Kingdom (which includes England, Scotland, Wales and Northern Ireland) ranked second supporting over 11,300 jobs, while Germany ranked third with over 8,000 jobs. Mexico, Arizona's top trading partner, ranked 6th with just over 5,200 jobs.

Arizona — Mexico Small and Medium-Sized Business Connections

Prepared for the Maricopa Association of Governments by Consultants from Thunderbird School of Global Management, December 4, 2012.

Registration via ASU



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Next Steps

- Review of International Business dataset
 - Economic Development Teams
 - International Experts (Top 10 Countries)
- Explore the need and effort for
 - Expansion of dataset to include additional key information (exports, key contacts, expansion plans)
 - Continuous update of dataset
- Discuss development of International Strategies
 - Value proposition in Greater Phoenix and AZ
 - Specific strategies for Countries and Clusters



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