

Annual Report 2022



OPPORTUNITY
AUSTIN

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For more information:

opportunityaustin.com



Message to Investors

Opportunity Austin 4.0 has been the most successful five-year plan in our history! Quite an accomplishment considering we have one full year to improve our collective results. This extreme success is only possible because of your support and belief that Opportunity Austin has a vision for creating the most prosperous region in the United States.

The Austin region is the envy of the country! We have cultivated a wide array of industry sectors in our effort to diversify our economy and make it more resilient for the future. Our continued determination to make our Central Texas community a world class place to live, work and be creative has certainly produced exemplary result over these past 19 years. While 2021 was an extraordinary year of achievement, we are pleased to report that we again achieved all stated goals in 2022, thus allowing this fourth iteration of Opportunity Austin to be the most impactful OA plan to date.

In 2022, we announced 101 expansions from companies in our region. Additionally, we welcomed 64 relocations of new companies to our area. Together, these events created 14,292 new jobs available to drive the economies in our 5 county MSA.

These new jobs, and the more than 600,000 jobs created since the start of Opportunity Austin, represent opportunities for families to achieve their dreams. Our work is ultimately about the people who call this area home. Employment opportunities offer local families the chance to have meaningful work and provide for their families. It is an incredible privilege to be a part of this mission to bring prosperity to families across the area. Quality of life begins with a job!

As we look forward to the next Opportunity Austin five-year plan with great anticipation, this Annual Report offers an opportunity to marvel at all that we have accomplished together in 2022. These following pages are filled with the fruits of your time, talent, and treasure which you have graciously invested to transform the Austin region and the various communities we collectively call home.

We are excited to celebrate the many successes you achieved in 2022, and we hope you will continue to engage as we look ahead to exciting new opportunities as articulated in OA 5.0.

332

total leads

107

prospect visits

381

regional retention surveys

106

out-of-market meetings

64

corporate relocations
announcing 7,932 jobs

101

corporate expansions
announcing 6,360 jobs



Gary Farmer

2022 Opportunity Austin Chair



Kerry Hall

Interim President & CEO

A scenic view of the Austin skyline featuring several prominent skyscrapers, including the Frost Tower. In the foreground, a rowing team is visible on the water, and a line of trees separates the water from the city. The sky is blue with scattered white clouds.

Economy

Austin is one of the Top Metros for 2022 based on total economic development projects won. Among metros with population over one million, Austin ranks 1st for projects on a per capita basis.

SITE SELECTION, 03/23

2022 SCORECARD

	2022 (Year 4 of OA 4.0)	OA 4.0 GOAL (2019-2023)	CAMPAIGN TO DATE
Net New Jobs	50,900	161,000	170,800
Corporate Relocation Announcements	64	300	257
Local Company Expansions	101	500	467
Leads Generated	332	1,250	1,197
Prospect Visits to Central Texas	107	625	471
Regional Retention Surveys	381	1,400	2,018



600,400 total jobs created since 2004

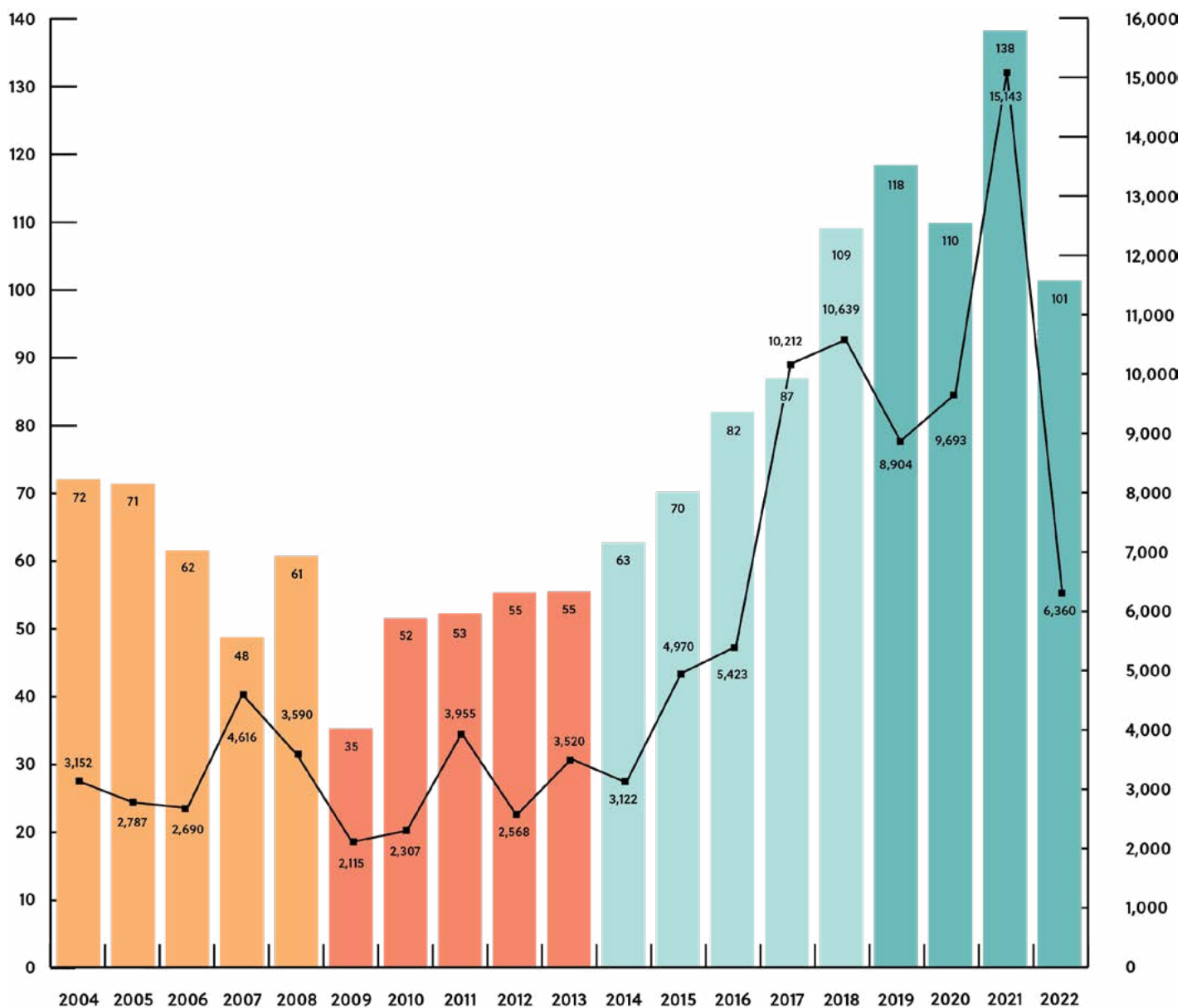
Expansions & Relocations

LOCAL COMPANY EXPANSIONS & ANNOUNCED NEW JOBS

COMPANIES JOBS OA 1.0 OA 2.0 OA 3.0 OA 4.0

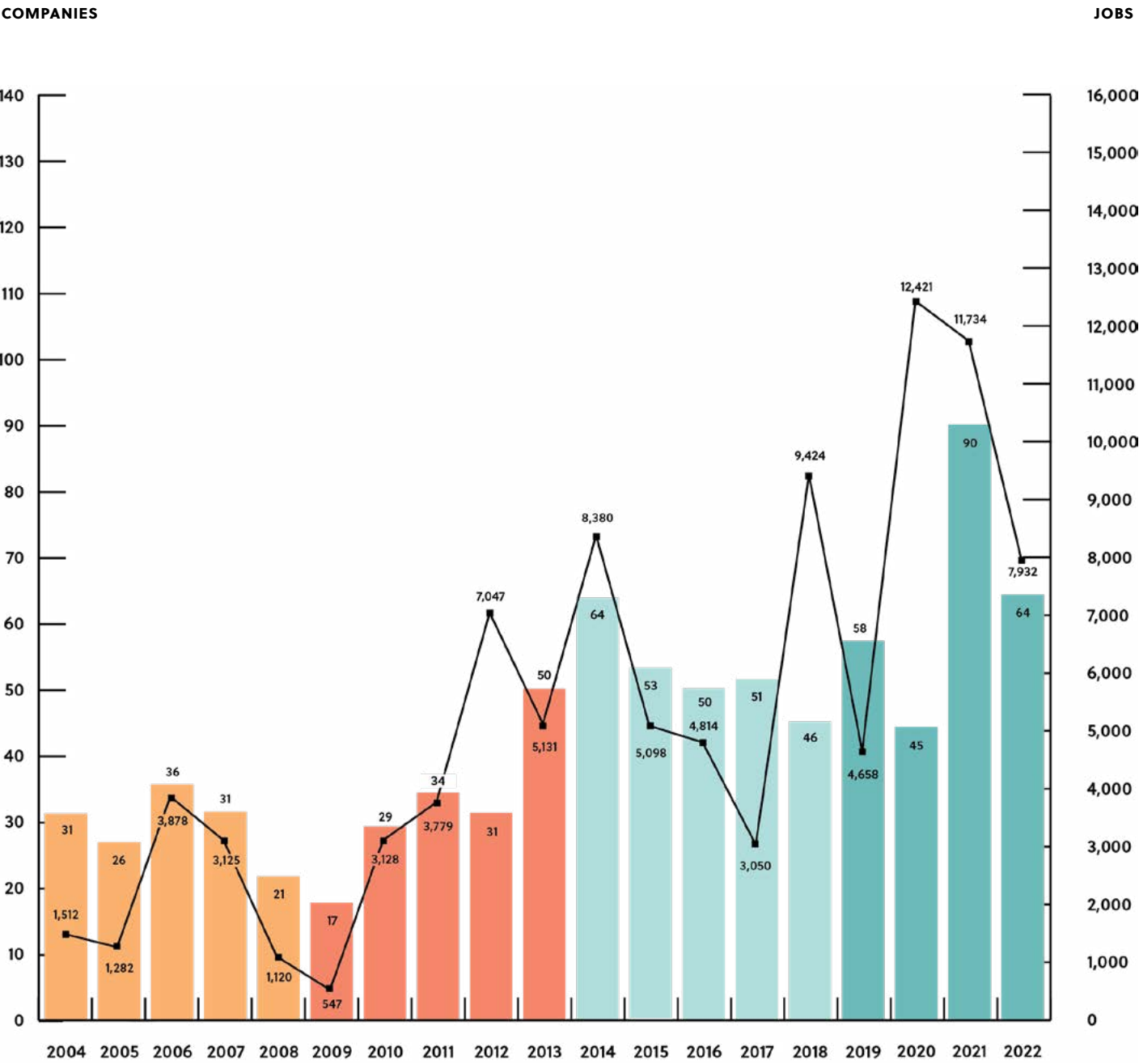
COMPANIES

JOBS



COMPANY RELOCATIONS & ANNOUNCED NEW JOBS

COMPANIES JOBS OA 1.0 OA 2.0 OA 3.0 OA 4.0



Relocations

COMPANY	EMPLOYMENT			EMPLOYEE COMPENSATION (MILLIONS)			TOTAL ECONOMIC IMPACT (MILLIONS)
	Direct	Indirect/ Induced	Total	Direct	Indirect/ Induced	Total	
Aftership •	10	11	21	\$1.59	\$0.67	\$2.26	\$4.81
AMFG	10	11	21	1.59	0.67	2.26	4.81
BAE Systems •	100	173	273	13.15	13.12	26.27	47.71
Better Night •	10	13	23	1.29	0.82	2.11	3.04
BondAval •	10	11	21	1.59	0.67	2.26	4.81
BSU •	50	51	101	3.95	3.88	7.83	14.20
Cascadia Capital	25	20	45	1.61	1.27	2.87	3.85
Cellink •	2,000	2,032	4,032	158.00	155.07	313.08	567.99
CertifID	30	32	62	4.78	2.00	6.78	14.42
Coco Delivery •	125	35	160	3.09	2.00	5.09	9.59
Cruise •	25	17	42	3.06	1.00	4.06	5.18
DaBella Exteriors	300	312	612	15.73	18.54	34.27	68.70
Decide Technologies	10	11	21	1.59	0.67	2.26	4.81
Deere & Company •	100	68	168	12.23	4.01	16.24	20.72
Dropit	10	13	23	1.29	0.82	2.11	3.04
EzyPA •	10	11	21	1.59	0.67	2.26	4.81
GAF Energy •	265	339	604	46.03	22.97	69.00	103.14
GoodLeap •	20	25	45	2.62	1.57	4.18	5.99
GoStudent	130	166	296	16.80	10.65	27.45	39.48
H-E-B	150	77	227	5.91	4.21	10.13	14.65
Hill Country Studios	44	81	125	3.30	4.81	8.11	14.47
HOK Group	15	16	31	1.85	1.00	2.85	3.97
Infarm •	30	7	37	0.36	0.28	0.64	1.97
Innovative Solutions	15	13	28	1.86	0.75	2.61	3.50

COMPANY	EMPLOYMENT			EMPLOYEE COMPENSATION (MILLIONS)			TOTAL ECONOMIC IMPACT (MILLIONS)
	Direct	Indirect/ Induced	Total	Direct	Indirect/ Induced	Total	
Jackalope Games	10	11	21	1.59	0.67	2.26	4.81
Knowmadics	10	11	21	1.59	0.67	2.26	4.81
KoMiCo Technology	70	37	107	3.73	2.32	6.06	8.49
Kroger •	161	82	243	6.35	4.52	10.87	15.73
Levels Health •	10	11	21	1.59	0.67	2.26	4.81
Linde •	10	33	43	1.69	2.28	3.98	9.92
Line 204	50	92	142	3.75	5.46	9.22	16.45
Mondee	20	169	189	3.81	12.21	16.03	27.03
Moov Technologies	40	59	99	3.97	3.67	7.64	15.40
Mr. Yum	10	11	21	1.59	0.67	2.26	4.81
Nomie Health •	30	21	51	3.67	1.20	4.87	6.22
Neuralink •	300	443	743	39.96	29.38	69.34	111.95
Oliver James •	105	71	176	6.21	4.46	10.67	18.09
Onx Homes	400	290	690	29.22	18.46	47.68	89.16
Outer Aisle	150	183	333	6.52	10.16	16.69	32.48
Ownwell	20	21	41	3.19	1.33	4.52	9.61
Piper Sandler	10	8	18	0.64	0.51	1.15	1.54
Portnox	22	23	45	3.51	1.47	4.97	10.57
Red Sift	15	16	31	2.39	1.00	3.39	7.21
Sabey Data Centers	20	76	96	3.86	4.79	8.65	14.30
Seismic Software •	25	26	51	3.99	1.67	5.65	12.01
Skybox	10	38	48	1.93	2.40	4.33	7.15
Snap •	75	79	154	11.96	5.00	16.95	36.04
Sovereign Flavors	50	134	184	2.09	8.37	10.46	43.04

Relocations

COMPANY	EMPLOYMENT			EMPLOYEE COMPENSATION (MILLIONS)			TOTAL ECONOMIC IMPACT (MILLIONS)
	Direct	Indirect/ Induced	Total	Direct	Indirect/ Induced	Total	
SpaceX •	775	615	1,390	80.43	41.60	122.02	258.62
Stream It •	10	7	17	0.75	0.44	1.19	2.26
TA Associates	10	13	23	0.64	0.88	1.52	2.42
Target	125	64	189	4.93	3.51	8.44	12.21
TikTok •	750	794	1,543	119.57	49.97	169.54	360.40
Topl	30	21	51	3.67	1.20	4.87	6.22
Torc Robotics	40	27	67	4.89	1.60	6.50	8.29
Tricentis	100	106	206	15.94	6.66	22.61	48.05
U.S. AutoForce •	100	51	151	3.94	2.81	6.75	9.77
Valex Corp.	75	76	151	6.16	4.93	11.09	19.78
Valex Corp. •	300	302	602	24.66	19.71	44.37	79.11
Whole Foods Market •	400	204	604	15.77	11.23	27.00	39.08
Ziegenfelder •	100	104	204	6.36	6.79	13.15	26.74
TOTAL	7,932	7,867	15,797	\$741.42	\$526.76	\$1,268.18	\$2,354.17

• Projects directly assisted by the Opportunity Austin.

Impacts are derived from the IMPLAN modeling application based on announced direct job creation in the associated IMPLAN industry sector.





Awards & Recognition

Austin is one of the Top 10 U.S. metros for VC investment in 2022.

PITCHBOOK, 1/11/23

Austin ranks in the top 20 in JLL's "Innovation Geographies" assessment of the innovation and talent attributes of 100 major cities around the world.

JLL, 1/1/2022

Austin's workforce is the 5th most concentrated in STEM occupations among large U.S. metros.

U.S. BUREAU OF LABOR STATISTICS, 3/31/22

Austin is the No. 2 Best-Performing City in annual assessment of Where America's Jobs are Created & Sustained.

MILKEN INSTITUTE, 3/28/22

Austin is the No. 6 large metro in annual Best Business Climate ranking.

BUSINESS FACILITIES, 7/21/22

Austin is projected to be the fastest growing metropolitan economy through 2027 among the top 50 metros—annual growth from 2021 to 2027 is estimated to average 4.2%.

U.S. CONFERENCE OF MAYORS/IHS MARKIT, 6/3/22

Austin is the No. 1 metro offering technology professionals and tech businesses the most appealing combination of opportunity and livability.

COMPTIA, 3/11/22

Austin is one of the Top 25 Global Startup Ecosystems according to annual ranking of 300 innovation ecosystems around the world.

STARTUP GENOME, 6/14/22

The 2022 Mac Conway Awards recognized the Austin Chamber of Commerce and Opportunity Austin as one of the top 20 economic development organizations in the U.S. based on measures of corporate facility investment.

SITE SELECTION, 5/22

Global Technology & Innovation

GLOBAL CAPITAL INITIATIVE

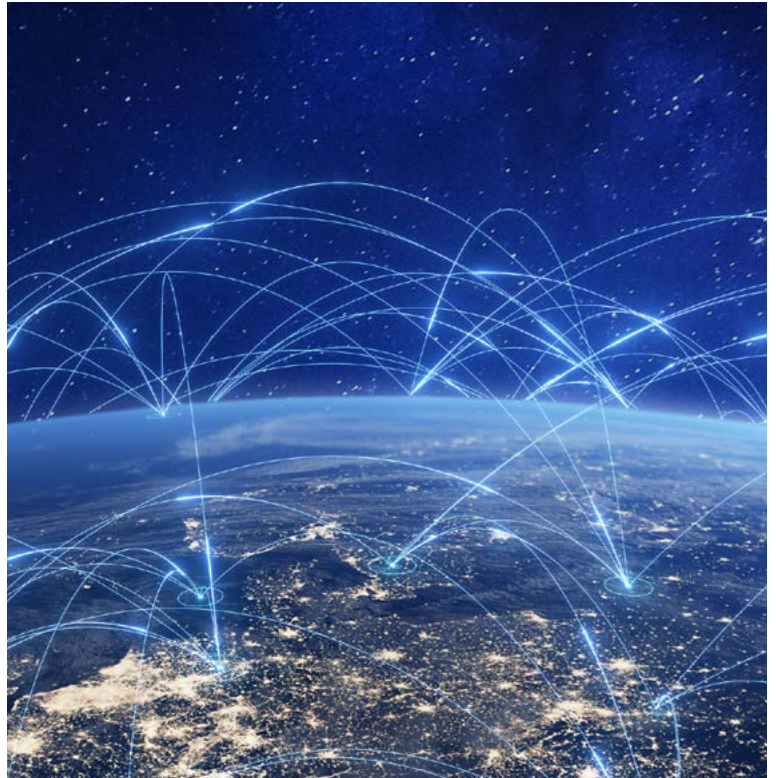
Opportunity Austin continued in its quest to build on the attraction and growth of capital from foreign markets. Delayed by COVID-19's pandemic cyclical opening and closure of international markets, the Global Technology & Innovation team still had two in-person outbound trips to Asia and a virtual trip to South America in 2022. Innovation districts were added to trips to learn from some of the world's model communities of innovation where the environment includes start-ups, public and private research institutes, and higher education to facilitate collaboration between academia and industry. Fifty meetings with over fifty investors and investment managers yielded new partnerships, reciprocal investment deal opportunities, and the forming of a regional ecosystem investment group with over \$200 billion assets under management.



The Global Capital Initiative focused on Asia and South America.

GLOBAL CAPITAL ECOSYSTEM

Opportunity Austin has assembled a new regional ecosystem investment group with over \$200 billion in assets under management.



Austin is one of the Top 15 U.S. Cities for Foreign Multinationals to do Business In according to the Financial Times and Nikkei.

FINANCIAL TIMES, 10/6/22



GLOBAL GATEWAY

The Global Technology & Innovation team works with local economic development partners to host international delegations from all over the world. It was an incredible year for interest in foreign direct investment and doing business in the U.S. via the Austin region. Sixty-one inbound delegations were assisted in their site visits.

A new trend that started in the fourth quarter of 2021 was international delegations including 8 to 12 startups/scaleups and 8 to 12 venture capital firms. Each sought to land in the Austin region, raise capital or invest in Austin startup portfolios.

VISITING COUNTRIES ►

Argentina	Israel
Australia	Japan
Austria	Jordan
Azerbaijan	Kazakhstan
Brazil	Korea
Canada	Kyrgyzstan
China	Malaysia
Colombia	Mexico
Costa Rica	Netherlands
Czech Republic	New Zealand
Denmark	Panama
Dubai	Poland
Estonia	Puerto Rico
Finland	Singapore
France	Spain
Germany	Sweden
Hong Kong	Taiwan
India	Tanzania
Ireland	United Kingdom

Global Technology & Innovation

OPPORTUNITY AUSTIN NOTABLE METRICS

VENTURE CAPITAL & PRIVATE EQUITY ACTIVITY ►

419 Venture capital deals

\$5.1 BILLION

Venture capital invested

112 Private equity deals

\$23 BILLION

Private equity invested

6

new Unicorns: Spark Cognition, ICON, Wheel, Flash Parking, Nultabolt, and Jasper.ai

STARTUPS AND JOB CREATION ►

150

startups assisted

25

startup relocations with 1,685 jobs created

42

startup expansions with 1,921 jobs created

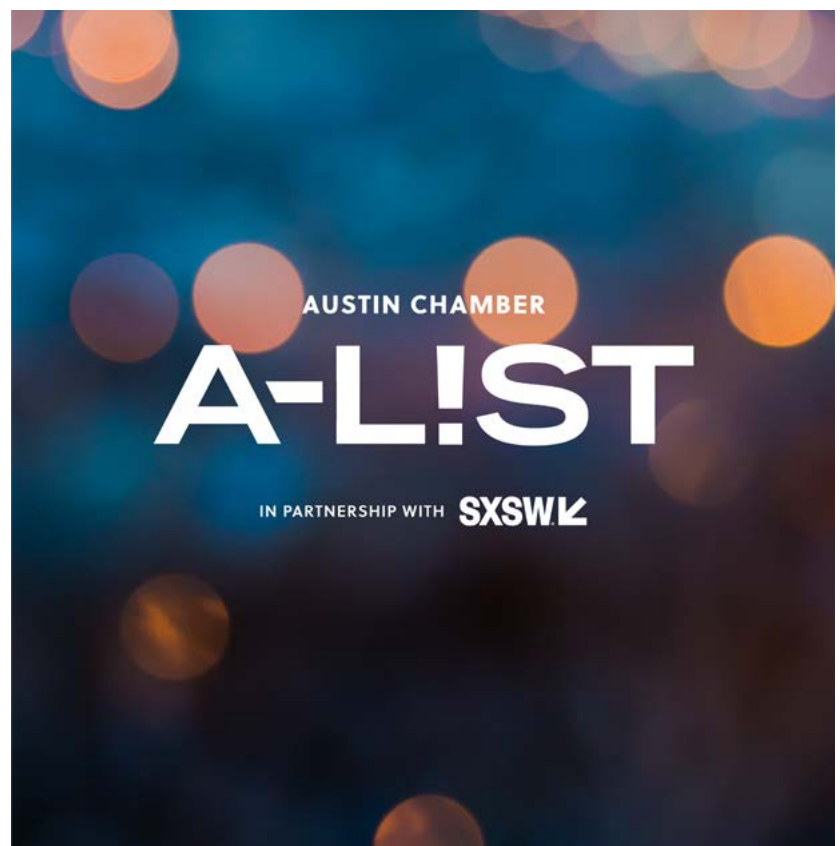
1/3

of all startup relocation/expansion jobs (1,117) created were international

We had our second-best year in Opportunity Austin's history for venture capital investments, just shy of 2021's record of \$5.4 billion. PE & VC capital investments increased by 85% over 2021, exceeding the annual goal of 20%.

A-LIST AWARDS 2022

In our 11th year of partnering with SXSW on A-LIST, we honored the most dynamic and innovative startups including angel and venture capital investors. Winners included Kungfu.AI, Afia, FloorFound, AffiniPay, Andrea Kalmas of Lontra Ventures, and LiveOak Ventures. Since 2013 we have awarded over 166 worthy entrepreneurs and investors.



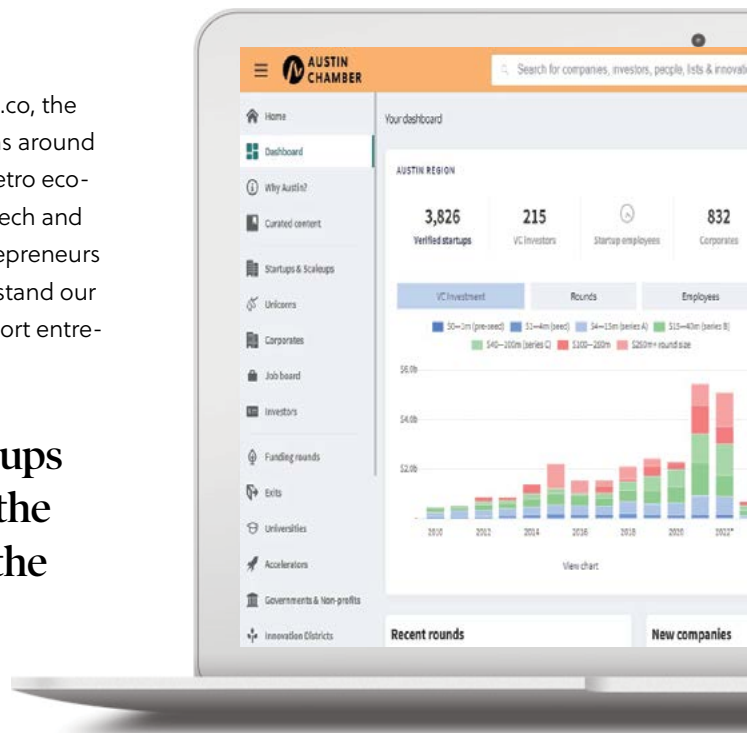
DEALROOM.CO

In August, Opportunity Austin announced the partnership with Dealroom.co, the foremost provider of startup, early stage, and growth company ecosystems around the globe and the launch of the only open-source online platform of a metro ecosystem in the country. It is the only tech data hub for the Austin Region's tech and investment industry. The ecosystem platform provides a resource for entrepreneurs to successfully build and grow their companies. We can now better understand our startup ecosystem, better connect startups with investors and better support entrepreneurs in navigating our ecosystem.

Since launching, 460 new startups and scaleups have been added to the ecosystem bringing the total to 3,850 with 4,400 funding rounds by the end of 2022.



Scan for ecosystem: ►



AUSTIN STARTUP BRIEFING REPORT STATS ►

321

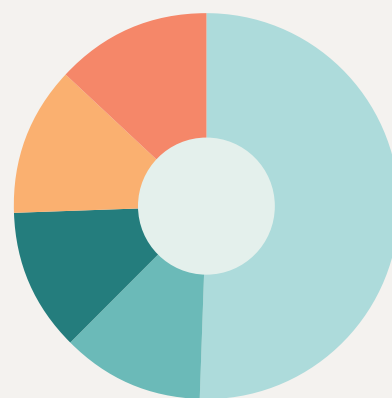
Funding rounds received by a diversified group of industry sectors

\$128 BILLION

Value of Austin-based startups, an all-time high

Over the last 5 years, four industry sectors have led the way in total VC investments:

- Health 13.1%
- PropTech 12.5%
- Fintech 12.0%
- Transportation 12.0%



The Next Generation of Startup Ecosystems rankings:

US Trailblazer **#11**

World Trailblazer **#25**

Science Hub **#22**

DEALROOM.CO, 12/1/22

Business Retention & Expansion



The businesses that are already creating jobs across our region are incredibly important. The Business Retention and Expansion program strengthens relationships with these companies and supports their success and growth. We work with all sizes of employers in the Austin region to understand the challenges facing their businesses and help them to continue to create jobs.

BUSINESS RETENTION & EXPANSION (BRE)

We work to strengthen our relationship with and support the success and growth of employers across the Austin Region.

101

Businesses expanding

150

Opportunity Austin BRE surveys

381

Regionwide BRE surveys



LOCAL BUSINESSES HAVE IMPACT

We support regional expansion projects by creating pipelines for talent through connections with universities, colleges, and workforce boards; supporting enhancements related to transportation whether it's road, rail or air; and connecting businesses with supportive resources.

A man with dark hair and glasses, wearing a dark shirt, and a woman with blonde hair, wearing a light-colored blazer, are both smiling and looking at a laptop screen. They are standing in front of a light-colored, textured wall. A wooden railing is visible in the foreground, partially obscuring the bottom of the image.

Talent

"For the third consecutive year Austin, Texas, leads the Tech Town Index, a ranking of metropolitan areas across the country where local technology communities are flourishing, and current and aspiring tech workers and businesses can find opportunities that intersect with affordability and quality of life. . . . Austin shows no signs of relinquishing its standing as one of America's top tech cities."

COMPTIA, 3/11/22

Education & Talent

EXPANDING EDUCATIONAL & ECONOMIC OPPORTUNITIES FOR STUDENTS

Opportunity Austin worked with the Austin Chamber, school districts, higher education, and employer partners to strengthen college/career readiness and improve post-secondary and career opportunities for Central Texas students.

STATE OF EDUCATION & TALENT

The State of Education and Talent event featured a panel discussion from leaders in higher education, awards for school districts, a keynote speech by Néstor Ho, the Austin Chamber's Vice Chair for Talent, on the current state of education in Austin, and recognition of Ron Reed, founder of SXSW EDU, for his years of dedicated service to Central Texas education.

CLASS OF 2022 ►



13,998

High school seniors



64%

Submitted an ApplyTexas college application



10,000

High school graduates provided college and career transition support



78%

Completed the Free Application for Federal Student Aid (FAFSA)



\$224 MILLION

In federal, state, and institutional aid received

CLASS OF 2022 COLLEGE-READINESS RATES ►



55%

DTC70 School District Partners



40%

State of Texas (State rate declined and lags 1 yr)

BOLSTERING ECONOMIC & TALENT DEVELOPMENT

- Ahead of the state's **88th Legislative Session**, Opportunity Austin and the Austin Chamber adopted policy priorities to support regional economic and talent development. Key priorities provide support for new economic incentives to replace **Chapter 313** agreements between school districts and employers; support outcomes-based funding for community colleges; expansion of financial aid for postsecondary college and career training; and assessment and accountability provisions to recognize and incentivize K12 performance on key college, career, and military readiness benchmarks that better prepare students for success in higher education or high-demand jobs.
- To further expand regional workforce training capacity and modernize facilities at the K12 and community college level, the Austin Chamber endorsed three Austin ISD bond propositions totaling \$2.44 billion — as well as the bond packages proposed by Austin Community College at \$770 million and Pflugerville ISD at \$367 million. Voters overwhelmingly approved these Chamber-endorsed bond proposals. These investments will better equip our students with skills they need to enter our workforce and deepen our regional talent pool for employers.



IMPROVING COLLEGE ACCESS, AFFORDABILITY, & READINESS

- Opportunity Austin and the Chamber worked with school district and higher education partners to ensure more students can access and afford the education and training they need to compete for current and future jobs.
- Our annual financial aid campaign achieved a record 78% filing rate with over 10,700 Class of 2022 high school seniors completing a Free Application for Federal Student Aid (FAFSA). This record FAFSA filing rate reflects an increase of 8 percentage points over Class of 2021 filings and captures strong effort from OA/Chamber volunteers, partner DTC70 schools, and partner colleges who supported 53 events to help students and parents complete state and federal financial aid applications. For 2022, these efforts helped yield approximately \$224 million in grants, scholarships, and institutional aid to help Austin MSA families fund postsecondary enrollment.
- Our Austin Partners in Education (APIE) program provided college/career readiness and mentoring support to over 1,700 students. These efforts help more students to qualify and enroll in dual credit courses or P-Tech credentialing programs before they graduate from high school and get a head start on earning a postsecondary degree. These efforts also reduce the cost, time, and preparation it takes for students to earn postsecondary credentials and enter the workforce.

Education & Talent



SUMMER PROGRAMMING CONNECTS STUDENTS TO COLLEGE & CAREERS

- Our summer college and career transition program worked with school district and college partners to help approximately 10,000 high school graduates overcome barriers to post-secondary enrollment. We also collaborated with school districts, the University of Texas Ray Marshall Center, and OneLogos Education Solutions to identify and target approximately 2,700 graduates with no college application to connect them to career/workforce training at Austin Community College, Texas State Technical College, and Temple College. We leveraged our 512 Career Bridge to host virtual events making students aware of in-demand jobs for our region and worked with our partners to help students learn about career/workforce training pathways in IT, healthcare, advanced manufacturing and skilled trades. We also worked with Austin Community College to host in-person enrollment opportunities for students interested in these workforce programs.
- To help students explore careers, we worked with Bank of America and the City of Austin's Emerging Leader Summer Internship & Get Ready programs. These efforts help high school students learn about careers and connect them to paid summer internship opportunities in business, public service, finance, and marketing, and science, technology, engineering, arts, and mathematics (STEAM) based careers. In addition to placement at City of Austin divisions, students were able to explore careers at Circuit of the Americas, Encotech Engineering Consultants, and other area employers.

LABOR MARKET DATA DRIVES TALENT DEVELOPMENT

- For 2022, the Chamber's labor market report continued to track available job openings by occupational group, median wages, credentialing requirements, and top skills with labor market demand. These metrics help employers monitor key labor market trends and help inform college/career counselor advising, support counselor training, and help educators leverage this data to make students aware of in-demand careers in Central Texas.



Advocacy

"The rebellious Texas city—forged by the can-do persistence cut with a university town's social activism—is now simply a place that's incredibly livable. Talk to any entrepreneur leaving Silicon Valley or Seattle and chances are they've considered Austin. The capital and talent inflow is staggering."

RESONANCE CONSULTANCY, LTD., 11/9/22

Transportation



Austin-Bergstrom International Airport (AUS) began several projects associated with the expansion including Barbara Jordan Terminal. Opportunity Austin defeated an attempt to block a small, but vital construction project associated with a new jet fuel storage facility. Additionally, we successfully launched new, non-stop service to Amsterdam via KLM and London, via Virgin Atlantic.

We led two successful advocacy campaigns to support the design and planning of **IH 35 Capital Express** as well as hosting TxDOT leadership for briefings to members and investors.

Several corridors related to the **City of Austin 2016 Mobility Bond** broke ground or continued construction in 2022 including: Airport Boulevard, William Cannon, North Lamar, Slaughter Lane, and Burnet Road.

183 North, between SH 45 and MoPac began construction on a 9-mile stretch. The project includes the construction of two express lanes in each direction and the addition of a general-purpose lane to bring the number of non-tolled lanes to four in each direction. This project began construction after a successful lobbying effort at the Texas Transportation Commission in 2019.



We discussed all things planes, interstates, automobiles, and more at our Regional Mobility Summit. Transportation and housing experts, city planners, and public officials gathered to explore the future of mobility in the Austin region. The event hosted keynote speakers and breakout sessions for more than 600 people to talk about one of the most pressing issues in the region.

Local, State & Federal



Opportunity Austin led a successful lobbying effort at Austin City Hall to reduce development restrictions such as parking requirements and height setbacks ("compatibility"). The reduction of these regulations will lead to an increase in housing development along our high-traffic corridors and serve our affordability goals.

In 2022, Opportunity Austin began preparations for the **88th Texas Legislative Session**. The most pressing issues are economic development, community college funding, and infrastructure. Our top priority is a replacement for the Texas Economic Development Act, commonly referred to as **Chapter 313**, which was one of the most successful economic development tools in our state's history for capital-intensive manufacturing-related projects. At the end of 2022, this program was sunset. Our organization is committed to working with the Legislature to preserve the business climate and foster future growth by developing a new economic development program. This mission is critical to ensuring Texas can compete for large capital-intensive investments which bring jobs and long-term revenue to Texas communities.

Research shows that Texas voters overwhelmingly agree that limited, temporary property tax discounts make sense when exchanged for long-term revenue and economic development. Texas needs to modernize and retool to compete for future projects. A new, transparent, and accountable economic development policy is essential to protecting Texas' position as the nation's economic powerhouse. We look forward to working with our lawmakers on policy solutions to grow the Texas economy and secure a bright future for the next generation.

In 2022 the **CHIPS and Science Act** was passed by Congress and signed by the President. This legislation will greatly benefit Austin by bringing significant new investment in semiconductor research, manufacturing, and design to our region. Federal



Austin is the No. 1 City Best Prepared for a “Smart City” Future according to ranking of 100 European and U.S. cities based on measures of technology infrastructure, green infrastructure, and the tech jobs market.

PROPTechOS, 11/22/22

incentives for semiconductor manufacturing will help Texas to retain global significance in innovation technology, provide critical national security safeguards for the U.S., and long-term certainty to the private sector regarding Federal policy on semiconductor manufacturing.

We are excited that the CHIPS and Science Act is now law. It is a critical time to invest in American manufacturing of semiconductor chips. We appreciate Senator John Cornyn, Congressman Michael McCaul, Congressman Lloyd Doggett, and others for their leadership and support for this legislation.

Almost all major electronic devices require semiconductors, from cars to smartphones to computer graphic cards. The lack of available chips has impacted American businesses and consumers. The passage of the CHIPS and Science Act will help increase investment in chip production and allow us to meet the needs for semiconductors domestically.

Our region is already a leader in semiconductor manufacturing. With additional federal incentives and investment, U.S. and Austin region-based businesses can do even more to alleviate the global chip shortage, benefiting the entire tech sector and consumers. This legislation has the possibility to spur billions of dollars of investment from existing companies as well as new companies relocating to Austin.



OA 4.0

"Established tech companies and newer businesses alike are flocking to Austin for its lack of corporate and state tax, ample space for expansion and development, and highly educated workforce. The University of Texas at Austin is a key part of Austin's economy and culture, and local labs account for major investments in R&D. These trends have helped make Austin a new tech and entrepreneurial hub, home to companies such as Dell, Apple, IBM, Oracle, and Tesla. However, growth was not limited to tech giants."

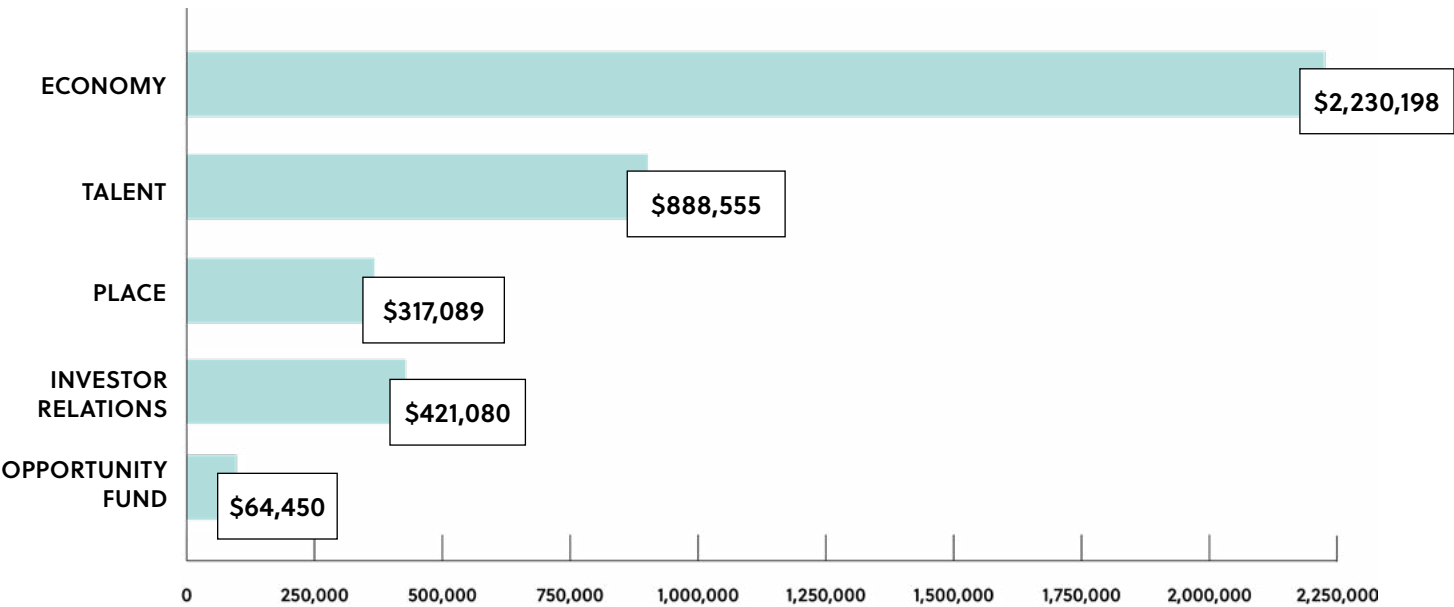
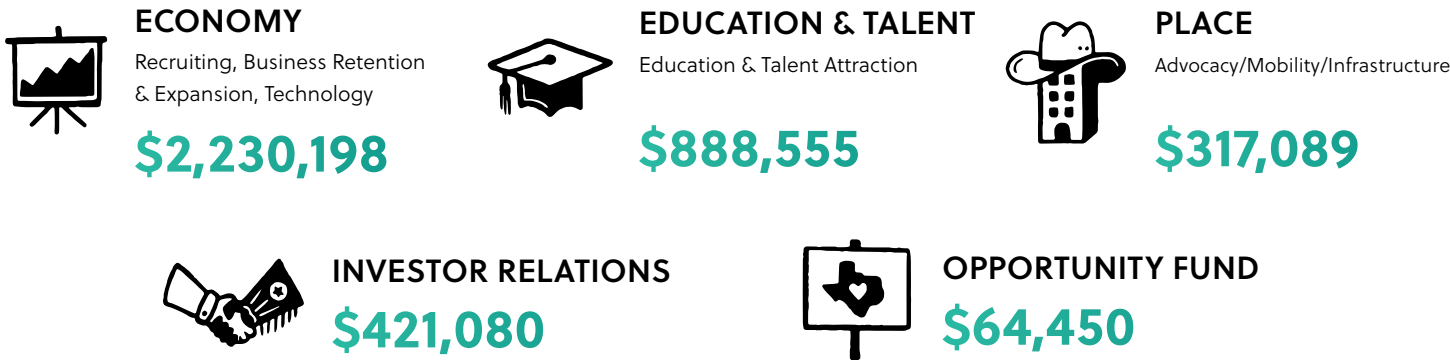
MILKEN INSTITUTE, 3/28/22

Financials

OA 4.0 Program Expenses to Date:

\$14,565,404 TOTAL

2022 EXPENSES: \$3,921,372





Regional Partners

Austin

Georgetown

Leander

Bastrop

Hutto

Lockhart

Buda

Jarrell

Pflugerville

Cedar Park

Kyle

Round Rock

Elgin

Lago Vista

Smithville

Highlights

Austin

- BAE Systems occupied its new \$150 million, 390,000 square-foot, facility engineering and production facility in Austin. Half of the facility will be dedicated to manufacturing. The new campus also includes engineering design, laboratory, and office space.
- Tesla, whose Austin plant currently has more than 10 million square feet of factory space for vehicle and battery manufacturing, continued filing plans and permits for expansions to accommodate additional assembly lines and warehouse space.
- Deere & Company opened a technology development hub in Austin with plans to hire 75-100 data scientists, embedded software developers, systems engineers and software developers within the year.
- Financial services expansions included PayPal (175 new jobs), Peak6 (100), and Wise (225).
- Babson Diagnostics is constructing a new 21,000 square-foot headquarters and lab space and will add over 100 jobs to their operations in Austin.

Bastrop

- The BEDC is investing in infrastructure to open an additional 72 acres for development in the Bastrop Business and Industrial Park.
- The Boring Company completed 70,000 square feet of space for its headquarters, office, manufacturing, and testing, and has more than 100 employees on site.
- Starlink purchased 45 acres to construct 520,000 square feet of space for assembly of their products as well as a call center. They anticipate having 700 employees.
- Bastrop 552 announced a 546-acre movie studio project that will result in major motion picture and television productions being filmed in Bastrop.
- Texas Critical Systems Mechanical LLC, a plumber pipefitter company, is building their headquarters and manufacturing space on 12 acres just outside Bastrop's city limits, providing 600 jobs.
- Texas Original, previously known as Texas Original Compassionate Cultivation, signed a long-term lease for 85,000 square feet of industrial and hybrid greenhouse space. They have 75 employees.

Buda

- Buda focused on incentivizing small entrepreneur businesses this year. Buda gave over \$117,000 in incentives and grants to 25 businesses for structural support, marketing, and workforce development.
- Stream Realty Partners has broken ground on a nearly one million square-foot industrial park.
- Buda Midway was pre-leased to CED Greentech, Sherri Hill, and Four Hands. The buildings make up Phase I of a two-phase industrial park. Phase II of Buda Midway will include four rear-load buildings totaling almost 390,000 square feet. Building one is set for completion in spring 2023.

Cedar Park

- Prologis announced plans for a 629,000 square-foot flex industrial park on 75 acres. Construction is anticipated to begin in the summer of 2023.
- Nebraska Furniture Mart (NFM) has entitled 117 acres of land for a 1.2 million square-foot furniture store and distribution center. NFM is the anchor for the mixed-use development, which will also include a hotel and convention center.
- SHOP LC acquired 20+ acres in Cedar Park to develop a 200,000 square-foot corporate headquarters, with 1,000 new jobs. Construction is anticipated to begin by summer 2023.



Elgin

- Carr Lane broke ground on a 50,000 square-foot facility that will create 65 new jobs with an investment of \$12 million.
- Aviators Pizza purchased five acres from the EDC and will construct new retail space totaling 54,000 square feet along with a 40,000 square-foot beer garden with an amphitheater. The new buildings will be home to a new 6,000 square-foot Aviators restaurant. The project is expected to cost \$10 million.
- New commercial development includes Whataburger, Burger King, Starbucks, Poco Loco, and more.
- The EDC was awarded a \$1.6 million grant from the U.S. Economic Development Administration. The money will be used to extend the infrastructure in the EDC business Park.
- Local manufacturing company One Pointe Solutions is currently adding a 17,000 square-foot expansion onto their building at a cost of \$1 million.
- Housing continues to grow with 12,000 new homes plat- ted and more in the works.

Georgetown

- CellLink Corporation announced plans to open a \$130 million, 294,297 square-foot manufacturing facility in the Gateway35 Commerce Center. CellLink manufactures electrically and thermally conductive flexible circuits, which are primarily used in the automotive and energy storage industries. CellLink plans to hire between 800 and 2,000 employees over the next 10 years.
- GAF Energy began construction on a 450,000 square-foot facility with plans to hire up to 265 employees. The facility will serve as a manufacturing center for the com- pany's award-winning nail-able solar shingles.
- Multiple new industrial parks were announced in Georgetown in 2022. Georgetown currently has more than seven million square feet of Class A industrial buildings under development.

Hutto

- Hutto closed on 420 acres of mega site land.
- Data center development is targeted for 240 acres of the site, which has the power capacity for 3.5 to 4.0 million square feet of data center space with a possible impact of \$8 billion. Construction will start in 2023.
- The remaining 180 acres of the site is targeted at tech flex users with a capacity of another two million square feet targeted at users needing larger industrial flex buildings.

Jarrell

- Jarrell completed the expansion of the wastewater plant, awarded \$14 million in American Rescue Plan Act funds for a water sourcing project, and allotted \$20.6 million in capital projects for 2023.
- Construction continued on four housing developments that will contain more than 1,900 rooftops at buildout.
- Jarrell executed development agreements that will add 2,500 more rooftops to the city at buildout.
- Ground was broken for the city's first Starbucks location.

Kyle

- Kyle/35 Logistics Park is the first-ever speculative project of more than one million square feet in the county. The project is under construction by Alliance Industrial.
- Voters support a \$294.4 million roads bond package to improve and enhance roadway infrastructure to support the growing population and commercial activity.
- A new 64,000 square-foot Public Safety Center is under construction that will be home to the Police Depart- ment, Dispatch Center, and an Emergency Operations Center.
- The city is taking public feedback to draft the new Com- prehensive Plan as well as a new Downtown Redevel- opment Masterplan. Firms were hired to assist in the commission of each plan.
- More than 20 new restaurants have announced, are under construction, or have opened in Kyle, bringing alternative dining options to the residents.

Lago Vista

- Brookshire Brothers began construction on its 41,000 square-foot store with projected open date in the second quarter of 2023. This will be Lago Vista's second grocery store and the first Brookshire Brothers grocery store in Travis County.
- Lago Vista Brewing Company, which will feature a 3,000 square-foot taproom, a 2,000 square-foot brewhouse, and a 6,000 square-foot beer garden, held its ground- breaking and anticipates opening in the second quarter of 2023.
- Mr. Gatti's Pizza is set to open in the Lago Vista Village Retail Center.
- The City of Lago Vista's sales tax collection has increased each of the last five years and in 2022 the amount re- ceived was 10.85% higher than 2021.

Leander

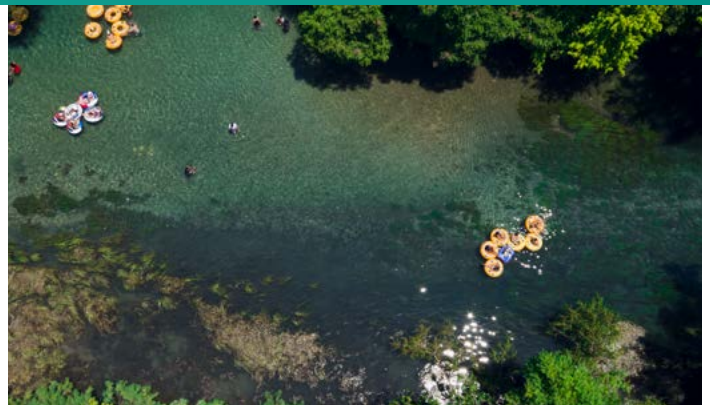
- The City of Leander successfully implemented the Destination Restaurant Incentive Program and has seen an increase of restaurant activity since the program's inception.
- Southside Market and Barbecue, a recipient of the Destination Restaurant Incentive, will be opening a location in Leander in 2023.
- Design work is set to begin on the Leander St. David's full-service hospital. The estimated completion for the hospital is mid-2025.
- The HUB, located at Northline, is anticipated to begin construction in 2023.

Lockhart

- Ziegenfelder Company, the nation's largest producer of Twin Pops, chose to expand its operations in Lockhart.
- Titan Development, a leading Southwest real estate development and investment firm, begins development of its first building in Lockhart Industrial Park III.
- The City won a \$1.68 million grant from the U.S. Economic Development Administration to upsize the wastewater line from the new industrial park on SH 130 to facilitate the expected growth on the west side of Lockhart.
- Mill Scale, LLC chose Lockhart to expand its barbecue pit manufacturing and headquarters operations.

Pflugerville

- Pflugerville Community Development Corporation (PCDC) received re-accreditation as an Accredited Economic Development Organization (AEDO) from the International Economic Development Council.
- REE Automotive announced plans to invest \$24.75 million in a new 120,000 square-foot North American headquarters that will create 125 new jobs in Pflugerville.
- Skybox/Prologis broke ground on a 141,000 square-foot data center facility in Pflugerville, creating up to 10 full-time jobs and an investment of more than \$584 million.
- Other companies announcing new and expanded projects include Cumberland Additive, MoboTrex, Graybar Electric, SmartWebs, and Wisenbaker which together announced nearly 305 additional jobs, 16,774 square feet absorbed, and an investment of more than \$64 million in 2022.
- The PCDC partnered with Workforce Solutions Capital Area to award a \$300,000 grant for the Emergency Medical Services Training Program at Pflugerville Independent School District.



Round Rock

- Emerson Automation Solutions expanded its Round Rock headquarters facility, investing \$9 million and creating 60 new, high-paying jobs.
- Adding to the Austin region's booming semiconductor sector, Valex Corporation, a California-based manufacturer of components used in semiconductors, announced it will invest \$12 million and hire 75 employees.
- KoMiCo Technologies, Inc., a world-leading company specializing in cleaning, coating, and repairing semiconductor parts, announced it will invest \$30 million and add 70 new employees to expand their existing Round Rock facility.
- Virginia-based cybersecurity company Knowmadics announced it selected Round Rock for its first Texas office, adding to Round Rock's fast-growing defense innovation industry.
- Sabey Data Centers announced plans to build a new data center campus and invest more than \$190 million, strengthening our technology and innovation ecosystem.

Smithville

- The City of Smithville has supported the Smithville Workforce Training Center (SWTC), which has been instrumental in establishing partnerships and coordinating over \$5 million in grant funding and other resources for high-demand job training in medical, information technology, and skilled trades pathways in this region. Over 200 individuals received training in 2022.
- The City is managing three ongoing sidewalk projects totaling over \$1.8 million, to improve connectivity, mobility, accessibility, and quality of life.
- The City is managing other infrastructure improvements, including drainage, flood mitigation, and wastewater expansion, to ensure its ability to handle anticipated residential and commercial growth.
- Spartan Group has determined they will spend \$25 million to construct a 125,000 square-foot manufacturing facility in Smithville, creating 50-75 new jobs over the next 18 months.

Greater Austin Economic Development Corporation

Board of Directors

EXECUTIVE COMMITTEE



Chair

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Heritage Title Company of Austin



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CEO

Horizon Bank

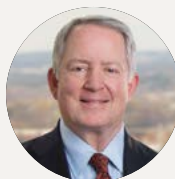


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Casey Dobson

Partner

Scott, Douglass & McConnico



General Counsel/Assistant Secretary

Matthew Dow

Partner

Jackson Walker LLP



Immediate Past Chair President & Secretary

Kerry Hall

Interim President & CEO

Austin Chamber

Greater Austin Economic

Development Corporation

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President & CEO

Encotech Engineering Consultants, Inc.



Chamber Immediate Past Chair

Fred Heldenfels IV

President & CEO

Heldenfels Enterprises, Inc.

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December 31, 2023**

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Founding CEO
Austin Regional Clinic

Elizabeth Christian
Of Counsel
ECPR Texas

Andy Davis
CEO
Ascension Texas

Casey Dobson
Partner
Scott, Douglass & McConnico

Gary Farmer
President
Heritage Title Company of Austin

Chuck Lipscomb
Senior Vice President -
Austin Office Leader
JE Dunn Construction

Dana Harris
Director of Government Relations
Samsung Austin Semiconductor

Richard Ridings
Senior Vice President
HNTB Corporation

Todd Wallace
President - Central Texas
JLL

Pete Winstead
Founding Shareholder
Winstead PC

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December 31, 2024**

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Head of Central Texas
J.P. Morgan Private Bank

Buck Cody
Managing Principal
Endeavor Real Estate Group

Tim Crowley
Regional President – Austin Region
Frost

Matthew Dow
Partner
Jackson Walker LLP

Laura Gottesman
Owner/Broker
Gottesman Residential Real Estate

Tim Hendricks
Senior Vice President &
Managing Director
Cousins Properties Incorporated

Eric Marcella
Co-Founder
Balcones Real Estate Group

**Terms Expiring
December 31, 2025**

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Partner
Locke Lord LLP

James Dyess
CEO
Horizon Bank

Seth Johnston
Senior Vice President
Lincoln Property Company

David Knoll
Vice President of Real
Estate Development
Ryan Companies US, Inc.

Dillan Knudson
Regional President
PNC Bank

Bart Matheney
Managing Principal
AQUILA Commercial

Bill Redd
Executive Vice President &
Senior Managing Director
Brandywine Realty Trust

Jody Rudman
Office Managing Partner
Husch Blackwell LLP

OPPORTUNITY AUSTIN 4.0 LEAD INVESTORS

\$100,000 and up

Alliance Residential Company	CB Capital	Frost
AQUILA Commercial, LLC	CBRE	Garza EMC, LLC
Armbrust & Brown, PLLC	CC Carlton Industries, Ltd.	Generational Commercial Properties
Ascension Texas	Central Texas Regional Mobility Authority	Griffis Residential
Aspen Heights Partners	Circuit of the Americas	HDR Engineering, Inc.
Austin American-Statesman	City of Austin	Hensel Phelps Construction Co.
Austin Board of REALTORS	CleanScapes, LP	Heritage Title Company of Austin, Inc.
Austin Commercial, LP	Convergint Technologies	Hill & Wilkinson Construction Group
Austin Community College District	Corgan	HNTB Corporation
Avison Young	Corridor Title Co.	Horizon Bank
Baker Botts, LLP	Cousins Properties Incorporated	HPI Real Estate Services and Investments
Balfour Beatty Construction, Inc.	Cumby Group	Husch Blackwell, LLP
Bank of America	Cushman & Wakefield	IBC Bank
Baylor Scott & White Health	Cypress Real Estate Advisors, Inc.	Independence Title Company
The Beck Group	Dimensional Fund Advisors, LP	Inspire Development
Belveron Partners	Downtown Austin Alliance	Jackson Walker, LLP
Brandywine Realty Trust	DPR Construction	Jacobs
Brookfield Residential	Dynamic Systems, Inc.	Jay Paul Co.
Capital Metropolitan Transportation Authority	Endeavor Real Estate Group	
Castletop Capital / Milestone Community Builders, LLC	Eureka Holdings, Inc.	

JE Dunn Construction	Pape-Dawson Engineers, Inc.	Swinerton
JLL	PNC Bank	SXSW
JPMorgan Chase	Professional Janitorial Service	Texas Capital Bank
Karlin Real Estate	Rand Construction Corporation	Texas Gas Service
Kilroy Realty	Real Estate Council of Austin	Texas Mutual Insurance Company
Kuper Sotheby's	Regions Bank	Texas State University
International Realty	Related Companies	Trammell Crow Company
Lincoln Property Company	Riverside Resources	UFCU
Lionstone Investments	Ryan Companies US, Inc.	Upland Software Inc
Live Oak	Samsung Austin	The University of Texas at Austin
Locke Lord, LLP	Semiconductor, LLC	vcfo, Inc.
Lower Colorado River Authority	Scott Douglass & McConnico, LLP	Velocity ATX
Majestic Realty Co.	SH 130 Concession Company, LLC	VeraBank, N.A.
Managed Facility Solutions	Shorenstein	Vista Equity Partners
Marbella Interests LLC	Square One Consultants	Wells Fargo Bank
Mark IV Capital, Inc.	St. David's HealthCare	White Construction Company
Maxwell Locke & Ritter LLP	Stantec	White Lodging Services
MET Center / Zydeco Development	STG Design, Inc.	Winstead PC
Momark Development, LLC	Stratus Properties, Inc.	
Norton Rose Fulbright	Stream Realty Partners	
Page	Sunflower Bank	

OPPORTUNITY AUSTIN 4.0 ADVANCED INVESTORS

\$50,000 to \$99,999

ABC Home & Commercial Services	KVUE	Southside Bank
AMD	LegalZoom	TEL
American Bank, N.A.	Lennar Homes	Terracon Consultants, Inc.
American Campus Communities	LoneStar Airport Holdings	Transwestern
Apple	Metcalfe, Wolff, Stuart & Williams LLP	Twin Liquors
Atlassian	Miller Imaging & Digital Solutions	US Anesthesia Partners
Austin Regional Clinic	Newmark	Vinson & Elkins LLP
Bartlett Cocke General Contractors	NI	Workplace Resource, A Subsidiary of Alfred Williams & Company
Bastrop Economic Development Corporation	Ottobock	Zapalac/Reed Construction Company, L.P.
Bazaarvoice	Pedernales Electric Cooperative, Inc.	
CapRidge Partners, LLC	Pflugerville Community Development Corporation	
Catellus Development Corporation	PIMCO	
Cedar Park Economic Development Corporation	The Porter Company	
Cirrus Logic	Raba Kistner, Inc.	
City of Georgetown	Robinson Family Management	
Cordova Real Estate Ventures	Round Rock Chamber	
Flextronics America LLC	RubiCrown Commercial Real Estate	
Google	Sabot Development	
Gottesman Residential Real Estate	Schlosser Development Corporation	
HealthCare Facilities Development Corporation	Silicon Labs	
H-E-B Austin Regional Office	Slack Davis Sanger LLP	
HID Global		

OPPORTUNITY AUSTIN 4.0 INVESTORS

Up to \$49,000

Accenture LLP	Broadway Bank	CWS Apartment Homes
Alliant	Buda Economic Development Corporation	Datum Engineers, Inc.
American Bank of Commerce	Buie & Co.	DEN Property Group
American Constructors	Cadence Bank	Development 2000, Inc.
Amplify Credit Union	Capform, Inc.	Don Hewlett Chevrolet-Buick Inc.
Applied Materials, Inc.	Capitol Chevrolet	DuBois Bryant & Campbell, LLP
Ardent Residential	Carollo Engineers Inc.	Dunaway Associates
Armanino	Cathy Coneway	ECPR Texas
Asuragen	Central National Bank	ECR
Atwell, LLC.	Cherry Bekaert LLP	EEA Consulting Engineers
Austin Business Journal	Christianson Air Conditioning & Plumbing, LLC	Elgin Economic Development Corporation
Austin Civil Engineering	CIBC Private Wealth Management	Elliott Stratmann, PLLC
Austin Habitat for Humanity	City of Hutto	Emerson
Austin Hotel & Lodging Association	City of Kyle	Encotech Engineering Consultants, Inc.
BakerTriangle	City of Lago Vista	Enoch Kever, PLLC
Balcones Real Estate Group	City of Leander	ETS-Lindgren
Balcones Resources, Inc.	City of Smithville	EZY PA
Bank of Austin	Coleman & Associates	First United Bank
Benchmark Bank	Community Impact Newspaper	Focus Strategies
Berkadia Commercial Mortgage, LLC	Concordia University Texas	Investment Banking
Bonner Carrington LLC	Consort, Inc.	Four Seasons Hotel Austin
Borgelt Law	CPM Texas	FourT Realty, LLC
Bridgepoint Consulting, LLC	Cushing Terrell	Frontier Bank of Texas
Broaddus & Associates		

OPPORTUNITY AUSTIN 4.0 INVESTORS

Up to \$49,000

Frost Insurance	Jarrell Economic Development Corporation	Moody Bank - Austin
FSG Electric	JMEG, LP	Moreland Properties, Inc.
Gensler	Journeyman Construction LLC	Morrison & Head, LP
Goodwill Central Texas	Kerbey Lane Cafe	Mtech-Icon
Growth Acceleration Partners	Keystone Bank	MWM DesignGroup
Guaranty Bank & Trust	Kimley-Horn and Associates, Inc.	Northern Trust
Haegelin Wehmeyer Construction Ltd.	Knight Office Solutions of Austin	NorthMarq
Hahn Marketing + Communications	KPMG LLP	NXP USA, Inc.
Harvey-Cleary Builders	LASCO Acoustics and Drywall, Inc.	The Nyle Maxwell Family of Dealerships
Heldenfels Enterprises, Inc.	Levy Properties	OakPoint Real Estate
Higginbotham	Lockhart Economic Development Corporation	O'Connell Robertson
Highland Resources, Inc.	Luther King Capital Management	OHT Partners LLC
Huston-Tillotson University	Manifold Real Estate	Perkins+Will
Hyatt Regency Austin	The Marek Companies	Personal Administrators, Inc.
IA Interior Architects	MarmonMok Architecture	PlainsCapital Bank
Independent Financial	Marsh McLennan Agency	Power Design, Inc.
Intertech Flooring	Mathias Partners	Prism Electric, Inc.
Intracorp	McCoy Rockford	Prosperity Bank
Intrepid Equity Investments	McKinsey & Company	R Bank
Investors Alliance, Inc.	McLean & Howard, LLP	Redbud Realty Partners, LLC
Ironwood Real Estate	Meador & Jones, LLP	Redcar Properties
J.R. Schneider Construction, Inc.	Mechanical Reps, Inc.	RedLeaf Partners, LLC

Regency Centers	Trimbuilt Construction, Inc.
Rifeline	Trinity Real Estate Finance
Riley-McLean Land	Truist
RKB Contractors, Inc.	Urbanspace Real Estate + Interiors
Rogers-O'Brien Construction Company	Visit Austin
Saunders & Associates	W2 Real Estate Partners
Simmons Bank	Walter P Moore
Skybeck Construction LLC	Watkins Insurance Group
Stanley Consultants, Inc	Wilson & Goldrick Realtors, Inc.
The Steam Team Cleaning + Restoration	
Steve T. Matthews Company	
Studio 8 Architects, Inc.	
Summit Commercial	
Susser Bank	
SynerMark Properties, Inc.	
Teeple Partners, Inc.	
Terry McDaniel & Company	
Texas Star Alliance Public Affairs	
Tiff's Treats	
Time Insurance Agency, Inc.	
Tramor Properties	

OA 5.0 Preparations



OPPORTUNITY AUSTIN 5.0 STRATEGIC PLANNING

Since 2004, Opportunity Austin has supported our region's competitiveness and prosperity through intentional strategic planning every five years. As we enter the final year of implementation of the Opportunity Austin 4.0 strategy, it is time for us to take another look at where the region is headed and how Opportunity Austin can strengthen its portfolio of investments.

To that end, we have retained EY Economic Development Advisory Services and Matt Tarleton to help guide us through a rigorous process of engagement, evaluation, and planning. That process began in November 2022 and will be completed in May 2023. Many of you have participated in interviews, roundtable conversations, and committee meetings to share your perspectives with our consultants and help shape the OA 5.0 strategy. We're anxious to share what we've heard from you and the new ways in which we plan to invest in our region's future.



Over the last 20 years, Opportunity Austin has helped cement our region's status as the premier destination for talent and corporate investment in the United States. We should be tremendously proud of what we have accomplished together as a region. It's time to aim higher. It's time for Greater Austin to cement its status on the global stage.



Thank You!

Your investment and commitment to Opportunity Austin has helped make our region a better place.



**OPPORTUNITY
AUSTIN**

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