



MEMORANDUM

Date: May 9, 2017

To: The Honorable Chair and Members
Pima County Board of Supervisors

From: C.H. Huckelberry
County Administrator

A handwritten signature in black ink, appearing to be "C.H. Huckelberry", is written over the typed name and title.

Re: **Accelerate Diagnostics Success**

I previously provided the Board of Supervisors with a memorandum when Accelerate Diagnostics received approval from the Federal Drug Administration for their rapid, hospital-based infection detection system. Accelerate is now beginning the initial production and sale of their medical devices and has had considerable sales successes as a startup company.

As the Board will recall, Accelerate is leasing space at market rate in the Abrams Public Health Center. They began as a relocated startup company from Denver, Colorado with 10 employees; they now have nearly 200 employees. Accelerate initially occupied approximately 10,000 square feet of space in the Abrams facility and now occupies over 50,000 square feet, including a manufacturing facility in a separate building. Their lease expires in 2019.

Accelerate is one of our first successes using startup economic development incentives provided by the County.

CHH/anc

Attachment

c: Dr. John Moffatt, Director, Economic Development Office

Expand

http://tucson.com/business/tucson/shares-in-tucson-startup-accelerate-hit-new-high/article_3b14a512-310c-11e7-a11d-23f1924b7bbc.html

Shares in Tucson startup Accelerate hit new high

Arizona Daily Star May 4, 2017 Updated May 4, 2017



Ron Medvescek / Arizona Daily Star

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Accelerate Diagnostics' ID/AST System is in development at the company's Tucson headquarters.

Shares in Tucson-based medical device startup Accelerate Diagnostics closed at an all-time high Thursday, as investors reacted to the company's latest financial results.

Accelerate's shares closed Thursday at \$29.25, up \$1.85 or nearly 7 percent, in trading on the Nasdaq. The stock hit a 52-week high of \$29.60 during the session.

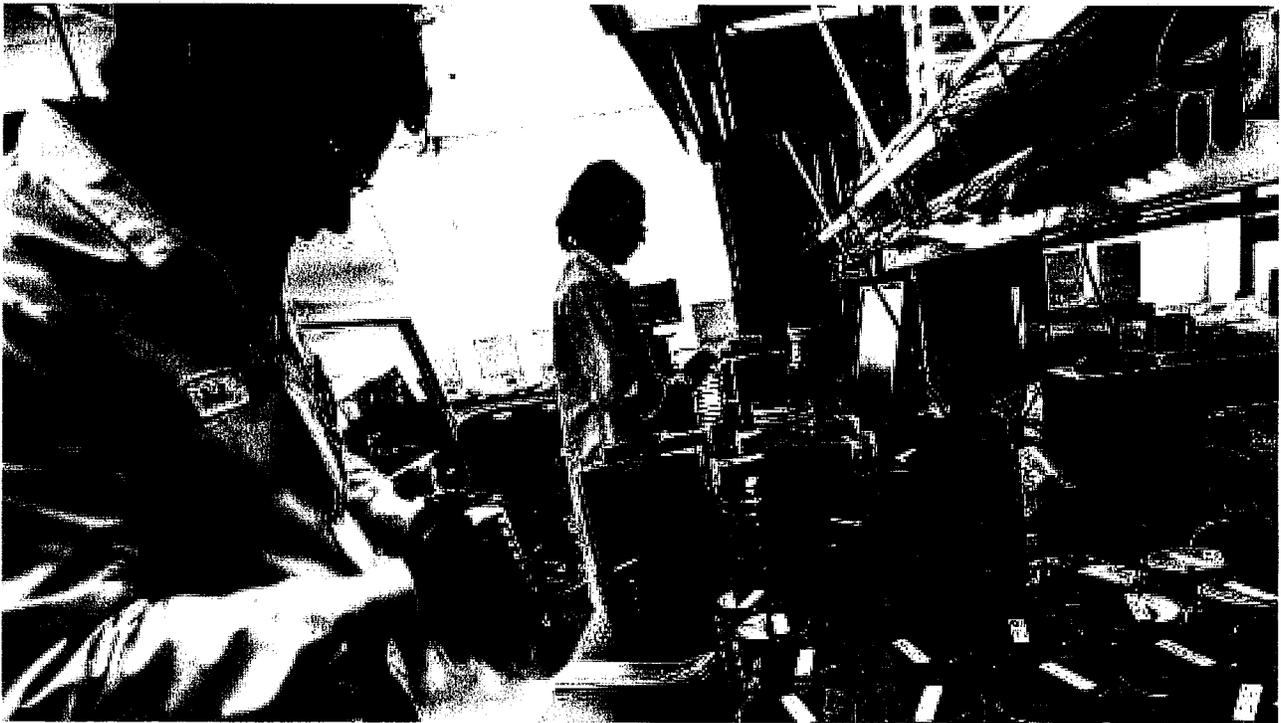
On Wednesday, Accelerate reported first-quarter net sales of its new infection-detection systems totaling \$530,000, compared with \$163,000 in first quarter of 2016.

But the company continued to lose money as as it continued the rollout of its system to help hospitals rapidly detect and identify bacterial infections in blood, posting a first-quarter net loss of \$14.2 million.

Accelerate said it has placed 191 of its machines under contract with customers, including evaluation contracts covering 169 instruments and 22 instruments converted into revenue-generating placements.

Accelerate is based at the county's Abrams Public Health Center, where it has benefited from nearly \$2 million worth of lease and building-improvement incentives that Pima County offered to lure the company from Denver in 2013.

MORE INFORMATION



Shares in Tucson diagnostics firm Accelerate jump on FDA nod