



# SAN DIEGO'S MANUFACTURING CLUSTER

The San Diego region is home to a vibrant manufacturing cluster that spans across many industries, including the defense, aerospace, shipbuilding and repair, medical devices, craft brewing, and sports and active lifestyle industries. With a highly-skilled workforce, robust training programs, and close proximity to Mexico, San Diego is a hub for advanced manufacturing companies, with nearly 3,150 manufacturing companies currently supporting more than 110,000 jobs.<sup>1</sup>

San Diego is home to the largest National Manufacturing (MFG) Day event in California. For the last several years, EDC has hosted a kickoff breakfast for the event that draws more than 350 people. On the same day, more than 50 manufacturing companies across the region offer public tours to event participants. The purpose of MFG Day is to address the common misperceptions about manufacturing by giving manufacturers an opportunity to open their doors to the public and show what modern manufacturing looks like. By working together during and after MFG Day, manufacturers are able to address the skilled labor shortage they face, connect with future generations, and ensure the ongoing prosperity of the whole industry.

## HIGHLIGHTS

- » **User friendly:** Arguably everyone's favorite household item, San Diego-based WD-40 has a list of more than 2,000 uses submitted by users.<sup>2</sup>
- » **Binational strength:** Leveraging San Diego's proximity to Mexico, Thermo Fisher Scientific, Samsung, BD, Hunter Industries, and many other San Diego companies have manufacturing operations on both sides of the border.
- » **Compensation:** As of 2017, the average wage for manufacturing employees was \$81,900, making the manufacturing cluster the sixth highest paying in the region.<sup>1</sup>

## KEY COMPANIES

- |                           |                        |                            |
|---------------------------|------------------------|----------------------------|
| » BAE Systems             | » Genentech            | » ResMed                   |
| » BD                      | » Hunter Industries    | » Samsung                  |
| » D&K Engineering         | » Illumina             | » Taylor Guitars           |
| » General Dynamics NASSCO | » McCain Manufacturing | » Thermo Fisher Scientific |
| » General Atomics         | » Northrop Grumman     | » WD-40                    |



INNOVATION



MILITARY



TOURISM



LOCAL



INTELLECT

## SPOTLIGHT

### Hunter Industries

Founded in 1981, Hunter Industries is a family-owned global leader in the irrigation, architectural, landscape lighting, and custom manufacturing industries with a nine building corporate campus in San Diego and six sister offices on three continents. In San Marcos, the company operates a 139,270 square foot LEED Gold registered building for distribution, marketing, and technical support and a LEED Silver certification manufacturing facility. In 2004, the company opened a state-of-the-art 127,000 square foot manufacturing plant in Tijuana to expand manufacturing facilities in the Americas.



## RESOURCES

### Centers for Applied Competitive Technologies

CATC at San Diego City College offers technology education, manufacturing training, and consulting services that contribute to continuous workforce, technology, and business development. [makingitincalifornia.com](http://makingitincalifornia.com)

### California Manufacturing Technology Consulting

Established in 1992, CMTC is a private nonprofit corporation that provides consulting services to small- and mid-size manufacturers in Southern California. CMTC operates through a cooperative agreement between the Hollings Manufacturing Extension Partnership of the National Institute of Standards and Technology under the Department of Commerce. [cmtc.com](http://cmtc.com)

### Industrial Environmental Association San Diego

IEA was formed in 1983 to promote responsible, cost-effective environmental laws and regulations, facilitate environmental compliance among member companies, and provide related education activities for the community at large. [iea-sd.com](http://iea-sd.com)

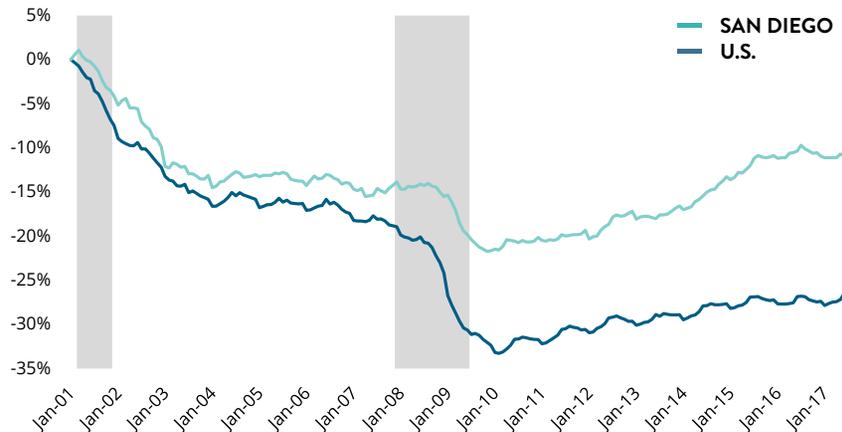
## BY THE NUMBERS

### Employment Numbers

The region employs more than 110,000 people across more than 300 industries. These are not just team assembler and mechanic roles; there are hundreds of unique occupations from finance to marketing to engineering. And these are good paying jobs. In 2017, the average annual salary was nearly \$82,000 in San Diego.<sup>1</sup>

Dismissiveness toward manufacturing comes from a track record of employment declines that began well before the Great Recession, in large part due to increases in automation. However, with a focus on advanced manufacturing, San Diego has fared much better. Since 2007, when the recession began, manufacturing employment declined 11.2 percent nationwide. During that same time, manufacturing in San Diego grew 3.2 percent, adding more than 3,400 jobs.<sup>1</sup>

Manufacturing Employment, Relative to 2001



### Employment and Average Wages by Key Manufacturing Industries

Industry	Employment	Avg Annual Pay
Breweries	2,040	\$43,330
Aircraft Manufacturing	5,274	\$92,746
Medical Equipment Manufacturing	6,509	\$83,960
Semiconductor and Other Electronic Component Manufacturing	5,760	\$107,700
Search, Detection, Navigation, and Aeronautical Instrument Manufacturing	6,120	\$113,350

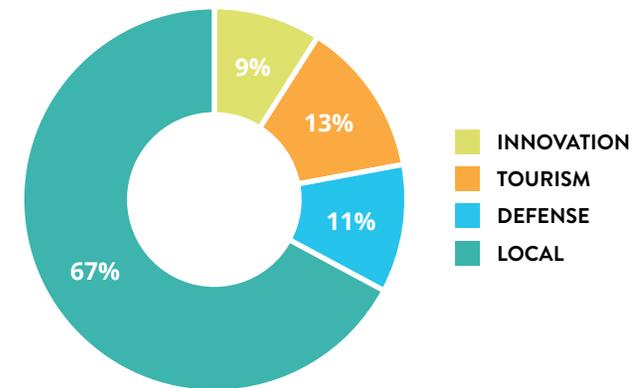
Sources: 1. EMSI, 2017 2. WD-40, "List of 2000+ Uses" 3. San Diego Regional EDC, Traded Economies Analysis with BLS data, 2016

### Our Economies

The vitality of San Diego's economy is reliant upon the strength of the region's four economic drivers – innovation, military, tourism, and local.

Regional manufacturing growth is driven by the innovation economy that makes aircrafts, medical equipment, and semiconductors. Of course, there are also apparel makers, plastic producers and world-famous breweries. This is why manufacturing is an intrinsic part of San Diego's innovation and local economies.<sup>3</sup>

Employment Comparisons  
Across the San Diego Region's Economic Drivers



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