



SAN DIEGO'S TECH CLUSTER

With roots tracing back to the defense cluster, UC San Diego, and numerous research institutions, San Diego's technology cluster has positioned the region as a hub for innovation in converging and emerging sectors. With established companies like Qualcomm and Intuit and innovative startups like KnuEdge and Classy, San Diego tech firms are developing unique technologies with global impact.

The region's tech cluster is now home to a number of innovative and evolving sectors, including telecommunications, cybersecurity, connected devices, data analytics, health IT, bioinformatics, gaming, and software as a service (SaaS). Supporting this growth, San Diego's major research universities are also leading the charge in technology innovation. UC San Diego generates more patents than any other University of California campus.¹

HIGHLIGHTS

- » **Tech footprint:** Approximately 40 percent of all 2016 new leasing transactions were made by tech firms.²
- » **The start of something big:** Google analytics, the ubiquitous analytics platform, got its start in San Diego when the tech giant acquired Urchin.³
- » **Show me the money:** In 2017, more than one-third of San Diego's total VC investment - or \$420 million - went to tech firms.⁴
- » **5G:** According to Qualcomm, the 5G mobile value chain alone could generate up to \$3.5 trillion in revenue in 2035, and support up to 22 million jobs.⁵

KEY COMPANIES

- | | | |
|--------------------------------|--------------|----------------------|
| » Bizness Apps | » GoPro | » TakeLessons |
| » Brain Corp | » GovX | » Teradata |
| » Classy | » Intuit | » Urban Translations |
| » Cubic Transportation Systems | » Mitek | » Verimatrix |
| » Cymer | » Portfolium | » Viasat |
| » Fitbit | » Qualcomm | » Wrike |
| » GoFundMe | » Seismic | |



INNOVATION



MILITARY



TOURISM



LOCAL



INTELLECT

SPOTLIGHT

KnuEdge

KnuEdge, a San Diego-based startup, has raised more than \$100 million in funding as it exists stealth mode. Dan Goldin, alongside the former chief technology officer of NASA, are building the world's most scalable compute fabric designed for machine intelligence.



RESOURCES

EvoNexus

EvoNexus is the premiere, nonprofit tech startup incubator in Southern California. By partnering with some of San Diego's biggest tech companies, EvoNexus has raised more than \$675 million for San Diego companies.
evonexus.org

CONNECT

CONNECT has assisted in the formation and development of more than 2,000 companies since 1985 and is widely regarded as the world's most successful regional program linking inventors and entrepreneurs with the resources they need for commercialization of products.
connect.org

San Diego Venture Group

San Diego Venture Group is a nonprofit business association with a mission to support and promote the venture capital and startup company ecosystem in the San Diego region. Its 800 members include VCs, angel investors, entrepreneurs, startup grinders, experienced executives, and market influencers.
sdvg.org

Startup San Diego

Startup San Diego, is a local nonprofit, grassroots, volunteer-based group of entrepreneurs, mentors, and investors who have created a simple platform to grow the greater San Diego startup community.
startupsd.org

BY THE NUMBERS

EMPLOYMENT

The tech cluster is the largest cluster in the region's innovation economy. From software to telecommunications and cybersecurity to informatics, the tech cluster touches nearly all aspects of the region's economy. In 2016, San Diego's tech cluster supported 60,800 jobs⁶ across nearly 4,000 firms.⁷



Employment by Key Industries in the Tech Cluster⁶

Industry	Employment	Avg Annual Pay
Custom Computer Programming Services	11,540	\$109,100
Computer Systems Design Services	7,100	\$114,700
Wired Telecommunications Carriers	5,140	\$77,100
Broadcast and Wireless Communications Equipment Mfg	4,210	\$123,800
Res/Dev Phys, Eng, Life Sciences (except Biotech)	4,010	\$167,300
Software Publishers	3,980	\$154,400
Engineering Services	3,360	\$95,400
Wireless Telecom Carriers (except Satellite)	2,220	\$110,400
Other Shared Industries within Cluster	19,240	\$100,826
Total	60,800	\$114,400

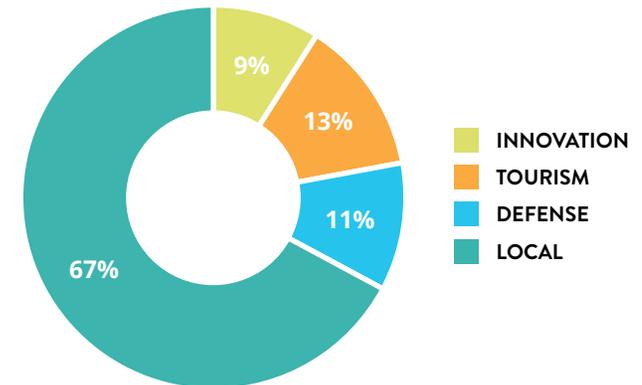
OUR ECONOMIES

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

Recognized as one of the leading high-tech hubs in the U.S., San Diego's innovation economy is anchored by established life sciences, aerospace, communications, cleantech, and software industries fueled by a collaborative culture and sophisticated support systems focused on commercializing research and growing entrepreneurial, knowledge-based companies.

As of 2016, the innovation economy was responsible for nine percent of the region's total jobs. A key driver behind the region's innovation economy, tech accounted for nearly 45 percent of these jobs.⁶

Employment Comparisons
Across the San Diego Region's Economic Drivers



Sources: 1. The Recorder, "UC San Diego Director Touts Its Plethora of Patents," 2017 2. Cushman & Wakefield, "Tech Cities 1.0," 2017 3. Attendly, "The Real Story on How Google Analytics Got Started," 2013 4. San Diego Regional EDC with data from PwC/CB MoneyTree™ Report, 2017 5. Qualcomm, "The 5G economy: How 5G technology will contribute to the global economy," 2017 6. San Diego Regional EDC, Traded Economies Analysis with BLS data, 2016 7. Connect, "San Diego Innovation Report," 2016

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