



CALIFORNIA The Innovation Economy

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Presenters



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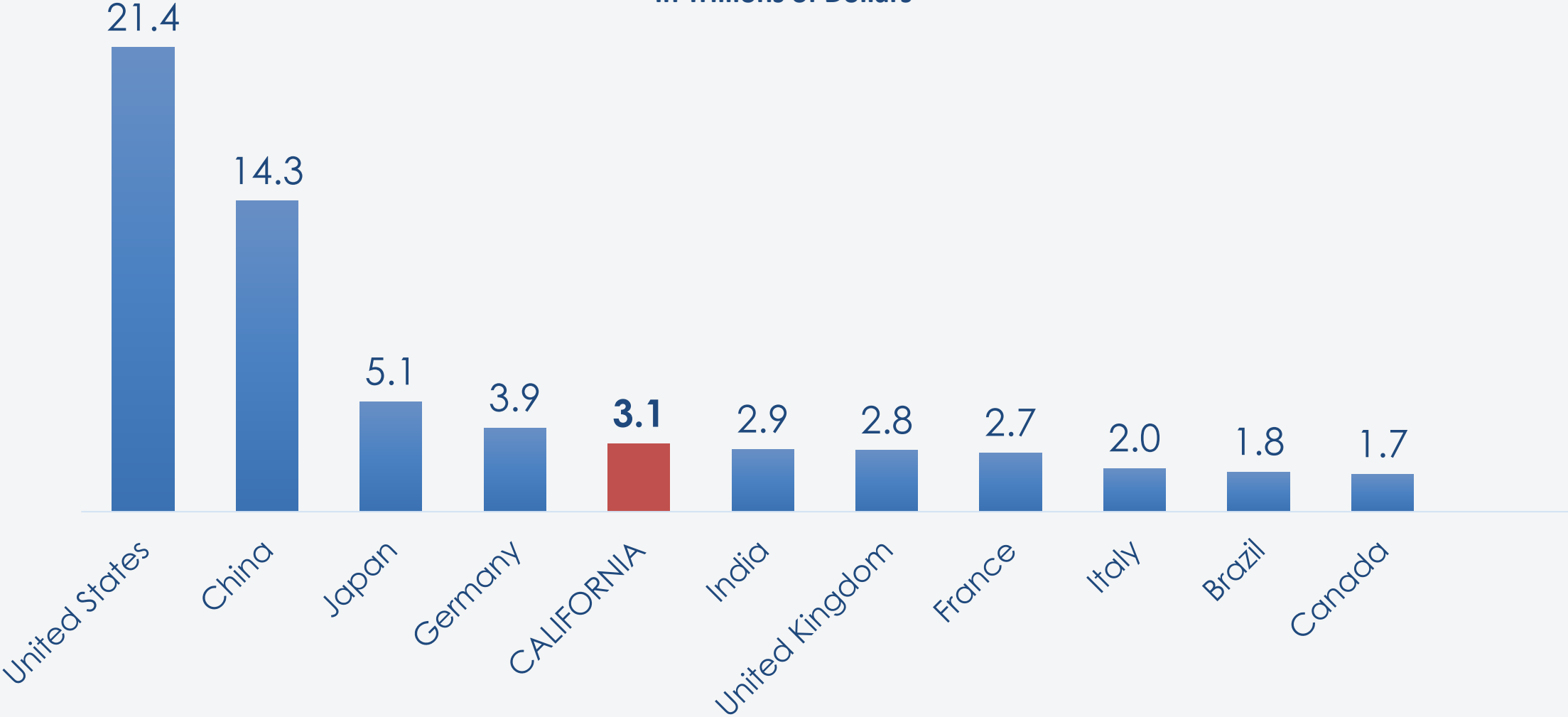
Quick Fact Sheet

AREA	• 423,968 km ² (#3)
POPULATION	• 40 Million (#1)
CAPITAL	• Sacramento
COUNTIES	• 58
MEDIAN HOUSEHOLD INCOME	• \$71,228
MEDIAN HOUSING UNIT VALUE	• \$475,900
FOREIGN BORN PERSONS	• 26.9%



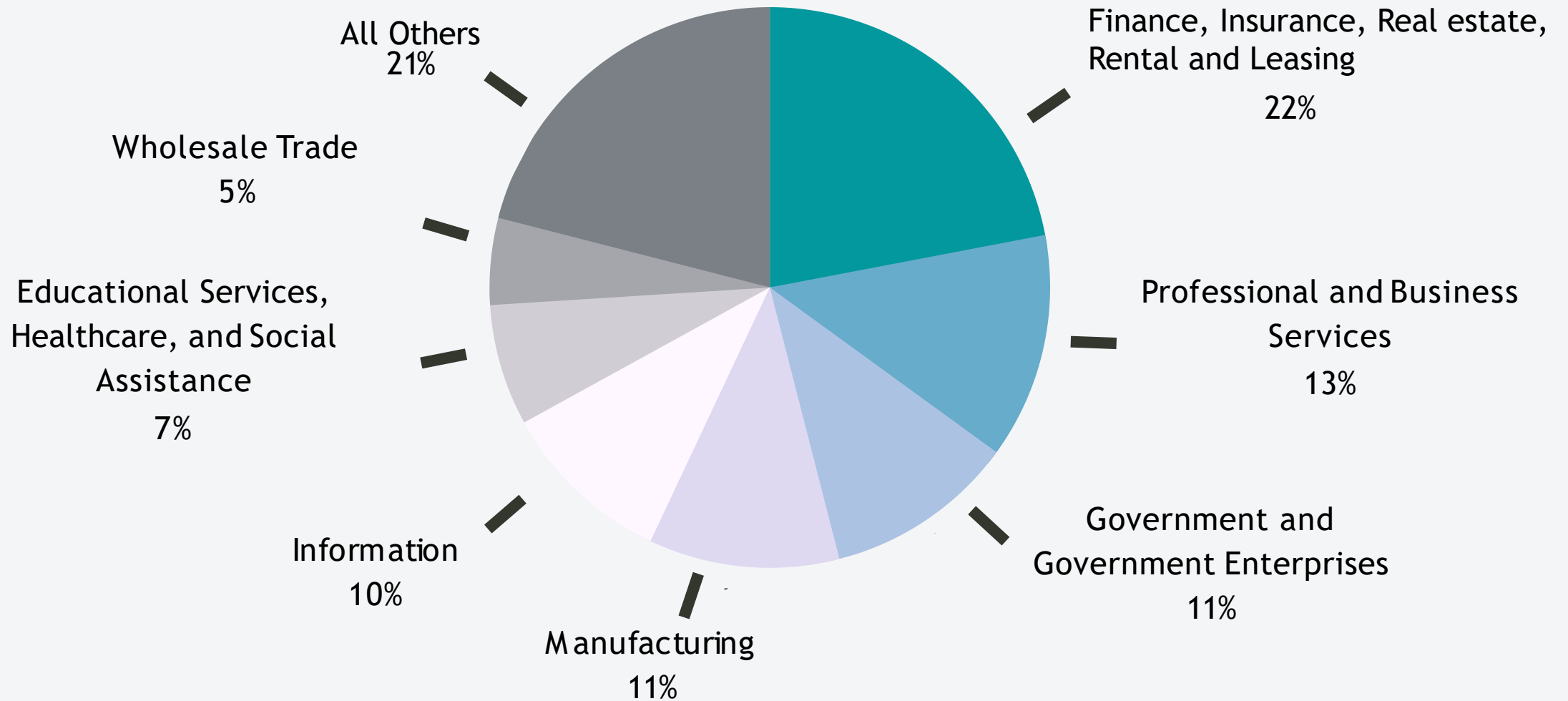
2019 Global Economic Figures

In Trillions of Dollars



Source: The World Bank and California Department of Finance

A Diverse Economy




4.0 million
99.8% Small Businesses
of California Businesses

7.1 million
48.8% Small Business Employees
of California Employees



EMPLOYMENT
249,508
net new jobs



DIVERSITY
2.1 million
minority-owned
business employees

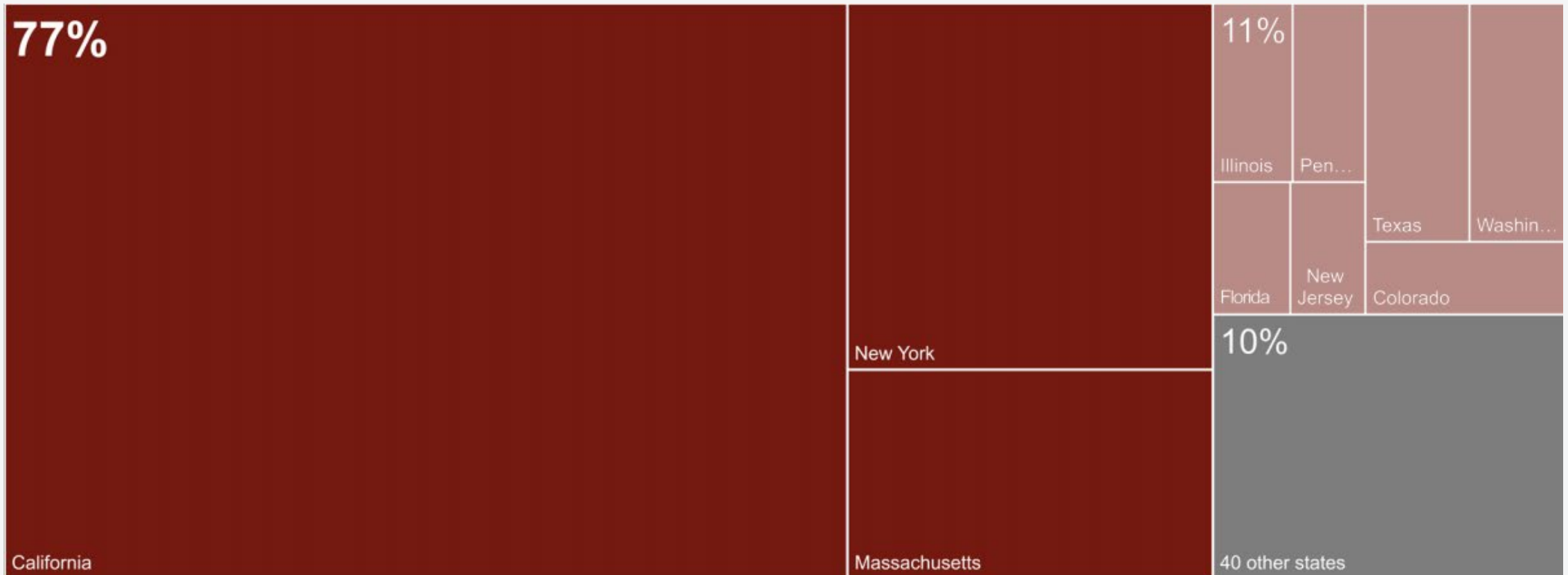


TRADE
69,387
small business
exporters

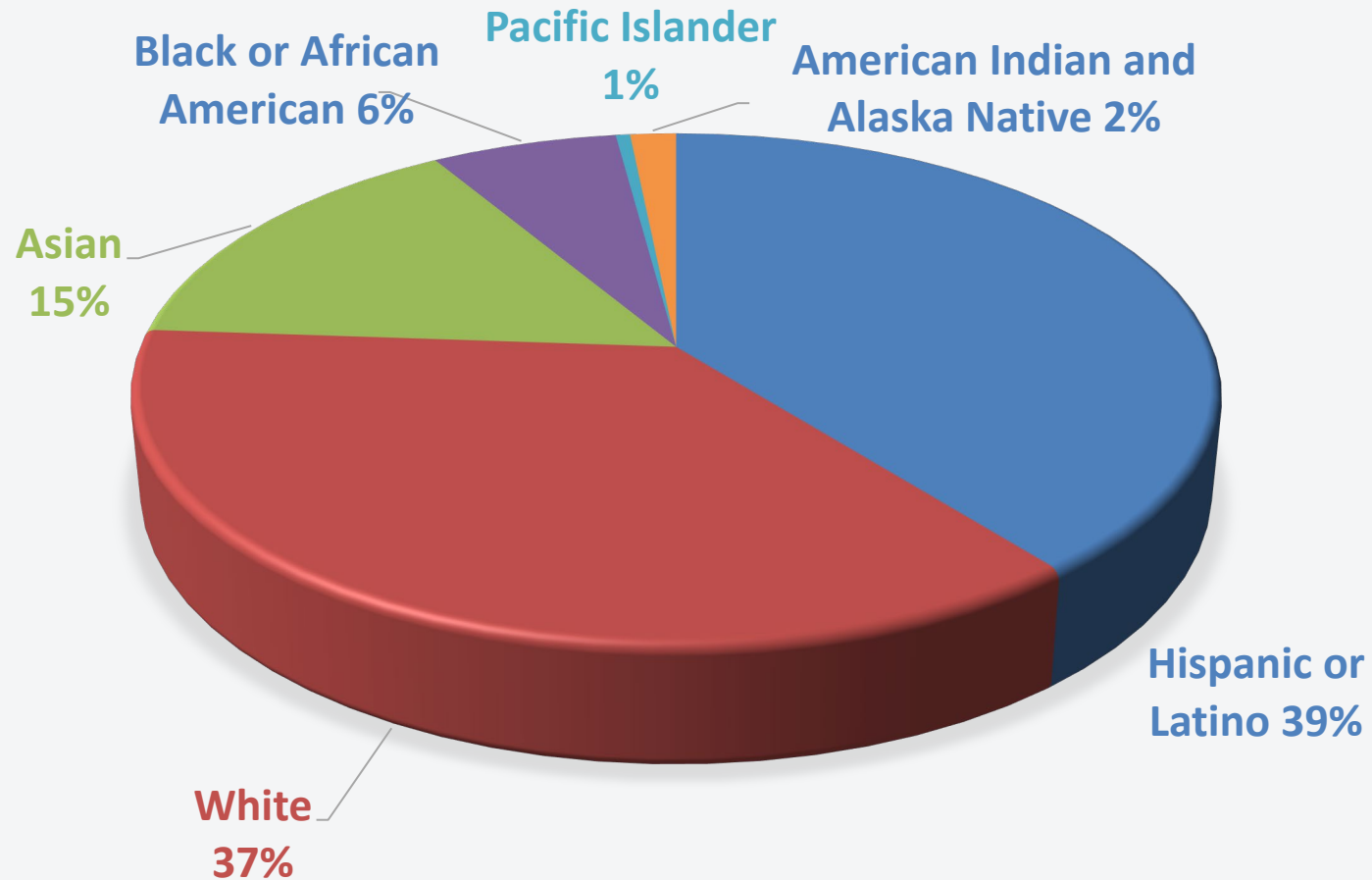
Home of 4 Million Small Businesses

1# State in Access to Venture Capital Funding. Together, startups in the top 3 states raised 77% of US funding

Access to Capital



Demographic Diversity





World-Class Higher Education

Unrivaled Diverse Talent Pool

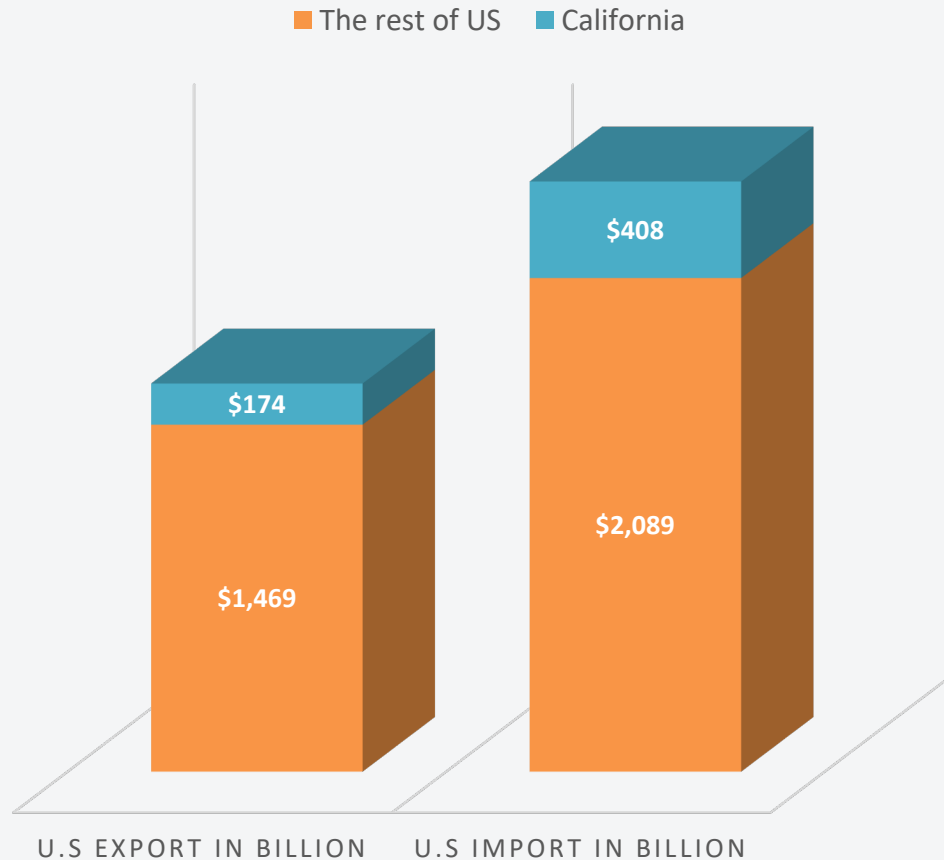
California State University(CSU System)
23 campuses

The University of California(UC System)
10 campuses

California Community Colleges(#1 in U.S)
116 Colleges

International Trade

2019 TRADE DATA



California's Top 10 Import Source:

China, Mexico, Canada, Japan, Taiwan, South Korea, Vietnam, Malaysia, Germany, Thailand

California's Top 10 Export Destination:

Mexico, Canada, China, Japan, South Korea, Hong Kong, Taiwan, Germany, Netherlands, Belgium

Freight Infrastructure



1 private and 11 public deep seaports



12 airports with major cargo operations



2 Class 1 railroads that are the largest in the nation



5,800 commercial miles of high traffic volume highways



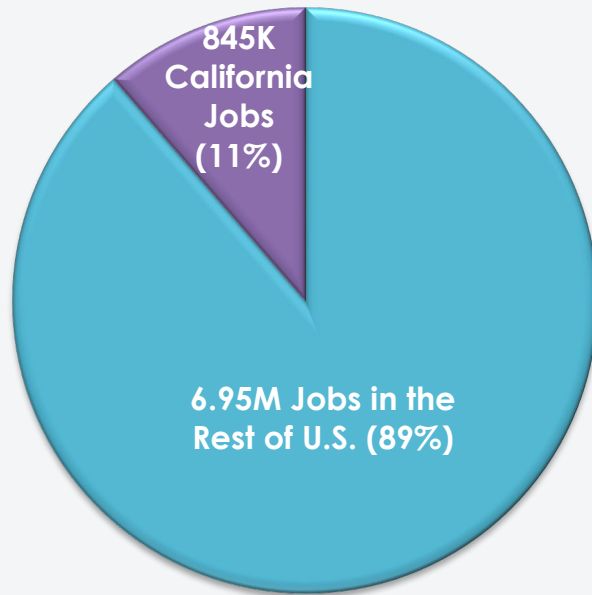
Foreign Trade Zones(FTZ) in California

Benefits:

- Duty deferral
- Duty exemptions
- Inverted tariff
- Streamlined logistics
- Fees waived on scrap/waste
- Imported goods may be held indefinitely

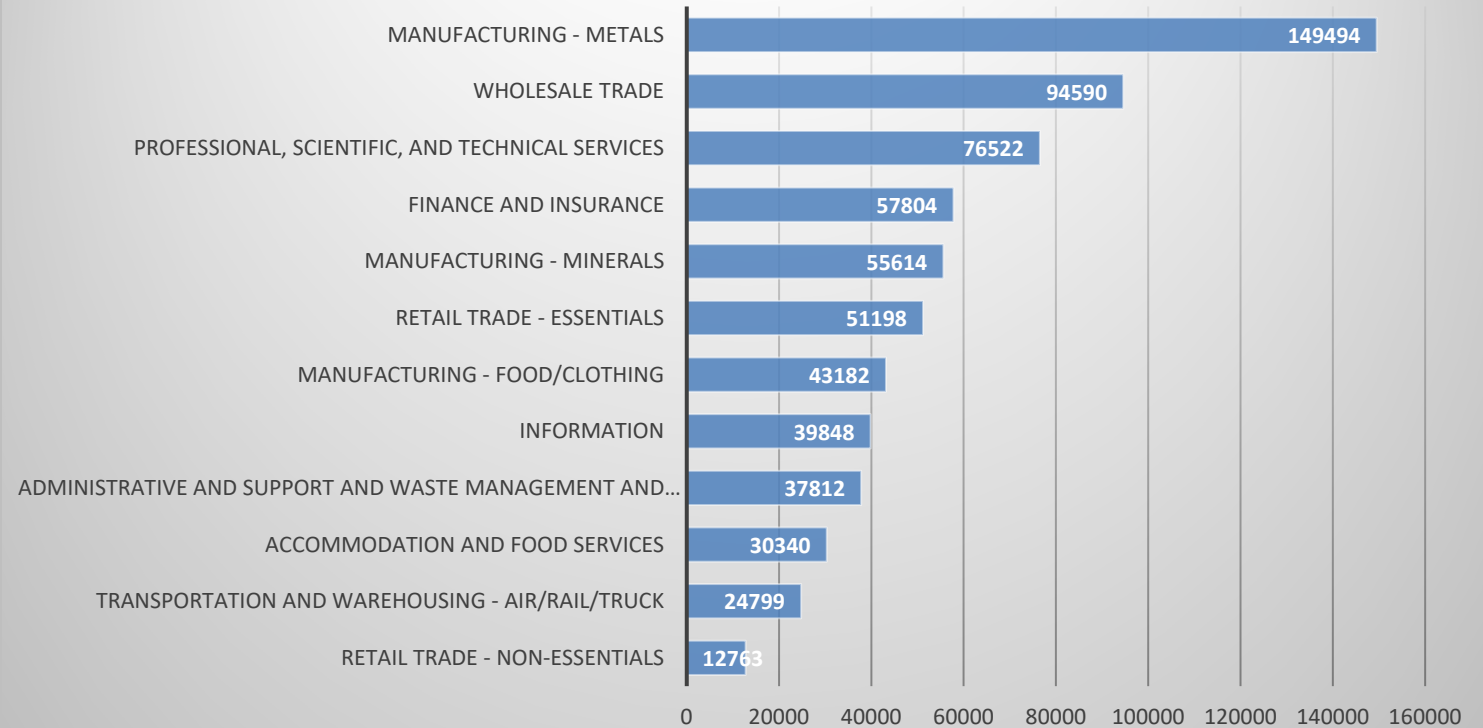


Foreign Direct Investment



[Download 2020 California FDI Report](#)

JOBS AT FOREIGN-OWNED ENTERPRISES BY INDUSTRY SECTOR



Japanese Business in California



NO. 1
JAPAN

FOREIGN-OWNED ENTERPRISES (FOEs)

FOE JOBS

121,223

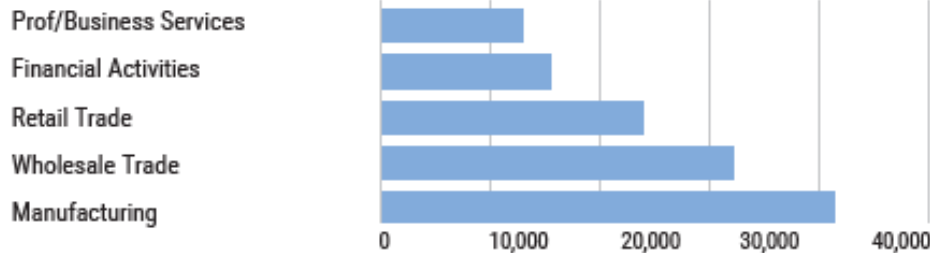
FOE FIRMS

3,880

ESTIMATED WAGES

\$10,988M

JAPANESE FOE JOBS BY SECTOR



JAPANESE FOEs BY REGION AND IN LOS ANGELES COUNTY

County	Jobs	% of All FOE Jobs	Firms	Est. Wages (\$Millions)
Bay Area	31,106	25.7%	1,084	\$2,869.8
Southern California	86,008	71.0%	2,570	7,735.8
Greater California	4,109	3.4%	226	382.3
<i>Los Angeles County*</i>	39,812	32.8%	1,212	3,608.6
TOTAL	121,223	100.0%	3,880	10,987.9

*LA County estimates are not included in total

California Industry Highlight



INFORMATION
TECHNOLOGY



BIOTECH AND LIFE
SCIENCES



CLEAN ENERGY



MANUFACTURING

Information Technology



1.9 million Tech jobs, employing 9.7% CA workforce. **No.1** state in Tech employment and job gains.



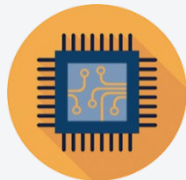
66,084 Tech companies in California. Technology industry impact **18.1%** of California's economy.



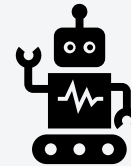
19,940 Computer Hardware Engineers in California, with annual mean wage \$142,090 USD.



No.1 state by innovation rank and number of tech businesses establishment.



4 of 18 National Science and Technology Labs.



Leading tech industry sectors: IT and custom software service, Tech manufacturing, R&D, Testing and Engineering, Telecommunication and internet service, software.

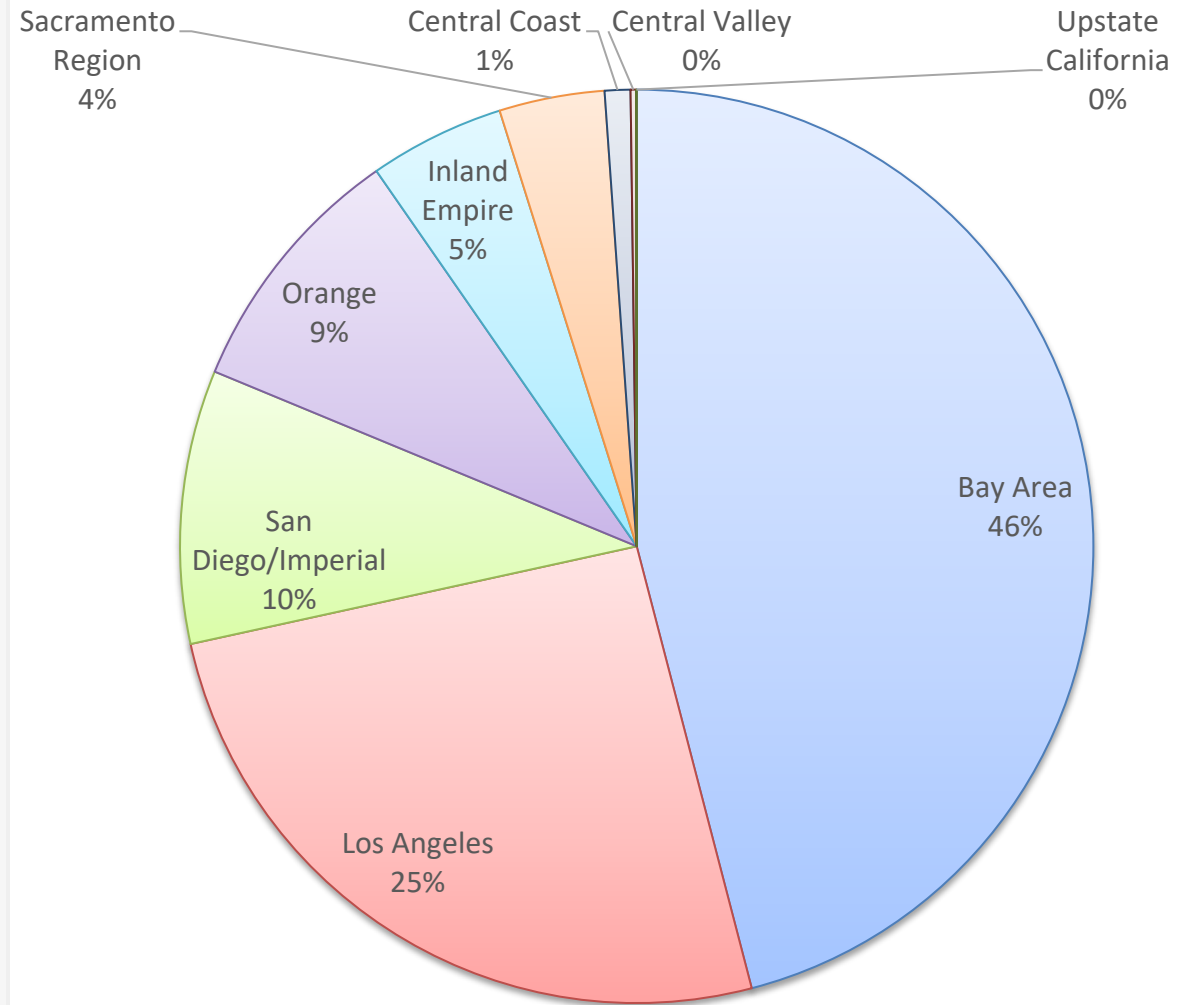


\$40.2 billion Computer & Electronics and \$8.8 billion computer equipment exports in 2019.

ICT Cluster in California

- 52 of Forbes Cloud 100, the 100 world's top private cloud companies are from California.
- 32 of Forbes AI 50, the 50 American's most promising artificial intelligence companies are from California.
- 28 of Forbes Fintech 50, the 50 most Innovative Fintech companies are from California, 19 of which are in San Francisco.

FDI Distribution in Computer and Electronic Product Manufacturing



Biotech and Life Sciences



323,723 Direct Employment
621,100 Indirect & Induced Employment



No.1 State for Bioscience Patents



\$123,000 Average Salary



1,380 New Medicines in Clinical Trials, Including COVID-19 Therapies and Vaccines



3,766 Total Life Sciences Companies in California
1,805 Biotech and Pharmaceutical Companies
1,961 Medical Equipment and Device Manufacturing companies



\$218 million in Smart Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) funding to Start-up company in CA

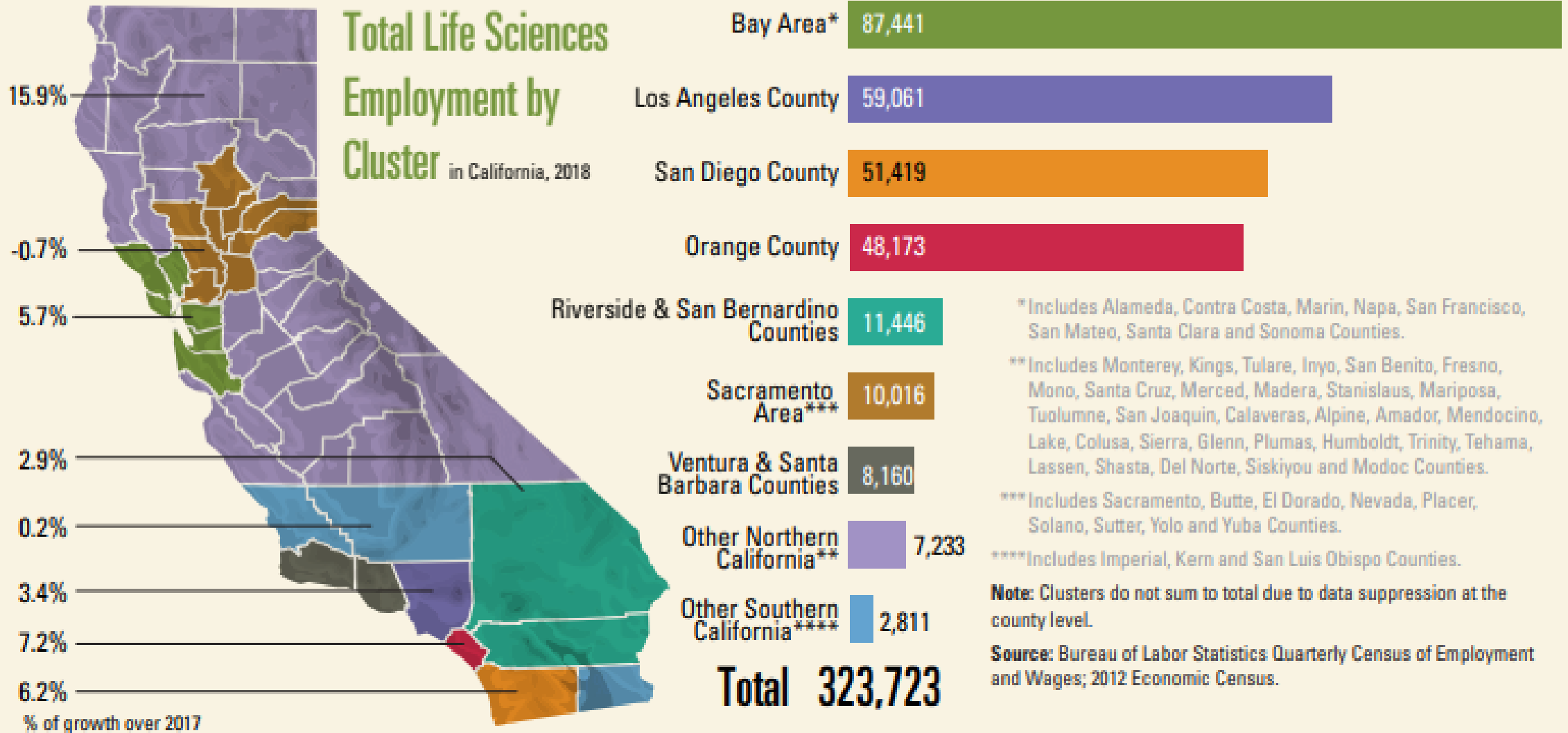


\$6.5 Billion in Venture Capital
\$4.5 Billion in NIH Grant Funding



10 of the World Top 100 universities
29 Community Colleges with Biotech Training Programs

Life Sciences Industry Clusters



Region	Top 3 Sector	Average Wage	Digital Health VC Investment	Life Science VC Funding	Top Institutions for NIH Funding
San Francisco Bay Area	R&D and Testing Lab Medical Device Biopharmaceuticals	\$178,369	3.6 Billion	5.6 Billion	UCSF Stanford UC Berkeley
Los Angeles County	Wholesale Trade Academic Research Medical Device	\$83,146	87 Million	52 Million	UCLA USC CalTech
San Diego County	R&D and Testing Lab Medical Device Biopharmaceuticals	\$127,753	36 Million	1.45 Billion	UC San Diego Scripps Research SBP
Orange County	Medical Device Wholesale Trade R&D and Testing Lab	\$ 93,289	16 Million	296 Million	UC Irvine
Sacramento Area	Biopharmaceuticals Medical Device Wholesale Trade	\$134,345	39 Million	122 Million	UC Davis
Ventura & Santa Barbara Counties	Biopharmaceuticals Medical Device Wholesale Trade	\$106,372	112 Million	7.6 Billion	

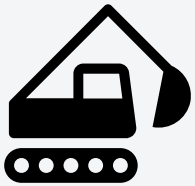
Clean Energy



536,919 clean jobs, employing 3% CA workforce.



1/6 U.S clean energy jobs are in California. More than **1/3** of U.S. solar energy jobs are in California



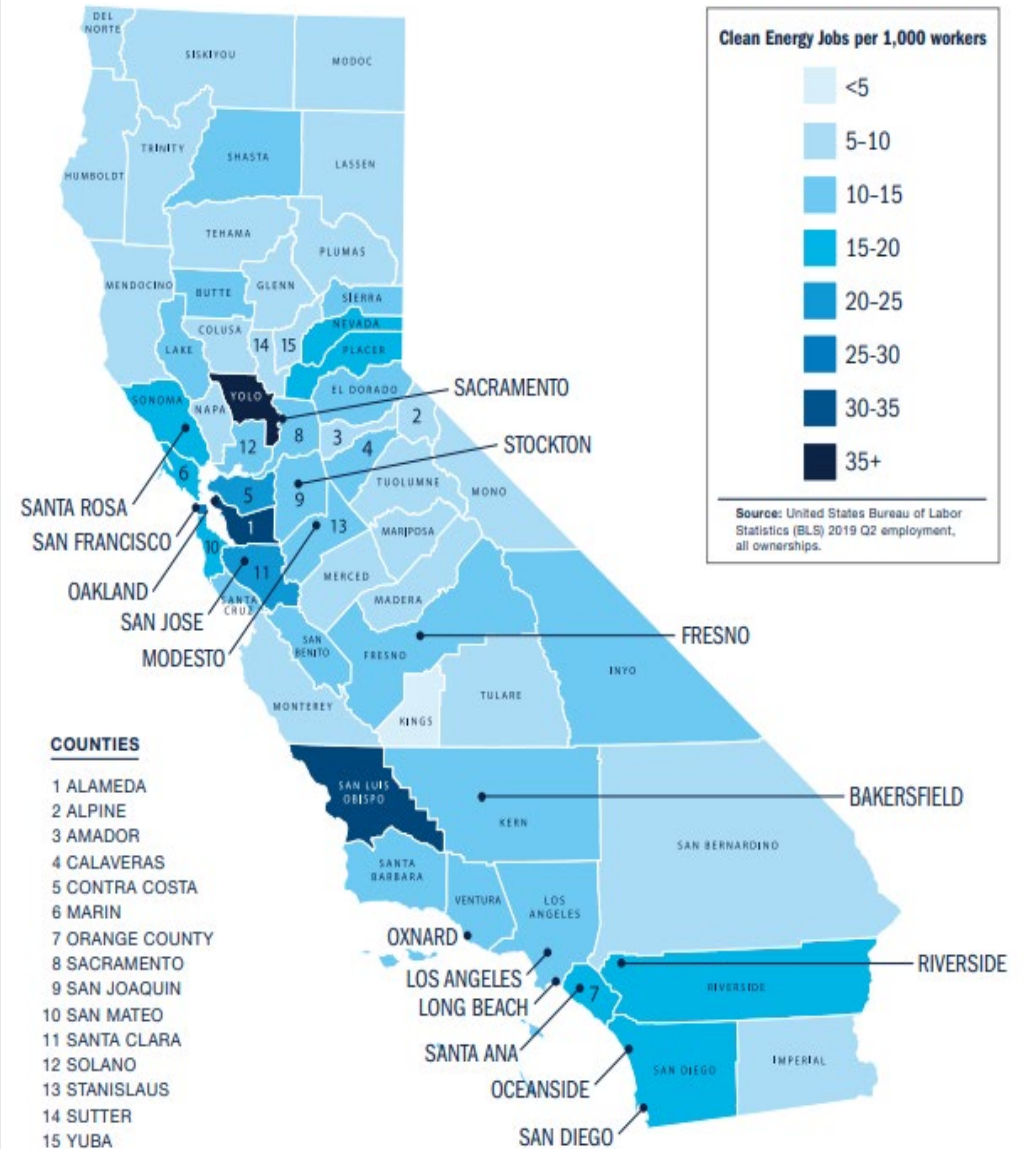
54% of all energy jobs in CA are in clean energy industries(6X more than fossil fuels). **1/3** California construction workers are employed in Clean Energy.



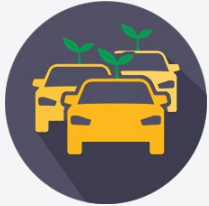
California Goal: 100% carbon-free electricity by 2045 and economy-wide carbon neutrality by 2045.

SHARE OF TOTAL COUNTY EMPLOYMENT

3% of all jobs in California were in clean energy industries³



Zero Emission Vehicle(ZEV)



No.1 ZEV market in U.S.
763,816 ZEV sales in CA through June 2020, **45%** of total US EV sales.



\$7 Billion ZEV Export in 2019, 10x rest of U.S



Build **200** hydrogen fueling stations and **250,000** Plug-in electric chargers to support **1.5 million** ZEVs by 2025.



First in the world rule on Zero-emission- trucks

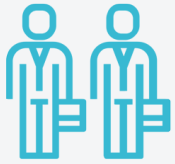


2035 Goal

Executive Order N-79-20

- 1. 100%** of in-state sales of new passenger cars and trucks will be zero-emission by **2035**.
2. 100% zero-emission medium and heavy-duty vehicles in the state by 2045 where feasible and by 2035 for drayage trucks.
3. 100% zero-emission off-road vehicles and equipment by 2035, where feasible.

Manufacturing



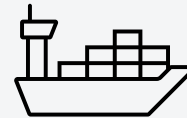
1.3 Million Manufacturing Jobs
employing 7.7% of the workforce



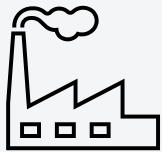
No.1 State in manufacturing
firms, jobs and output



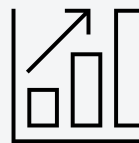
\$110,000 Average salary



\$150 Billion in manufactured goods
exports in 2019.



35,321 Manufacturing firms



19.4% Job growth in Aerospace
manufacturing in 2019.
15.5% Job growth in Pharmaceutical
and Medicine manufacturing in 2019.



\$316.76 Billion Total
Manufacturing Output



Top CA manufacturing sectors: Computer
and Electronics, Chemicals, Food and
Beverage, Aerospace and Transportation

Manufacturing Support Statewide



Collaboration
More than 25 manufacturing focused partners that deliver a broad range of assistance in both urban and rural areas





Business Opportunity

Helping Business Thrive



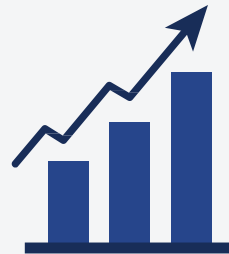
Site Selection



Investment Attraction



Permit Support



Business
Investment Services



International Affairs
and Trade

Business Incentive Programs



**Leveraging tax
credits and
incentives**



**Providing effective
financing solutions**



**Helping
companies upskill
and reskill**

Contact US

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