

* Current Year
 ** Life of the Company

Marina Technology Cluster
 Economic Impact Survey
 June 30, 2008

Company	Number of Companies *			Employees* (Includes contract employees)			Wages Paid*			Technologies or Services Commercialized**			Equity Capital Raised**			Debt Capital Raised**			Actual Revenues*			Projected Revenues*		
	'05	'06	'07	'05	'06	'07	'05	'06	'07	'05	'06	'07	'05	'06	'07	'05	'06	'07	'05	'06	'07	'06	'07	'08
Total Graduate Companies	4	4	4	24	26	24	\$ 1,935,000	\$ 2,275,000	\$ 2,495,000	3	6	8	\$ -	\$ -	\$ -	\$ 520,000	\$ 300,000	\$ 1,350,000	\$ 21,527,000	\$ 23,050,000	\$ 26,700,000	\$ 25,135,000	\$ 26,985,000	\$ 31,385,000
Total TIG Residents	5	11	13	5	25	37	\$ 133,000	\$ 332,200	\$ 566,000	5	5	8	45,000	57,000	569,200	\$ 125,000	\$ 120,000	\$ 288,500	\$ 349,000	\$ 695,350	\$ 1,213,200	\$ 880,000	\$ 1,450,000	\$ 2,395,000
Total Non-Tig Residents	5	6	3	10	15	13	\$ 610,000	\$ 735,000	\$ 785,000	4	4	6	900,000	1,070,000	1,270,000	\$ 285,000	\$ 285,000	\$ 285,000	\$ 2,350,000	\$ 2,355,000	\$ 3,325,000	\$ 3,500,000	\$ 4,300,000	\$ 4,500,000
Total	14	21	20	39	66	74	\$ 2,678,000	\$ 3,342,200	\$ 3,846,000	12	15	22	945,000	1,127,000	1,839,200	\$ 930,000	\$ 705,000	\$ 1,923,500	\$ 24,226,000	\$ 26,100,350	\$ 31,238,200	\$ 29,515,000	\$ 32,735,000	\$ 38,280,000

Aggregate Survey Results

The above numbers reflect the economic impact of the current and graduate companies of the Marina Technology Cluster. From the 20 resident and graduate companies of the incubator, 74 employee and contract jobs have been created which pay wages of more than \$3.8 million. 22 technologies and services have been commercialized in the Marina/Monterey region. These companies have raised equity capital of more than 1.8 million and have garnered loans and other debt capital of nearly \$2 million. 2007 revenues for these dynamic companies were more than \$31 million, and revenues for 2008 are projected to exceed \$38 million.

Graduate Companies

Four Graduate companies have created and retained 24 jobs, are paying wages of nearly \$2.5 million and have commercialized 8 technologies. These companies accomplished these levels of economic development with no outside investment. They did raise more than \$1.3 million in loans. 2007 revenues for these 4 companies total nearly \$27 million, and revenues for 2008 are expected to top \$31 million.

Resident Targeted-Income-Group (TIG) Companies -- Community Development Block Grant (CDBG)

Thirteen companies operated in the incubator in 2007 as microenterprises owned by TIG qualified individuals. These companies are funded in part by the City of Marina's CDBG grant. Between them, they have created 37 contract and employee jobs, pay \$566 thousand in wages and have commercialized 8 technologies and services in Web-based software and renewable energy. They have raised more than \$500 thousand in equity capital and in excess of \$288 thousand in loans and other debt. Their revenues for 2007 were \$1.2 million, and in 2008 their projected revenues exceed \$2.3 million. An additional 45 non-resident, TIG companies are being assisted at the incubator with entrepreneurial training, education and one-on-one assistance through our non-resident training program funded by CDBG.

Resident Non-Targeted-Income-Group (TIG) Companies

Of the companies resident in the incubator, 3 did not receive assistance from the CDBG grant and are not owned by TIG individuals. These 3 companies created 13 contract and employee jobs at the incubator and paid \$785 thousand in wages and contracts in 2007. These entrepreneurs have commercialized 6 new technologies in GPS, Web-based software and agricultural technology. They have raised \$1.27 million in equity capital and \$285 thousand in debt capital. Revenues for 2007 were more than \$3.3 million and are expected to reach \$4.5 million in 2008.