

**Marina Technology Cluster
Economic Impact Report
April 2009**

	Aggregate totals through	Graduate TIG Companies	Graduate Non-TIG Companies	TIG Residents	Non-TIG Residents	Total Graduate Companies	Total Resident Companies	Total All Companies
Number of Companies*	2005	0	4	5	5	4	10	14
	2006	0	4	11	6	4	17	21
	2007	0	4	12	3	4	15	19
	2008	1	4	8	5	5	13	18
Employees* (Includes contract employees)	2005	0	24	5	10	24	15	39
	2006	0	26	25	15	26	40	66
	2007	0	24	36	13	24	49	73
	2008	1	27	25	16	28	41	69
Wages Paid*	2005	\$ -	\$ 1,935,000	\$ 133,000	\$ 610,000	\$ 1,935,000	\$ 743,000	\$ 2,678,000
	2006	\$ -	\$ 2,275,000	\$ 332,200	\$ 735,000	\$ 2,275,000	\$ 1,067,200	\$ 3,342,200
	2007	\$ -	\$ 2,495,000	\$ 531,000	\$ 785,000	\$ 2,495,000	\$ 1,316,000	\$ 3,811,000
	2008	\$ 100,000	\$ 2,506,000	\$ 457,231	\$ 785,000	\$ 2,606,000	\$ 1,242,231	\$ 3,848,231
Technologies or Services Commercialized**	2005	0	3	5	4	3	9	12
	2006	0	6	5	4	6	9	15
	2007	0	8	8	6	8	14	22
	2008	0	9	4	10	9	14	23
Equity Capital Raised**	2005	\$ -	\$ -	\$ 45,000	\$ 900,000	\$ -	\$ 945,000	\$ 945,000
	2006	\$ -	\$ -	\$ 57,000	\$ 1,070,000	\$ -	\$ 1,127,000	\$ 1,127,000
	2007	\$ -	\$ -	\$ 464,200	\$ 1,270,000	\$ -	\$ 1,734,200	\$ 1,734,200
	2008	\$ -	\$ -	\$ 543,200	\$ 670,000	\$ -	\$ 1,213,200	\$ 1,213,200
Debt Capital Raised**	2005	\$ -	\$ 520,000	\$ 125,000	\$ 285,000	\$ 520,000	\$ 410,000	\$ 930,000
	2006	\$ -	\$ 300,000	\$ 120,000	\$ 285,000	\$ 300,000	\$ 405,000	\$ 705,000
	2007	\$ -	\$ 1,350,000	\$ 288,500	\$ 285,000	\$ 1,350,000	\$ 573,500	\$ 1,923,500
	2008	\$ -	\$ 1,470,000	\$ 338,500	\$ 285,000	\$ 1,470,000	\$ 623,500	\$ 2,093,500
Actual Revenues*	2005	\$ -	\$ -	\$ 274,000	\$ 2,350,000	\$ -	\$ 2,624,000	\$ 2,624,000
	2006	\$ -	\$ 23,050,000	\$ 695,350	\$ 2,355,000	\$ 23,050,000	\$ 3,050,350	\$ 26,100,350
	2007	\$ -	\$ 26,700,000	\$ 1,162,200	\$ 3,325,000	\$ 26,700,000	\$ 4,487,200	\$ 31,187,200
	2008	\$ 100,000	\$ 33,925,000	\$ 1,015,554	\$ 2,215,000	\$ 34,025,000	\$ 3,230,554	\$ 37,255,554
Projected Revenues*	2005	\$ -	\$ 25,135,000	\$ 880,000	\$ 3,500,000	\$ 25,135,000	\$ 4,380,000	\$ 29,515,000
	2006	\$ -	\$ 26,985,000	\$ 1,450,000	\$ 4,300,000	\$ 26,985,000	\$ 5,750,000	\$ 32,735,000
	2007	\$ 100,000	\$ 31,385,000	\$ 2,195,000	\$ 4,500,000	\$ 31,485,000	\$ 6,695,000	\$ 38,180,000
	2008	\$ 125,000	\$ 27,035,000	\$ 2,251,000	\$ 3,660,000	\$ 27,160,000	\$ 5,911,000	\$ 33,071,000

* Current Year

** Life of the Company

Aggregate Survey Results

The above numbers reflect the economic impact of the current and graduate companies of the Marina Technology Cluster. 18 resident and graduate companies of the incubator reported in 2009. These companies created 69 employee and contract jobs, down from the previous year that reported 73 jobs. Wages paid for 2008 were \$3.85 million, up from \$3.81 million the previous year. 23 technologies and services have been commercialized in the Marina/Monterey region. These companies have raised equity capital in excess of \$1.2 million and have garnered loans and other debt capital in excess of \$2 million. 2008 revenues for these dynamic companies were more than \$37 million, up from \$31 million the previous year and nearly reaching last year's projected revenues of \$38 million. Revenues for 2009 are projected to reach \$33 million.

Graduate Self-Funded Companies

Four Graduate non-grant-supported companies have created and retained 27 jobs, up from 24 in 2007, are paying wages of \$2.5 million and have commercialized 9 technologies. These companies accomplished these levels of economic development with no outside investment. They did raise more than \$1.4 million in loans. 2008 revenues for these 4 companies total nearly \$34 million, up from nearly \$27 million in 2007, and revenues for 2009 are expected to top \$27 million, despite the recession.

Graduate Grant-Supported Companies

One grant-supported, targeted-income-group (TIG)-owned graduate company had 1 employee, for a total between the two graduate groups of 28 employees. The company paid \$100 thousand in wages, with no equity or debt capital. Annual revenues in 2008 were \$100 thousand.

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

Eight companies operating in the incubator in 2008 as microenterprises owned by TIG qualified individuals reported in 2009. These companies are funded in part by the City of Marina's CDBG grant. Between them, they have created 25 contract and employee jobs, pay \$457 thousand in wages and have commercialized 4 technologies and services in Web-based software and renewable energy. They have raised more than \$543 thousand in equity capital and in excess of \$338 thousand in loans and other debt. Their revenues for 2008 were in excess of \$1 million, and in 2009 their projected revenues exceed \$2.2 million. An additional nearly 70 non-resident, TIG companies were assisted at the incubator with entrepreneurial training, education and one-on-one assistance through our non-resident training program funded by CDBG.

Resident Companies (Non-TIG)

Of the companies resident in the incubator, 5 did not receive assistance from the CDBG grant and are not owned by TIG individuals. This number is up from 3 last year, as the incubator strategically lessens its dependence on grant funding. These 5 companies created 16 contract and employee jobs at the incubator, up from 13 in 2007, and paid \$785 thousand in wages and contracts in 2008. These entrepreneurs report having commercialized 10 new technologies in GPS, Web-based software and agricultural technology. They have raised \$670 thousand in equity capital and \$285 thousand in debt capital. Revenues for 2008 were more than \$2.2 million and are expected to reach \$3.6 million in 2009.