



2014



**INNOVATION
OPPORTUNITY
IMPACT**





IMPACT

We are the Technology Alliance,
a statewide, not-for-profit organization of leaders
from Washington's innovative businesses and
research institutions united by our vision of a vibrant,
technology-based innovation economy that
benefits all of our state's citizens.

We are forward-thinking, organizing our work around
the drivers of Washington's long-term competitiveness:
an educated workforce, strong research capacity, and a robust
entrepreneurial environment. Through programs, events,
data analysis, and policy activities, the Technology Alliance
works to support the growth of our high-impact
industries; the creation of high-wage jobs; and
economic prosperity for our entire state.



WE CONNECT

We connect Washington's innovation community to advance commercialization and entrepreneurial excellence.

Our Innovation Showcase program bridges the gap between research and commercialization by providing a forum for innovators to connect with a community of investors, entrepreneurs, and service providers with the expertise to move early stage technologies out of the laboratory and into the marketplace. Since 2009, the program has showcased more than 70 companies formed in Washington State to commercialize new technologies. Presenting companies have gone on to secure additional grants, angel or venture investment, regulatory approval, and strategic partners or advisors.



WE ADVOCATE

We advocate for policies that support academic achievement, public and private sector innovation, and new company growth.

The Technology Alliance is a respected voice on behalf of our state's innovation community. We benchmark Washington's competitive position relative to our peer states to enable policymakers, educators, and the public to gauge our progress in elevating K-12 achievement and higher education attainment, strengthening our research enterprise, and fostering technology-based economic growth. We also produce periodic reports that measure the vital contributions of our innovative industries to Washington's economy.

Using data to inform our work, the Technology Alliance identifies and advocates for policies and investments that create a climate in which innovative companies and institutions can grow and thrive. Together with our regional and statewide partners, we focus on priorities that will ensure Washington wins in the race for talent, ideas, and investment.



WE INSPIRE

We inspire appreciation for the contributions of Washington's world-class researchers and technologists.

Our Science & Technology Discovery Series offers the broader community an opportunity to learn about new discoveries and cutting-edge technologies directly from our state's leading scientists and innovators. Since 1997, more than 160 presenters have shared the results of their latest work with our audience of business and civic leaders, demonstrating the importance of strong public and private sector research in our state.



WE CULTIVATE

We cultivate strategies that enhance economic opportunity for our citizens and address our growing workforce needs.

The Technology Alliance has a long and respected track record of identifying needs in our innovation ecosystem and taking the lead in developing solutions. In response to a shortage of technical talent in our state, we created the Youth Apps Challenge and Ada Developers Academy.

The Youth Apps Challenge engages middle and high school students and educators in hands-on computer science learning. Curriculum and resources adapted from Apps for Good are provided for use in school, after school, or through a summer program, and training is provided to teachers interested in offering apps development in their classrooms. The Ada Developers Academy targets an acute and ongoing shortage of local software developer talent while addressing the gender imbalance within the industry. Ada offers six months of intensive classroom instruction in programming, followed by an immersive internship experience at a local company, to highly capable women seeking a new career in software development.

Technology-based industries are Washington's high-growth industries

More than 460,000 people were employed in Washington's technology-based industries in 2013. Technology-based companies and institutions directly employed 419,817; another 40,425 jobs were held by the self-employed, mostly in management and technical consulting, architecture and engineering, and various computer services. Technology-based industries accounted for 13.9% of total Washington employment last year, with a combined payroll exceeding \$55 billion.

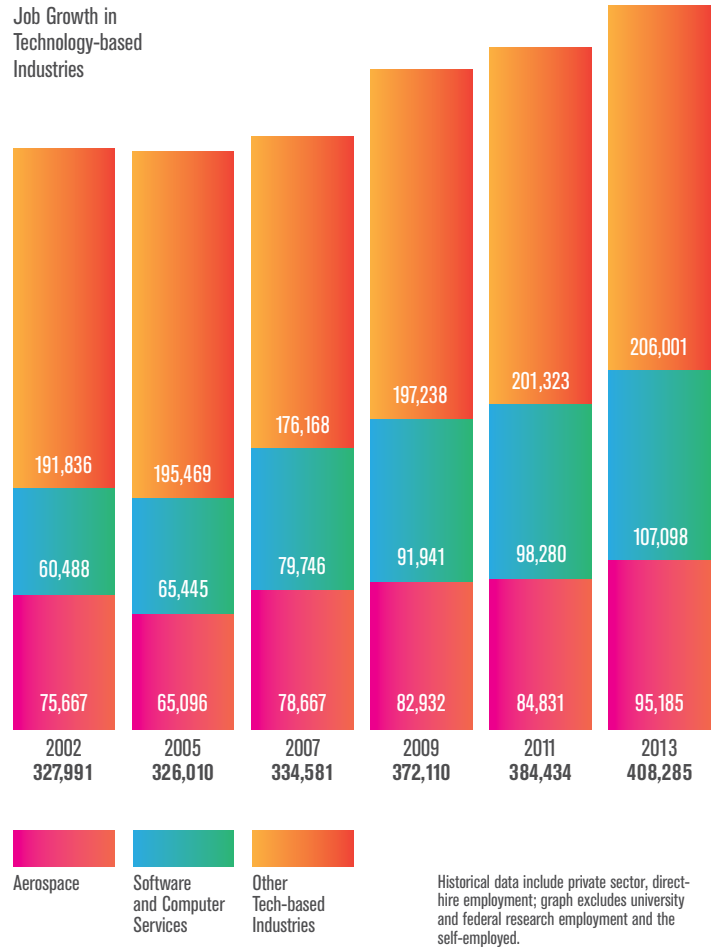
Aerospace represents the largest single industry share of technology-based jobs, directly employing more than 95,000 people. Software and other computer services industries, combined, employ more than 107,000* – an increase of 897% since 1988. Technology-based employment as a whole grew by 112% over the same period, compared to 46% growth in other Washington industries. The Washington State Employment Security Department projects employment in technology-based industries, as defined in this report, will grow more than 20% between 2011 and 2021.

Technology-based industries are Washington's job-creating industries

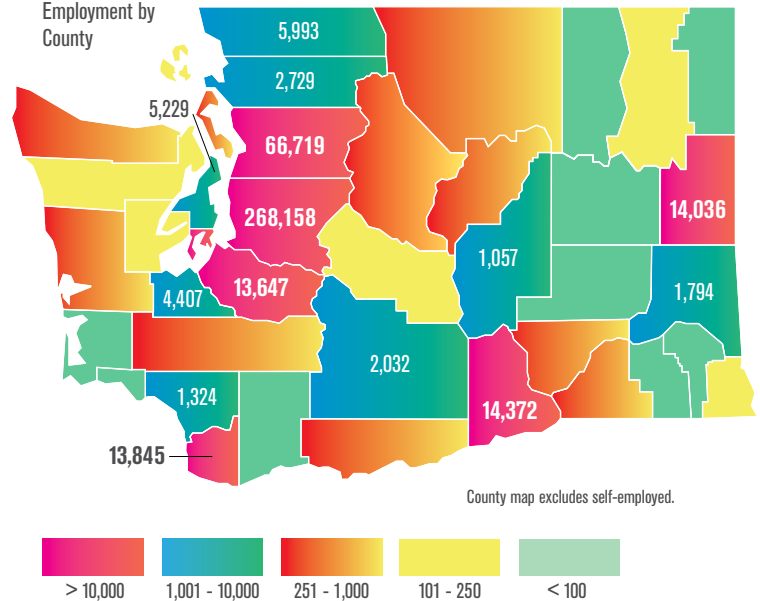
Technology-based employment, sales, and related economic activity support nearly 1.4 million jobs in Washington – approximately 42% of total employment – and generate an estimated \$102.8 billion in wages and other compensation across all sectors of our economy. For every 100 technology-based jobs, an additional 200 jobs are created in our state in other industries, including professional services, construction, recreation, and retail.

The benefits of technology-based employment and its multiplier effects extend across the state. Fourteen counties have more than 1,000 direct-hire technology-based jobs; significant concentrations (more than 10,000 jobs) are found in Benton, Clark, King, Pierce, Snohomish, and Spokane counties.

Job Growth in Technology-based Industries



Technology-based Employment by County



* Figure covers private sector, direct-hire employees only; it excludes the self-employed.



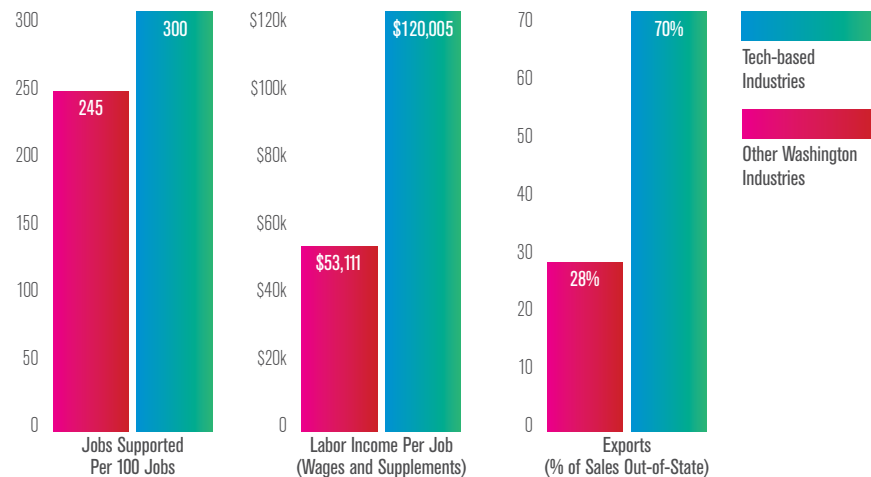
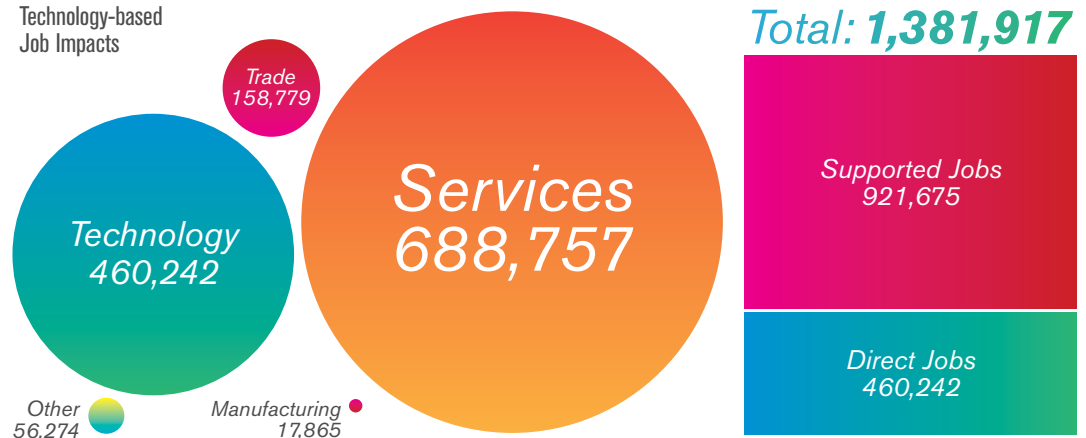
Technology-based industries are Washington's high-impact industries

Sales of technology-based goods and services totaled more than \$220 billion in 2013. Technology-based industries are significant contributors to our state's export base, with 70% of sales outside of Washington, compared to 28% in other industries.

Our innovative companies and institutions directly generated \$802 million in state business and occupation taxes last year. Cumulative business and sales tax revenues collected by state and local governments from technology-based industries and supported economic activity in other sectors exceeded \$6.9 billion.



Technology-based Job Impacts



What is a technology-based industry?

Technology-based industries generate new knowledge, products, and services based on innovation. With a few exceptions, this report covers industries having a minimum of 16.6% of their workforce engaged in occupations classified as research and development by the U.S. Bureau of Labor Statistics, a threshold that is twice the state average for all industries. Examples include aerospace, chemicals, and computer

and electronics manufacturing; software publishing; architecture and engineering; scientific research and development; and telecommunications. For a detailed explanation, see the May 2014 publication, *The Economic Impact of Technology-Based Industries in Washington State (2013)* by William B. Beyers, available online at www.technology-alliance.com.



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