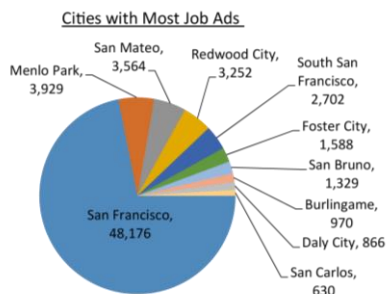


SAN MATEO COUNTY ECONOMIC & INDUSTRY OVERVIEW SEPTEMBER 2018

Employment and Business Dynamics

- Unemployment rate in San Mateo County is at a revised 2.3%
- San Mateo County ranks #1 in the lowest unemployment rate by county in the state. Marin is #2; San Francisco is #2; Santa Clara is #4; Alameda is #8 and Contra Costa is #10
- The current unemployment rate in CA is 4.3% and in the U.S. it is at 3.9%
- 10,300 are unemployed in San Mateo County out of a labor pool of 454,500
- Between July 2018 and August 2018, the total number of jobs in the counties of San Francisco and San Mateo increased in the following sectors:
 - The largest employment growth came from the Government sector with 1,900 jobs
 - Finance and insurance added 700 jobs, while real estate and rental/leasing grew to 300 additional jobs
 - 800 jobs increased equally in construction, trade, transportation, utilities and retail trade sectors
- As of September 2018 the most recent job ads for San Francisco and San Mateo counties are Software Developers (Applications), Marketing Managers, Web Developers, Market Research Analysts and Marketing Specialists, Information Technology Project Managers, Medical Scientists except Epidemiologists, Retail Salespersons, , First-Line Supervisors of Office and Administrative Support Workers, Registered Nurses, First-Line Supervisors of Retail Sales Workers



Legend

Bay Area – Alameda, Contra Costa, Marin, San Francisco, San Mateo Counties and City of Palo Alto
Silicon Valley – San Mateo, Santa Clara, Alameda Counties



Industry Information

- 16 of the top 100 fastest growing private companies headquartered in Silicon Valley are located in San Mateo County
- 10 of the top 50 largest software companies in the Bay Area are headquartered in San Mateo County
- 14 of the top 25 venture capital funded biotech companies (total venture capital funding disclosed) in the Bay Area have facilities in San Mateo County
- 14 of the top 25 largest venture capital firms (ranked by revenue) in the Bay Area are located in San Mateo County
- 12 of the top 25 of the largest biotech companies in the Bay Area have facilities in San Mateo County
- 6 of the top 25 largest private equity firms (ranked by total capital under management) in the Bay Area have offices in San Mateo County
- 5 of the top 15 largest Initial Public Offering in the Bay Area are headquartered in San Mateo County

Real Estate (Commercial)

- San Mateo County overall vacancy in the third quarter of 2018 stood at 3.99%
- Net absorption for Q3 2018 stood at (388,857)
- During Q3 2018:
 - Office Rent (FS) is at \$5.31 per square foot
 - R&D Rents (NNN) is at \$4.31 per square foot
 - Industrial Rent (NNN) is at \$1.49 per square foot

Venture Capital Industry (National Statistics)

- The life science industry gained an average price increase of 110%, making it the strongest valuation result for Q3
- Cross-sector deals made up more than 1/3 of US transactions
- \$28 billion was raised by venture capital-backed companies across 1,229 deals in the third quarter, a 17% rise from Q2
- A total of 16 new venture-capital backed companies achieved the *unicorn** status in Q3 2018, marking a quarterly record for Q3 unicorns

Sources

- Bureau of Labor Statistics
- Cushman & Wakefield
- Colliers International
- Dow Jones – Venture Capital Report
- Fenwick & West – Venture Capital Survey
- Fortune 500 Daily & Breaking Business News
- National Venture Capital Association
- PwC/CB Insights
- California Employment Development Department (EDD)
- SAMCAR
- San Francisco Business Times
- Terranomics (The Retail Division of BT Commercial)
- The Conference Board
- WANTED Technologies
- Silicon Valley/San Jose Business Journal

**Unicorns - private companies valued at \$1 billion or more*