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Neal Bloom & Ray Freiwirth

## Bios



| Ray       | Frais | Arth (1) |  | Neal Bloom:   |
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The Commons XR

IP Attorney

Entrepreneur

Qualcomm

B.S. EE - Syracuse U

J.D. - Brooklyn Law

**Aerospace Engineer** 

Entrepreneur - Ed Tech/HR

Tech

**Board Member** 

Startup San Diego, SDVG

Portfolium, Pathbrite, Hired

## Economic Development Stats, US



Perceptions of Ability & Risk Matter (2016)

57% of US adults perceived enough opportunity to launch

55% perceived enough skills

33% feared risk of failure



## 1:200

San Diegan's started a business in '17 (4th, US metros)

## Community Voices: Two Types of Needs

| E | cosystem - Resources |
|---|----------------------|
|   | Capital              |
|   | Talent               |
|   | Clients              |
|   | Biz Admin            |

| <b>Community - Connection</b> |
|-------------------------------|
| Sage Advice                   |
| Focused Events                |
| Brand Awareness               |
| Collaboration                 |

### Entrepreneurs' Journey in San Diego Today



### Resources



StartupSD.org/Resources - Front door to startup resources

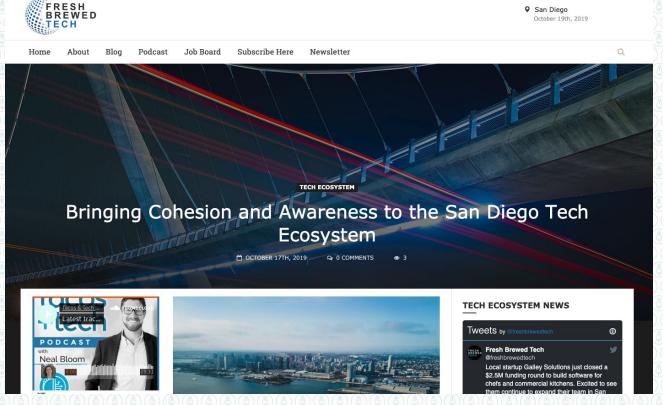
StartupSD.org/Slack - Online community

SanDiegoStartupWeek.com - Yearly entrepreneur & tech conf.

SanDiegoStartupMap.com - Visual list of startups

SanDiegoTechHub.com - North County tech employment

# Evangelism-as-a-Service FreshBrewedTech.com



#### ORANGE COUNTY TECH ECOSYSTEM NEWS

Synoptek LLC on target for \$100M in sales this year

Irvine's Alteryx reports Q2 sales up 59%, beating analyst estimates

Costa Mesa gaming startup Cafrino to seek \$1M in Series A round

Mission Viejo-based brewing startup BrewFirst seeks \$1.5M in Series C round

Irvine's Ingram Micro <u>announces</u> global competition for early stage independent software vendors

Irvine-based Futurus Group partners with DonorSearch on AI-powered fundraising

British life sciences companies choose Irvine for corporate headquarters

Edwards Lifesciences to create hundreds of new jobs with large expansion

Irvine's Specright names new COO Mike Gaffney and CTO Ayman Shoukry

### ACQUISITIONS

Irvine-based Breathe Technologies by Hill-Rom for \$130M

Irvine's Resources Connection acquires Veracity Consulting Group for \$30.6M

Irvine-based HomeUnion <u>bought</u> by Mynd Property Management for an undisclosed amount

InstaMed <u>acquired</u> by JPMorgan Chase & Co. from Newport Beach based private equity firm Carrick Capital Partners for undisclosed terms

Brea-based CoolSys acquires Agape Mechanical for undisclosed terms

#### DEALS

Newport Beach's Gron Ventures raises over \$117M for its first fund

On demand shopping concierge MyShoperoo, based in Aliso Viejo, <u>doubles</u> preseed funding raised to date with another \$150K

Costa Mesa-based CerraCap Ventures <u>secures</u> undisclosed funding from Mexico Ventures into new fund earmarked for early stage investments

#### JOBS SPOTLIGHT

Manager, Channel Marketing, Alteryx (Irvine)

Accounts Payable Specialist, Restaurant365 (Irvine)

Senior Product Manager - Alexa, Amazon (Irvine)

Global Digital Product Manager, Experian (Costa Mesa)



## Questions?



# Thank you!

for helping build a stronger startup ecosystem!
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