

2022 IMPACT REPORT



CONNECT



A Note from Our CEO Mike Krenn

The Connect team takes great pride in the positive impact our organization has led across San Diego. It feels quite remarkable sometimes. But be assured, we're far from done.

Just seven years ago, San Diego was dismissed by VCs as a tech hub. We were a "beach community." A partner at a top-tier venture fund told me flat out he wouldn't consider an investment in San Diego. Today, that same fund has a unicorn investment here.

It's not hyperbole: San Diego has a genuine opportunity to build the next great innovation region for generations to come.

As the data shows, we're already on the path. The future is ours to build. Our audacious goals are doable, if we want them enough, and work collectively.

Every day at Connect, we think about scale, inclusivity, and sustainability. The flywheel of collaboration is already in motion. As more individuals, regional leaders and companies join in - the impact expands exponentially. From Tijuana to North County to the east, we are on track to build a more inclusive and prosperous megaregion.

Let's do this thing, San Diego. Get on the bus with us, and let's show the world how it's done.

Thank you all! - The Connect Team

Building a better San Diego

Together

Connect is an innovation instigator, cultivating life science and tech communities across the region by leveraging our neutral position in the center of the innovation economy.

ADVISING ENTREPRENEURS



CREATING MEANINGFUL CONNECTIONS




DESIGNING for INCLUSION



CONNECT ALL
EMPOWERING DIVERSITY



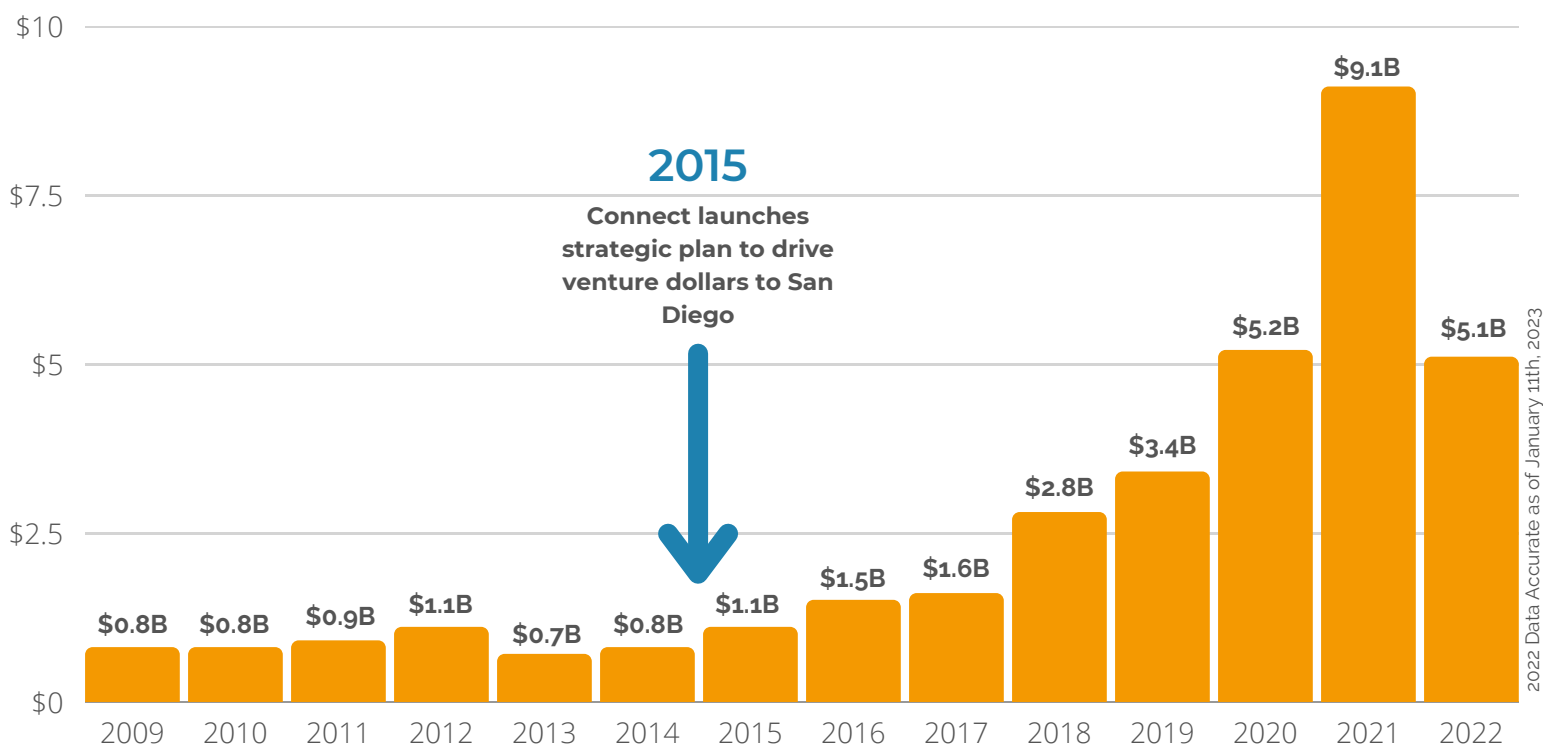
PROVIDING RESOURCES

- SD Fundings
- Community Partnerships
- VC Connection



San Diego Stays Strong in 2022

SD REGIONAL VC INVESTMENT (\$B)

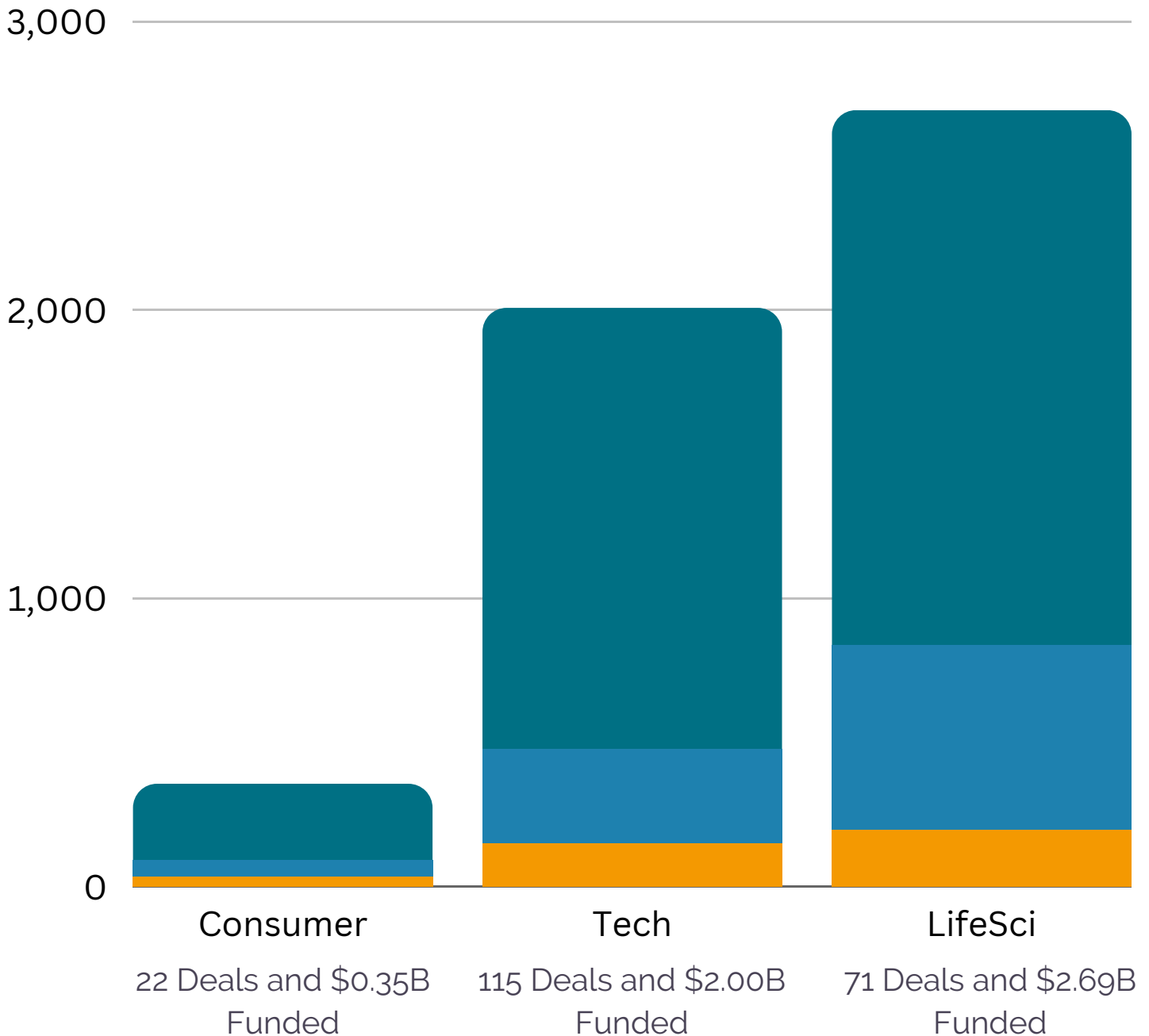


Only Behind Silicon Valley, Boston, LA, NY, and Seattle

Nearly 20% of VC investments
in 2022 were to companies
who have participated
in Connect programs

2022 SAN DIEGO VENTURE FUNDING BY INDUSTRY (\$M)

Seed Series A Growth



Data from Connect.org Funding News

From Beach, "Bench to Bedside," and Beyond

EXPANDING OUR SUPPORT FOR
SAN DIEGO'S LIFE SCIENCE
COMMUNITY THANKS TO THE
GENEROUS SUPPORT OF **THE
CONRAD PREBYS
FOUNDATION**

In 2022...

100+
Companies
Engaged



45+
Startups
Advised



\$350M+
Raised



15
Diverse LS
Leaders
Supported



SPRINGBOARD

Helping San Diego innovation companies grow and scale through a flexible, customized approach with our expertly curated feedback

[Read More](#)



2022

57 Sessions with 44 Unique Companies

THE PROCESS

1

SUBMIT APPLICATION



3

STRATEGIC FEEDBACK



2

CALL W/ THE TEAM



4

STAY CONNECTED

SPRINGBOARD IS POWERED BY



SAN DIEGO STATE UNIVERSITY

Knobbe Martens

WITH GRANTS FROM



SPRINGBOARD COMPANIES IMPACT

SINCE 2005



\$2B+

CAPITAL RAISED



7000+

JOBS CREATED



\$1B+

EXIT VALUE



(858) 964-1300



team@connect.org



www.connect.org

COOL Companies

Matching the fastest, most-exciting startups in Southern California ready to raise Series A with quality venture capital.

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2022 COOL COMPANY HIGHLIGHTS

- 17 tech companies
- 22 life sciences companies
- 2 consumer companies
- 24% female founder/co-founder

3 veterans,
2 LGBTQIA+,
6 living w/
disability

2022 COOL COMPANIES SPONSORS



POWERED WITH GRANTS FROM



INVESTMENTS IN COOL COMPANIES



\$850M+
SERIES A RAISED
(since 2015)



\$915M+
2022 TOTAL CAPITAL
(grants & institutional)



SOUTHERN CALIFORNIA

ENERGY INNOVATION NETWORK

Imperial | Riverside | San Bernardino | San Diego

CONNECT

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The Southern California Energy Innovation Network (SCEIN) is a free program for startups that are developing solutions to help California meet its energy goals.

Southern California Energy Innovation Network (SCEIN) companies surpassed the \$300 million fundraising milestone last year, helping regional companies advance breakthrough clean energy technologies for the benefit of California ratepayers.

The program is the result of a grant from the California Energy Commission awarded in 2016 to help advance California's energy innovation industry.

68

COMPANIES HAVE BEEN SERVED THROUGH SCEIN



In collaboration with our friends at

cleantech
SAN DIEGO

SCEIN COMPANIES

SINCE 2016



\$360M+

CAPITAL RAISED



750+

JOBS CREATED



430+

PATENTS

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SBIR@CONNECT



CONNECT

In partnership with



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SBIR@Connect was created through our partnership with NAVWAR, the Naval Information Warfare Systems Command, to bring more awareness to the SBIR/STTR program, and help foster relationships between government and industry.

The Small Business Innovation Research and Small Business Technology Transfer (SBIR/STTR) Program is a research and development program that gives non dilutive funding to innovation addressing government needs.

141+

ONE-ON-ONE
MEETINGS WITH A
NAVY PROGRAM
EXPERT



SBIR@Connect in Numbers

2020-2022



141+

1-ON-1 MEETINGS



10+

VIDEOS



8

WORKSHOPS



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2022 FIVE•TEN•THIRTY



CONNECT'S INAUGURAL INNOVATION DAY CELEBRATION
TOOK PLACE ON APRIL 28TH AT PETCO PARK AND PEOPLE
ARE STILL TALKING ABOUT IT.



Website Visitors Increased by 83%
Website Pageviews Increased by 104%



Impressions Increased by 139%
Link Clicks Increased by 158%



3,400+
Attendees



100+
Exhibitors



180+
VC's



140+
Angel Investors

"It was an investor meeting marathon! [...] we walked away with a long list of good-fit investors to follow up with!"
-Omnisync

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SoftBank
Investment Advisers

VERTICAL
VENTURE
PARTNERS



CONNECT ALL

EMPOWERING DIVERSITY

Connect is poised and ready to leverage the ecosystem and innovation network we have built over the past 30 years, so that the future of innovation - 5, 10, and 30 years from now - is as diverse and rich as our bi-national region.

Connect All is how we get there.

TALENT



FOUNDERS



IHUB²
ACCELERATING DIVERSITY
in California's Science and Tech Based Economy

LEADERSHIP



building the next generation of diverse innovation leaders

Diversity in the innovation economy needs to happen at all levels, including where decisions are made that can change systems. We know that cross-functional know-how coupled with a solid professional network can help talent soar and contribute to the company's bottom line. In 2022, we launched XEO, with 27 emerging tech and life science leaders, ready to groom San Diego's next generation of diverse, C-level leaders. Inaugural companies included:



supporting diverse founders on the path to venture funding

We know underrepresented founders do not get access to institutional funding nearly as often as traditional startup founders. Thanks to grant partnerships like iHub with The Brink SBDC at USD, and a US EDA grants with Southwestern Community College, we are able to support diverse founders and to design our events with a broader inclusion lens than ever before. This includes providing access to our many community partners dedicated to diversifying innovation like the Jacobs Center for Neighborhood Innovation and UCSD.

deepening a pipeline of leadership from within

It would be disingenuous for us to promote diversity within our amazing regional innovation economy without taking steps to address diversity within our organizational staff and our board leadership. We are proud to say that of our 12-person team, 84% are BIPOC and/or female. We are building a more diverse pipeline for more diverse board leadership representation and we are expanding our reach with long-time supporters to help nurture a new generation of organizational advocates and ecosystem connectors.

One Network United



Connect is part of the San Diego & Imperial SBDC Network, serving entrepreneurs and small businesses with low to no-cost services to support business growth.



\$500M+
In Equity Capital



20,000+
Hours Advising



4,563
Clients Served

Special Thanks to Our Annual Sponsors

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ARISTEA THERAPEUTICS
BDO
BIOMED REALTY
CANALE COMMUNICATIONS
CATALENT
CBRE
COHNREZNICK
COOLEY
CORRELATION VENTURES
COX
CUSHMAN & WAKEFIELD
DELOITTE
DENTONS
DEXCOM
DLA PIPER
DTX PHARMA
ELI LILLY
ERNST & YOUNG
GENERAL ATOMICS
GOODWIN
GUNDERSON DETTMER
HUGHES MARINO
ILLUMINA
INSIGNIAM
INSPERITY
INTERLACED.IO

JAZZ PHARMACEUTICALS
JMI EQUITY
JONES LANG LASALLE
JP MORGAN
KNOBBE MARTENS
KPMG
KYOWA KIRIN
LATHAM & WATKINS
LIFE IN ACTION CARLSBAD
LOCKTON INSURANCE BROKERS
LONGFELLOW
MARSH & MCLENNAN
MAYER HOFFMAN MCCANN
MERRILL LYNCH BANK OF AMERICA
MINTZ LEVIN
MOSS ADAMS
OXFORD FINANCE
PACIFIC WEST BANK
PAPPAS CAPITAL
PERKINS COIE
PILLSBURY
PNC BANK
POINT LOMA NAZARENE UNIVERSITY
PRICEWATERHOUSECOOPERS
PROCOPIO
QUALCOMM VENTURES
RESMED

RSM
ROTH CAPITAL
SANFORD BURNHAM PREBYS
SAYVA SOLUTIONS
SDG&E
SDSU
SHARP HEALTHCARE
SHEPPARD MULLIN
SILICON VALLEY BANK
STOUT
TAKEDA
UBS GROUP
UCSD
UCSD EXTENSION
USD BUSINESS SCHOOL
WELLS FARGO
WILSON SONSINI
ZOETIS



**The small, but mighty team that is here to serve
our companies, our region, and our communities.
We are just getting started...**

We Are Connect.