

Greater Sacramento

California, unlocked.

Who. What. Why.

WHO is GSEC?

A public-private partnership of **50 CEOs** and **22 communities** determined to drive economic **growth** in Greater Sacramento

WHAT does GSEC do?

Brings CEOs and public leaders together to create one regional economic strategy, with an emphasis on elevating the region's global **competitiveness**

WHY does GSEC's work matter?

Growing tradable-sector industries is the key to building a **sustainable** and **equitable** economy, changing the lives of individuals

An elite organization working for your business

GSEC's impact: 2015-2025

135
companies

\$17.5B
economic output

36.5K+
jobs

\$676M +
incentives

IEDC #1 economic development
organization in the world

Board of Directors leadership



GSEC's complimentary business services



Real estate selection assistance



State and local incentive identification



Custom research and analytics



Connections to partners and service providers



Hiring support

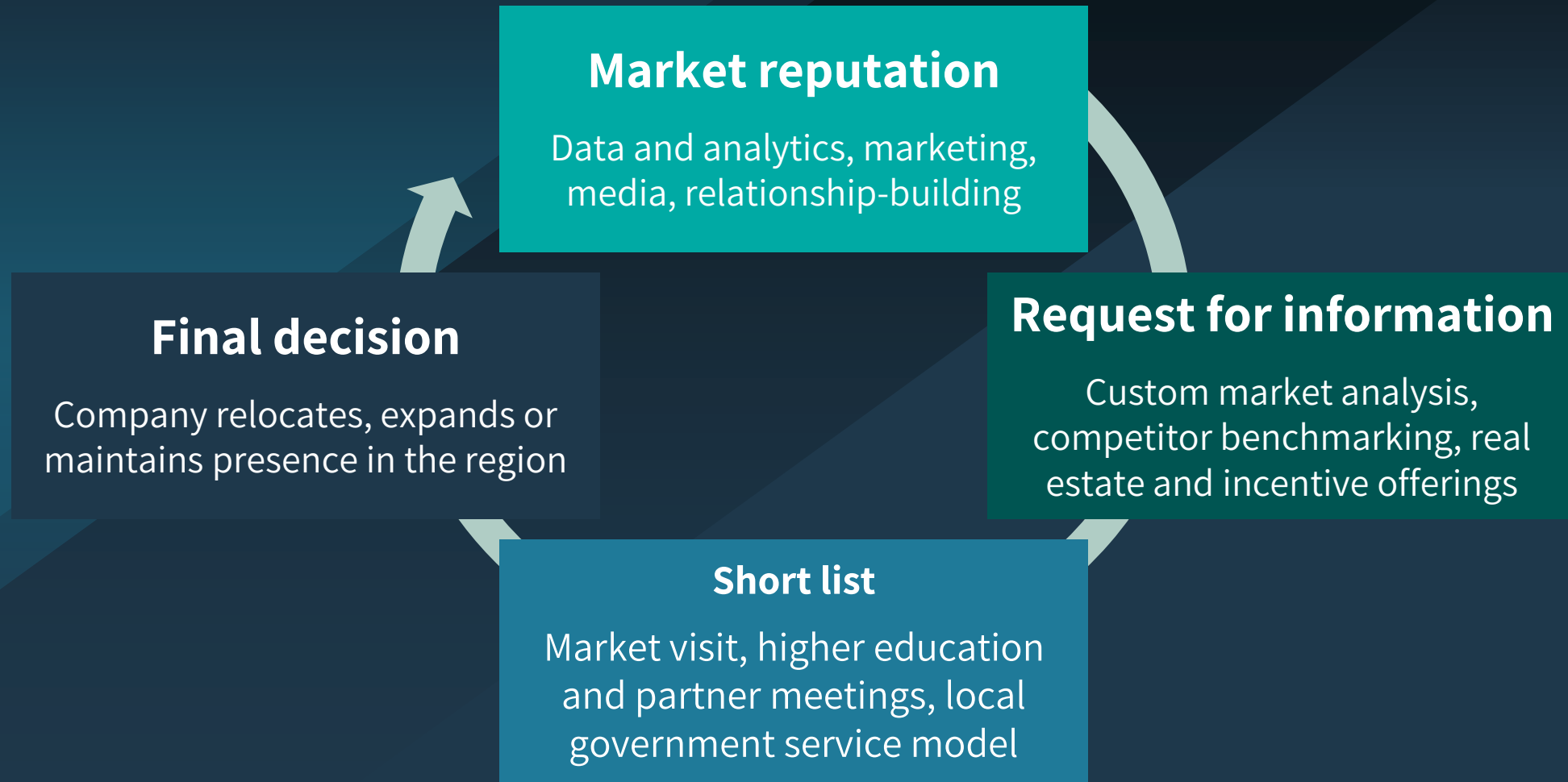


Comprehensive project management



Public relations and marketing

The cycle of investment decisions



One marketplace: communities drive and share the economy

On average, communities only produce 37% of their jobs.

Community	Jobs produced
City of Auburn	44.5%
City of Citrus Heights	29.2%
City of Davis	45.9%
City of Elk Grove	39.2%
City of Folsom	52.9%
City of Galt	26.8%
City of Lincoln	35.8%
Town of Loomis	36.8%
City of Marysville	29.6%

Community	Jobs produced
City of Rancho Cordova	39.2%
City of Rocklin	39.5%
City of Roseville	53.2%
City of Sacramento	60.9%
City of West Sacramento	40.9%
City of Woodland	46.8%
City of Yuba City	50.9%
El Dorado County	66.9%
Placer County	70.3%
Sacramento County	82.7%
Sutter County	58.0%
Yolo County	69.4%
Yuba County	44.5%

Higher education sets the market's agenda

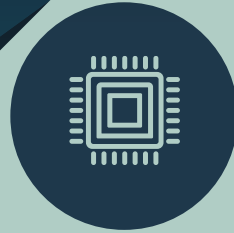
Higher education systems lead the cycle of competitiveness, driving new business creation and attraction.



Industries shaping Greater Sacramento's future

Semiconductors

Home to 9 of the world's largest semiconductor companies



Life science

#1 in employment growth among emerging markets



Precision manufacturing

89.4K + cleantech, aerospace & defense and mobility jobs



Food-to-health and agri-food tech

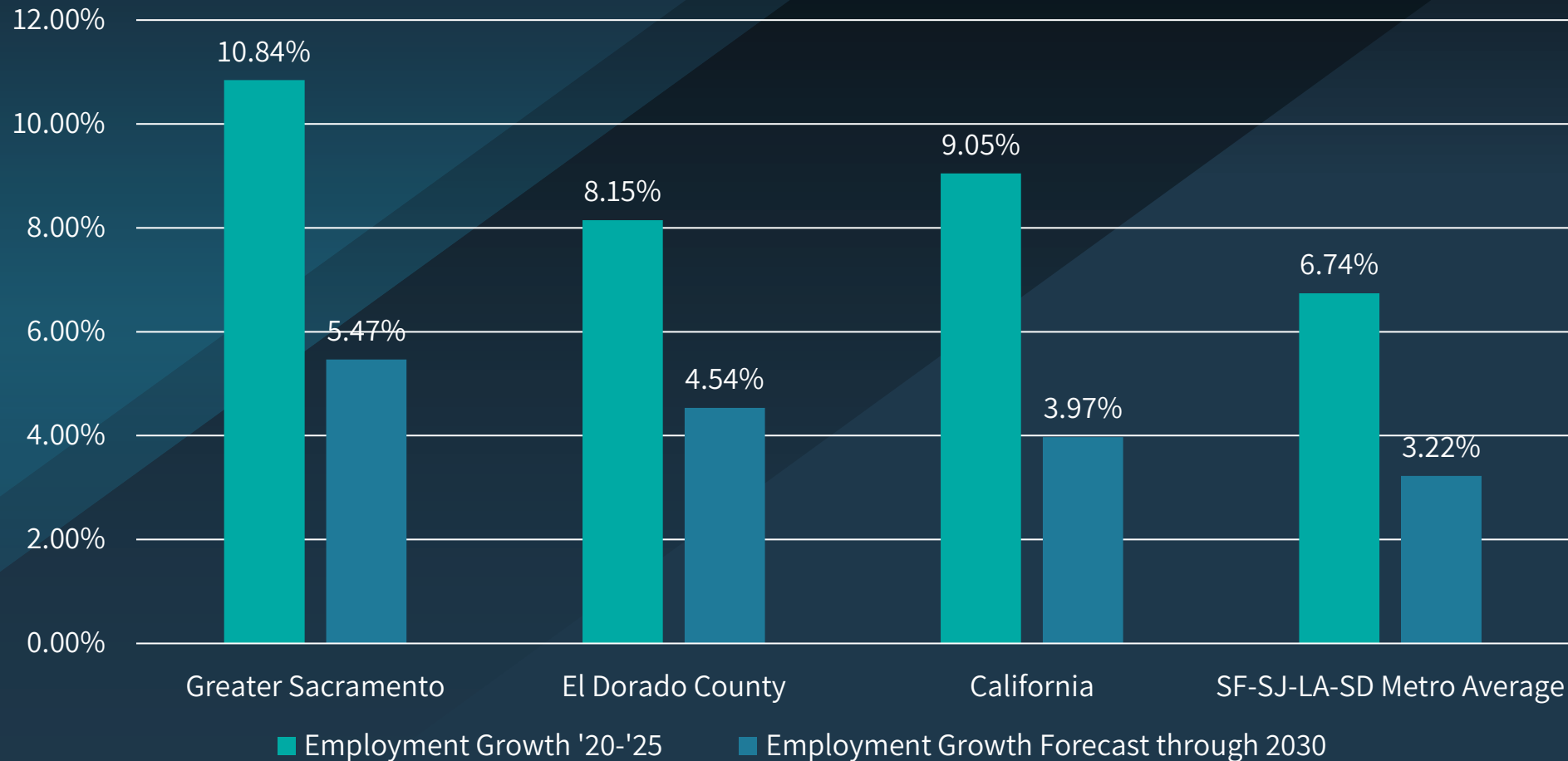
UC Davis is #1 in U.S. for ag and vet medicine; ready to capitalize on \$1T food accommodation industry for GLP-1s



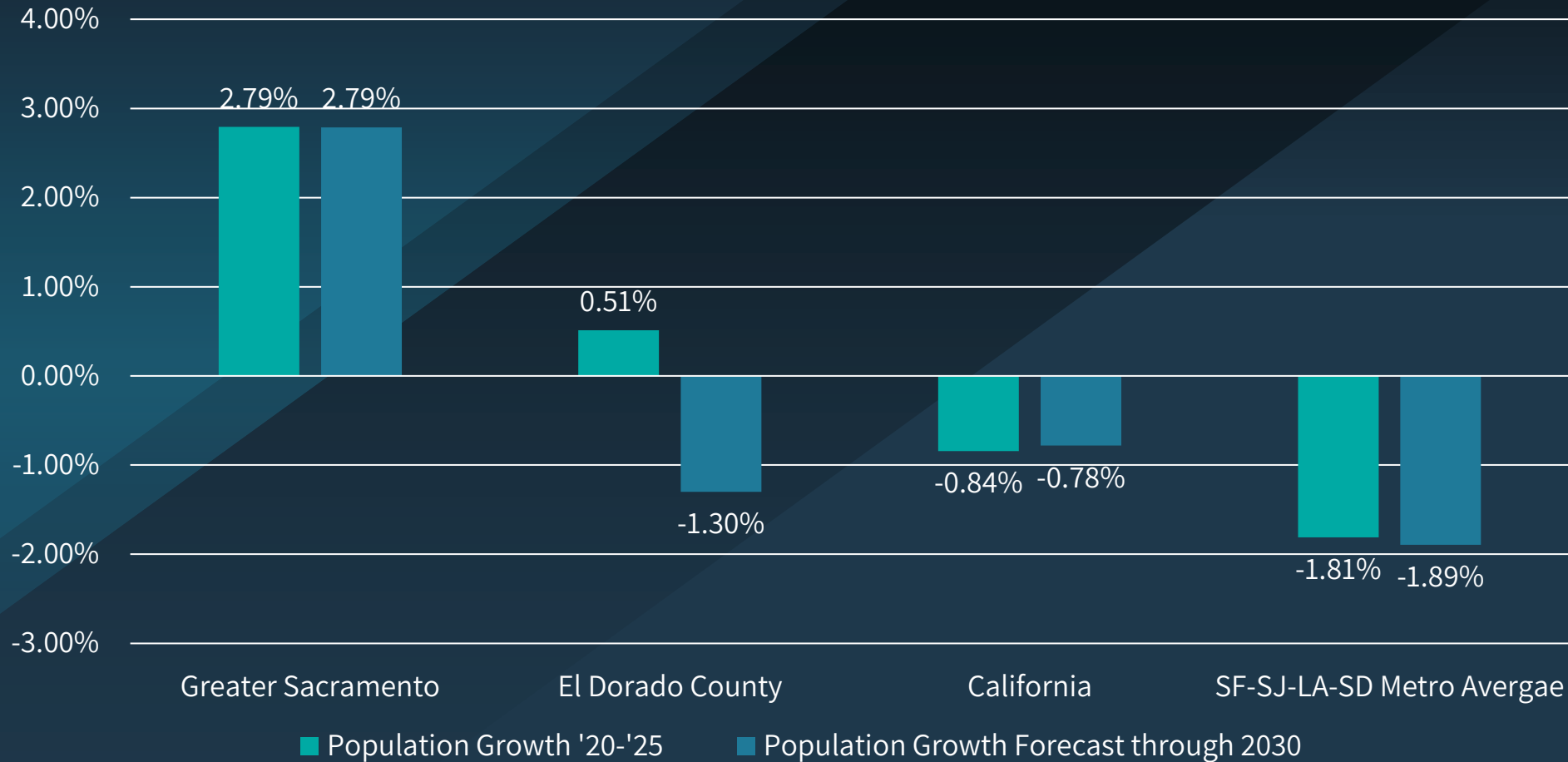


Community and regional impact

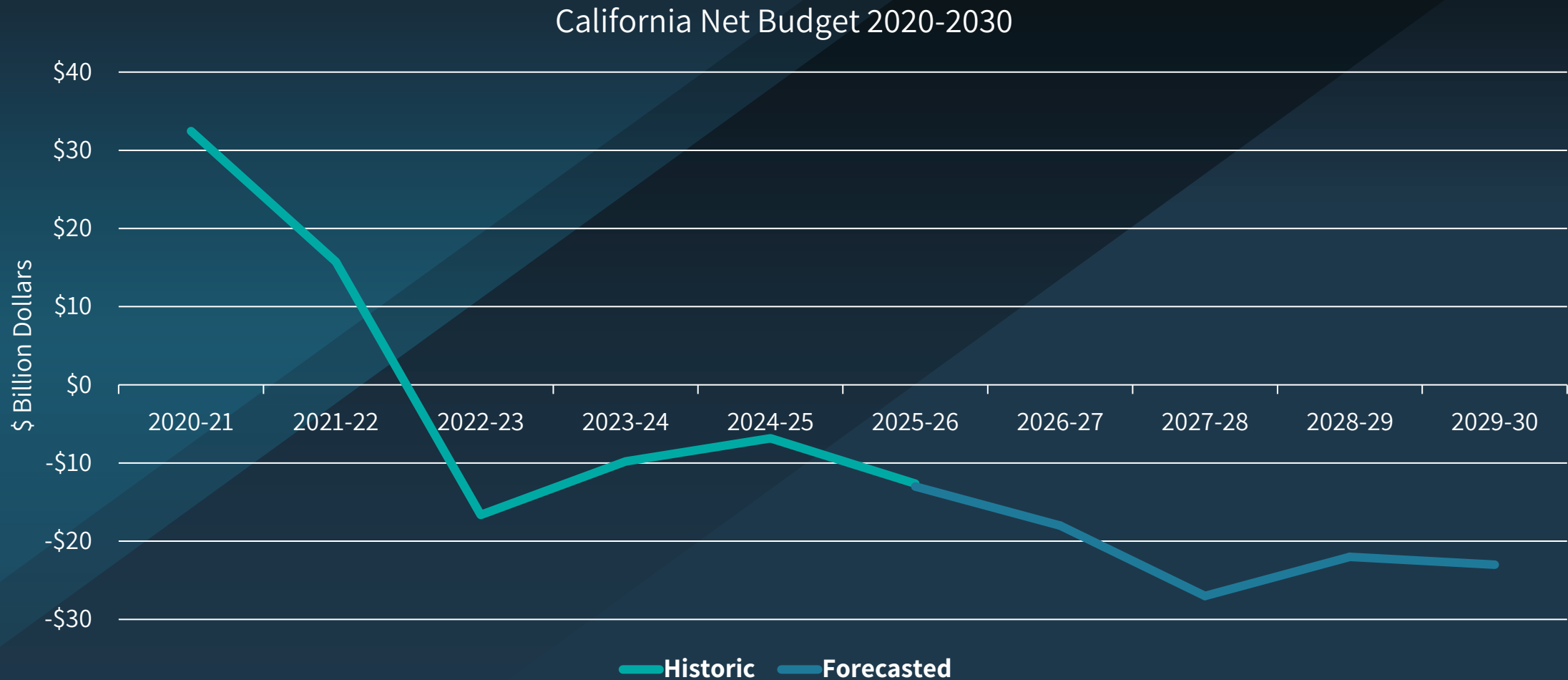
Regional employment growth in Greater Sacramento driving local area job growth



Negative 2030 population forecast for El Dorado County, eroding local tax base



California budget outlook negative through 2030



Local and regional efforts, one mission

Local community

- ◇ Development services (site selection support, incentives, permitting assistance)
- ◇ Business assistance (startup, workforce development)
- ◇ Local project management and coordination
- ◇ Strengthen commercial growth
- ◇ Local strategic planning and initiatives
- ◇ Housing and quality of life

Stronger together

Collaboration drives sustainable growth.

GSEC

- ◇ National brand visibility & investor interest
- ◇ Site selector relationships & corporate recruitment expertise
- ◇ Regional project management and coordination
- ◇ Research assistance (models, custom support, public and private data, technical analysis)
- ◇ Regional strategic initiatives



2015-2025: A decade of determination

National leader in equitable economic growth by Brookings

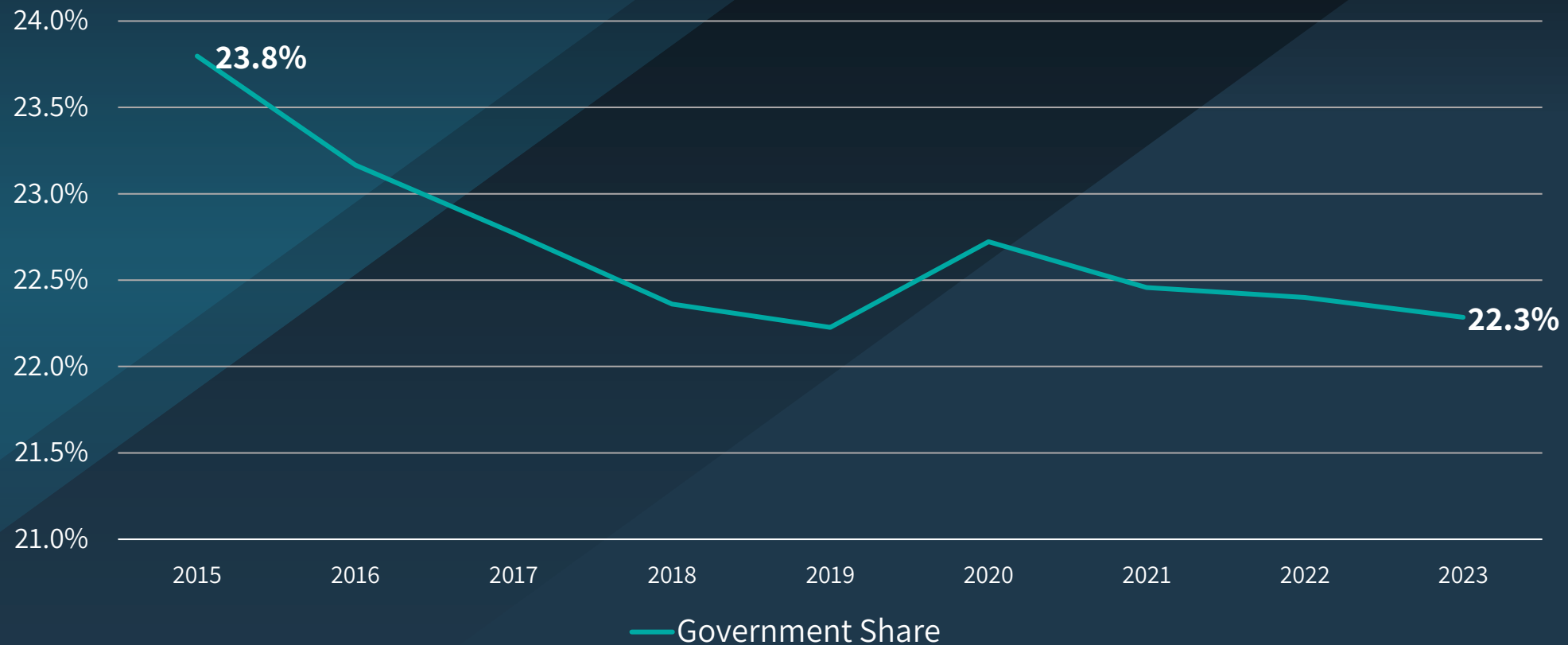
#5 in entrepreneurship

Brookings Metro Monitor	2017	2024	2025	2026
Growth	66 th	15 th	10 th	12 th
Prosperity	72 nd	17 th	20 th	28 th
Inclusion	80 th	4 th	7 th	11 th
Racial Inclusion	n/a	9 th	34 th	5 th
Geographic Inclusion	n/a	3 rd	3 rd	3 rd



Share of government jobs have declined since GSEC inception

Percent share of government jobs in Greater Sacramento





31 Total research cases completed

El Dorado County

10-year local economic impact



\$560,438
investment



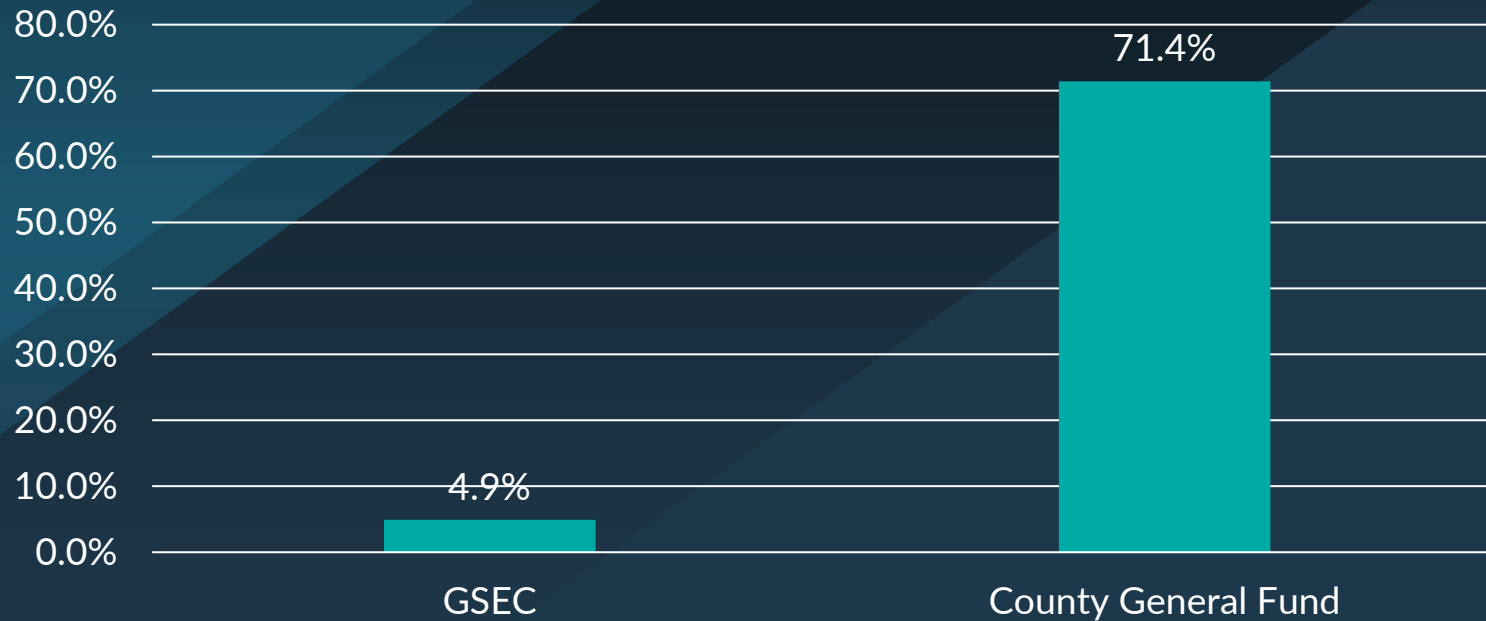
\$10,089,077
local tax revenue



18:1
ROI

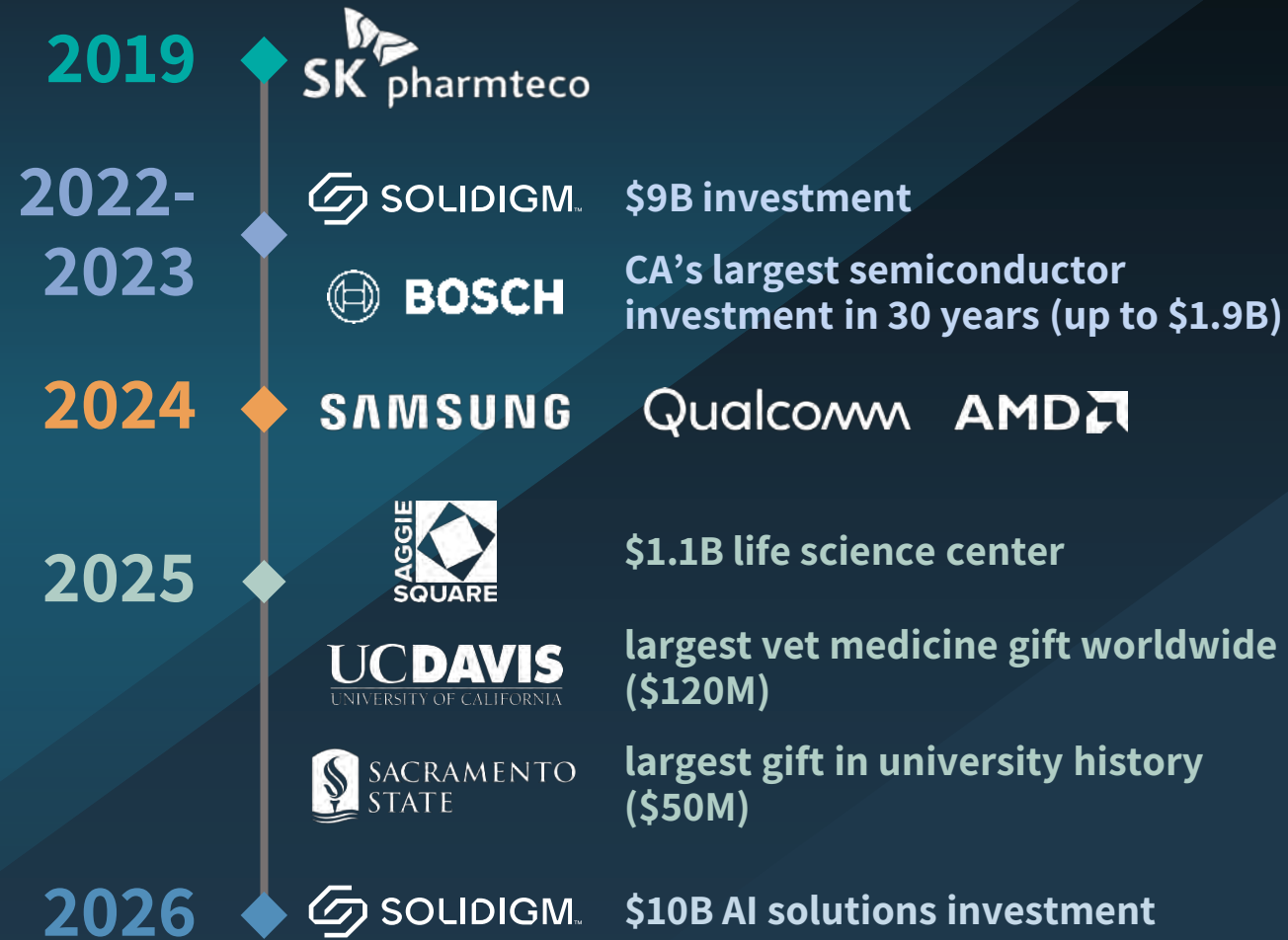
GSEC delivering exceptional value

Percent Change in County Contribution to GSEC vs County General Fund
2015-16 to 2023-2024



Market momentum

Industries of the future



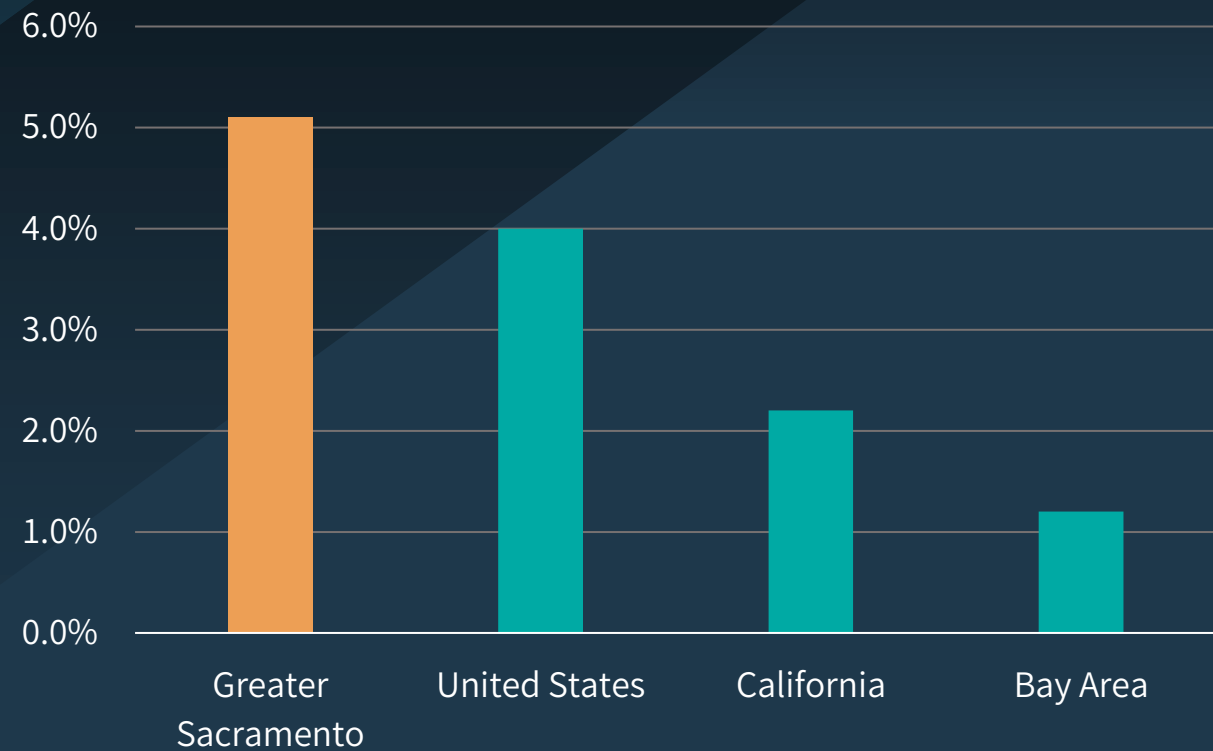
California's fastest-growing semiconductor market

40% of U.S.-based SiC device production will be in the region

26x more concentrated semiconductor growth capital than the U.S. average

37% of the region's computer hardware & architecture scholarly articles are commercially translated

Five-year forecast semiconductor job growth





What's next: Leveling up

Driving economic transformation

- ◇ Secure a direct transatlantic flight, continue engaging Lufthansa
- ◇ Maximizing FDI opportunities in Germany and South Korea
- ◇ Position the region as the next MLB expansion team market
- ◇ Support MLS bid
- ◇ *Be More. Do Greater Sacramento.* regional brand
- ◇ Semiconductor/EV battery value chain playbook with Newmark
- ◇ Semiconductor/advanced manufacturing site readiness
- ◇ Life science playbook with TEconomy
- ◇ The Plant with UCANR
- ◇ Food and Health Angels with UC Davis
- ◇ Opportunities Sacramento
- ◇ Market velocity to support local communities' strategies



We're not leaving California, we're leading it.

Greater Sacramento is accelerating.

#2 western region for job growth
(#1 in CA)

#8 fastest growing region for
educational attainment

#2 region for life science growth

#2 region for tech growth

California is stagnating.

#3 highest unemployment rate

#44 for GDP growth 2023-2024

\$12 billion budget deficit remedied
with one-time fixes



#1 EDO in the world Est. 2015

Executive



Barry Broome
President & CEO



Brittany Jones
Chief Performance
Officer



Matthew Miller
Chief Strategy
Officer



Anna Campbell
Senior Vice President,
Business Development &
Community Relations

Marketing & Communications



Jasmine Ward
Vice President,
Marketing
& Communications



Hugo Martinez
Creative Director



Brianna Buda
Communications Manager

Administration & Engagement



Danea Thomas
Director of Finance



Danish Sharma
Events & Engagement
Coordinator



Isabel Drapela
Investor Engagement
Coordinator

Business Development



Rachel Olson
Vice President,
Business Development



Mackenzie Riley
Director of Business
Development



Nick Guptil
Business Development
Project Manager



DaSean Spencer
Associate Business
Development Project
Manager

Research & Strategy



Joe Figueroa
Manager of Research



Lucy Lu Roberts
Research Analyst