

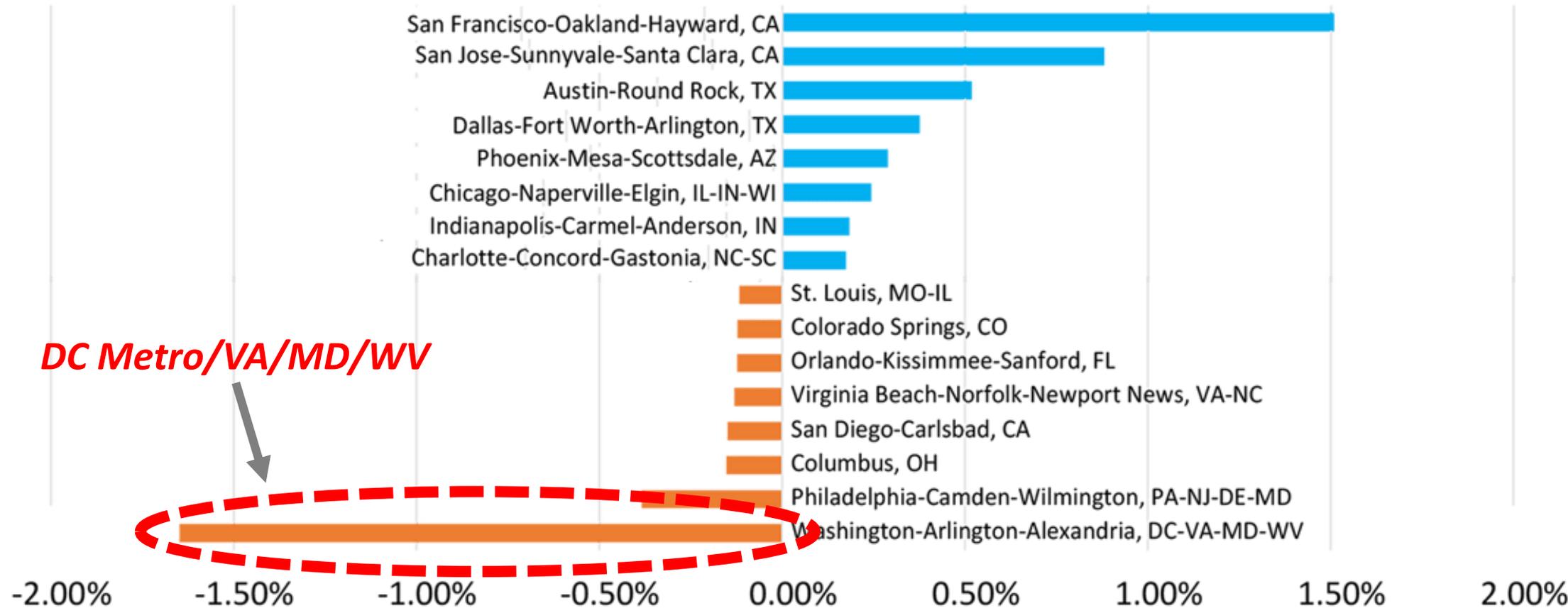
# REFRACTION

**Fairfax County Board of Supervisors  
Budget Committee**

July 24, 2018

# Change of metros' shares of national digital services job total, 2010 - 2015

50 metros with largest digital employment in 2015



Source: Brookings Institution, "Tech in Metros: The Strong Are Getting Stronger"

# The Challenge and Opportunity

- Fewer cities are participating in the innovation economy than hoped.
- Our region lost more market share of the digital economy than any other major metro area in U.S. (2010-2015).<sup>1</sup>
- One tech job creates 5 non-tech jobs (e.g. teachers, doctors, waiters, store clerks, hairdressers) – about 3 times more than a manufacturing job.<sup>2</sup>
- Tech-based industries buy \$236,000 in goods and services (per worker) from other businesses annually, compared with \$67,000 by other industries.<sup>3</sup>

<sup>1</sup> Brookings Institution, “Tech in Metros: The Strong Are Getting Stronger”

<sup>2</sup> Enrico Moretti, *The New Geography of Jobs*

<sup>3</sup> Brookings Institution, “America’s Advanced Industries”

# WORK SPACE



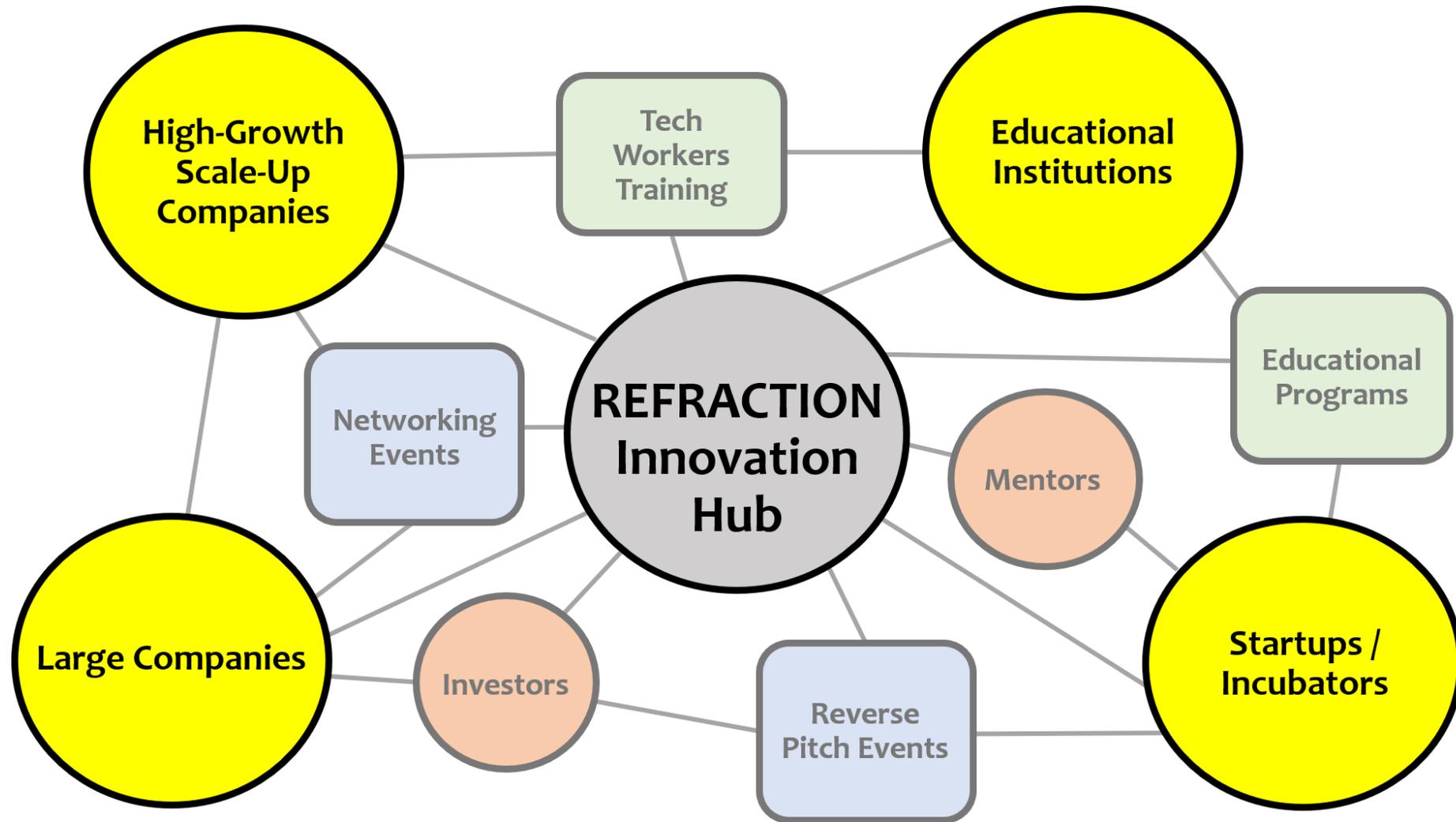
# COMMUNITY



# EVENTS



# Strengthening the Innovation Ecosystem



# Our Success To Date

**90+**

Member  
Companies

**260+**

Individual  
Members

**\$126**

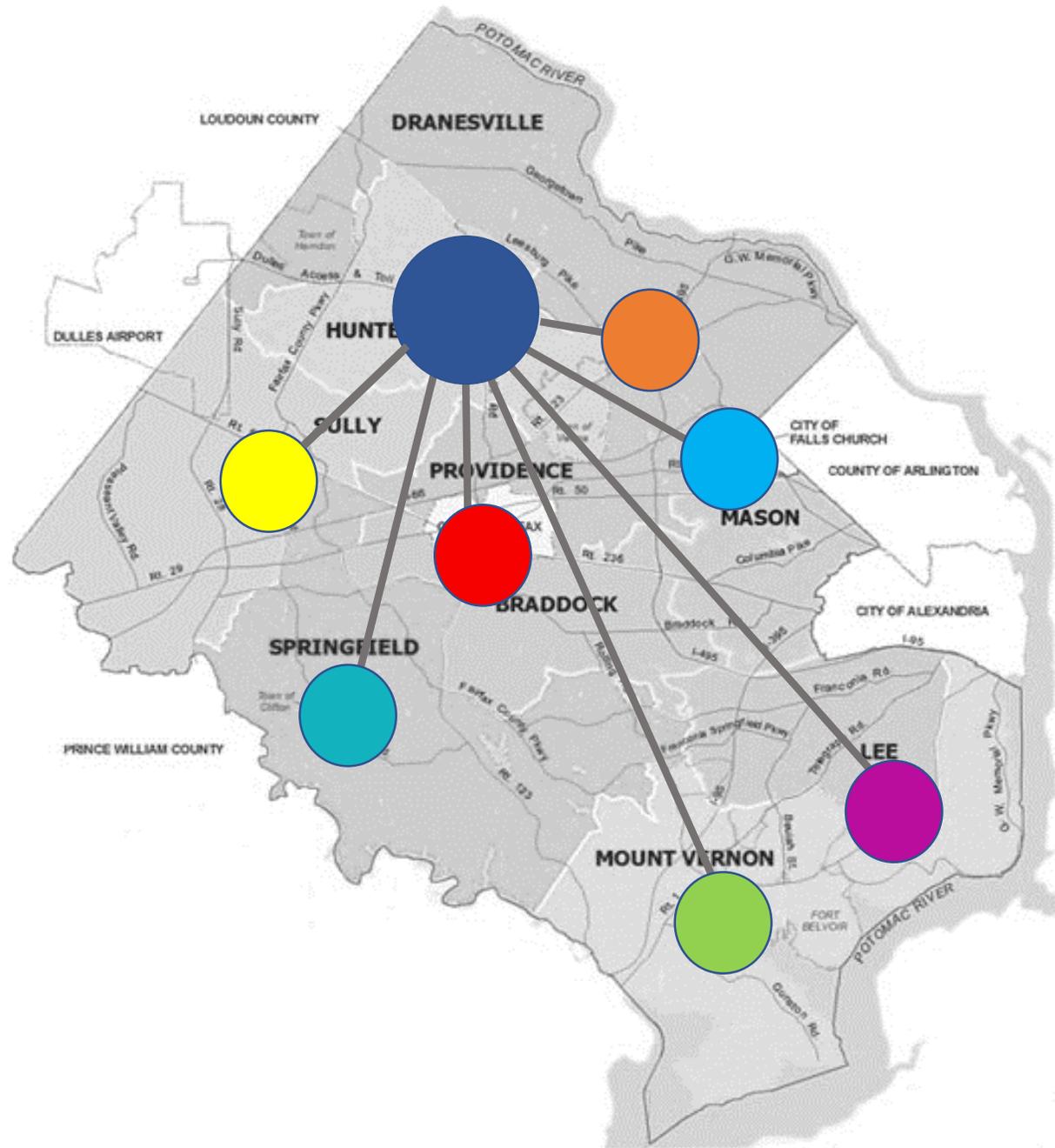
Million  
Raised

**6**

Successful  
Exits

# Refraction Hub and Spokes

- Mentoring Network
- Business Plan Competitions
- Workforce Development Training
- Internship Programs
- Educational and Networking Events
- Reverse Pitch Events



# Benefits to Fairfax County

- Support startups and high-growth scale-up companies to **create high-paying jobs** and **further diversify our economy** (Economic Success Strategic Plan Goal 1)
  - In the last 40 years, nearly **all** net new jobs in U.S. were created by startups.
- Grow innovative companies that attract **strong talent and capital** from outside the County/region
- Strengthen the County's **innovation ecosystem** by bringing together startups, scale-ups, large companies, universities, FCPS, investors, and non-profits
- Build the County's reputation for innovation to attract more high-growth companies (e.g. Amazon, Apple), which will **increase tax revenues**
- Promote inclusive growth by mentoring and developing entrepreneurs from all backgrounds and training diverse talent (**One Fairfax**)

# Case Study: 1871 in Chicago

**8,000**  
JOBS CREATED

**\$280**  
MILLION RAISED

**8**  
ACCELERATORS

**20,000**  
VISITORS PER MONTH

**1,500+**  
INDIVIDUAL  
MEMBERS

**500+**  
MEMBER  
COMPANIES

**8**  
UNIVERSITIES

**60,000**  
ATTENDEES SERVED

**600+**  
MENTORS

**1,000**  
EVENTS PER YEAR

**7**  
EARLY STAGE  
VC FIRMS

**100,000+**  
ONLINE REACH

# Our Current and Potential Partners



**Request for Funding: \$1 million**

*(for one-time expansion costs, such as tenant improvements)*

**5-Year Return on Investment:**

**250**

Member  
Companies

**800**

Jobs

**\$200**

Million  
Raised

**2,500**

Tech Workers  
Trained