

WASHINGTON, DC

TECHNOLOGY & INNOVATION

Washington, DC is a world-class city that boasts tremendous assets and opportunities for startups looking to solve the world's challenges in innovative ways. The DC metropolitan area ranks second in having the fastest growing private tech companies in the U.S. and is the second largest employment center for tech employees in the U.S.¹

In addition, DC is not only home to several large successful tech companies like Blackboard, CoStar, and The Advisory Board, but it also features a thriving startup ecosystem with more than 50 co-working spaces, accelerators, and incubators spread throughout the city.

Creative & Tech Savvy Workforce

The DC region is one of the largest employment centers for the knowledge-based economy in the U.S. containing the highest proportion of STEM-related jobs (27%) on the East Coast (and 2nd nationally).²

Proximity to Decision-Makers

Home to the nation's capital, 16 universities, and several hundred government and private-sector research institutions makes DC a global hub for innovation. Governors, heads of state, and CEOs come to DC on a regular basis, making DC a prime location for technology companies in regulated industries.

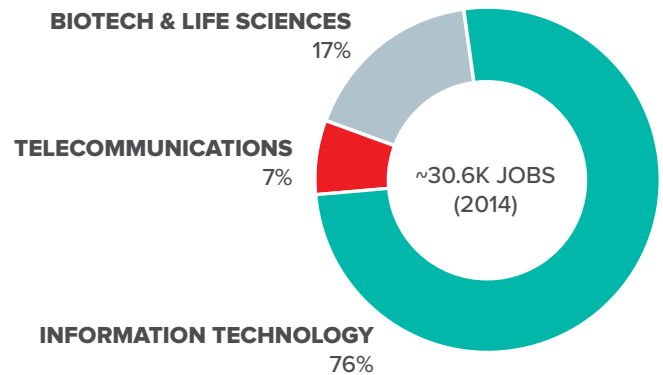
A Vibrant & Diverse Community

DC's tech community is diverse, inclusive, and is constantly active. The DC region is home to one of the most diverse tech-related workforces in the U.S. In fact, 17% of tech-related jobs are held by African-Americans and 30% are held by women.³

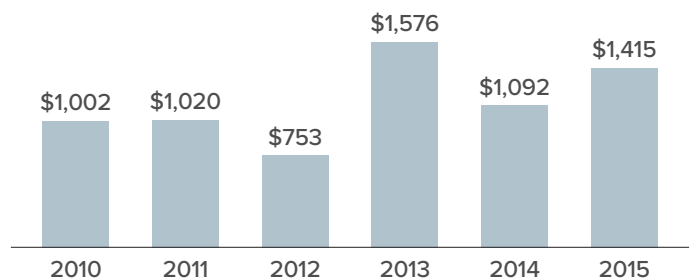
Access to Available Funding

DC entrepreneurs have access to a variety of funding sources from local and federal government grants to venture capital financing. With a growing angel investor community, access to accelerators, and federal and local government funding sources, DC is an ideal location for startups to do business.

COMPOSITION OF DC HIGH-TECH EMPLOYMENT⁴



DC/METROPLEX VENTURE CAPITAL INVESTMENT (\$MILLIONS)⁵



Government of the District of Columbia
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DC TECH RANKINGS

Internet access

- DC has the highest average connection speed in the U.S. (as of Q3 2015)⁶
- DC leads the nation in 25+ Mbps broadband adoption. (as of Q3 2015)⁶

Innovation Destination

- Top 10 City for Fast-Growing Companies⁷
- Top 10 Best Places for Tech Jobs⁸
- Top 10 Best Places for STEM Grads⁹
- Top 5 Most Innovative City⁹
- Top 3 U.S. Future-Ready City¹⁰

Quality of Life

- DC ranks #3 in energy efficiency—higher than Portland, San Francisco and Seattle¹¹
- #1 in Walkable Urbanism¹²

SELECT DC TECH EMPLOYERS AND INNOVATORS¹³

Entrepreneurs

- Aquicare
- Blackboard
- Contactually
- Cove
- EverFi
- Flat World Knowledge
- Fundrise
- HelloWallet
- iStrategyLabs
- Mapbox
- Monster.com
- NewBrand Analytics
- Optoro
- Quad Learning/
American Honors
- Social Driver
- Social Tables
- SocialCode
- SocialRadar
- Split
- Tahzoo
- Trustify
- TrackMaven
- Vox Media

Industry Leaders

- AT&T Government Solutions
- The Advisory Board
- Booz Allen Hamilton
- CoStar
- Danaher Corporation
- Facebook
- Google
- HP Enterprise Services
- IBM
- Lockheed Martin
- Microsoft
- Trustify
- Uber
- Yahoo

RESOURCES & INCENTIVES

Technology Incentives

A Qualified High Technology Company (QHTC) has numerous tax incentives available to reduce the cost of doing business for high tech companies in DC. Some of the incentives offered include a five-year exemption from corporate income tax, up to \$10,000 credits for every new employee, up to \$7,500 per employee relocation credits, and an exemption from sales tax.

Creative and Open Space Modernization Grant

The DC government will award individual grants of up to a maximum of \$1,000,000 each per qualified business. Funds can be utilized to assist grantees with improving their place of business or for the purchase and installation of heavy equipment that will be used onsite at the business location.

ConnectTech

Connectech is designed to help small, District-based technology firms compete for federal commercialization opportunities through the Small Business Innovation and Research (SBIR) and Small Business Technology Transfer (STTR) programs.

AccelerateDC

AccelerateDC is a program developed by the Washington DC Economic Partnership that offers free and confidential mentoring for technology-based businesses in DC.

1. Transwestern, Impact of the Technology Sector to Washington/Baltimore Market (9/2015)
2. Brookings, The Hidden STEM Economy, 6/2013
3. U.S. Census Bureau, 2014 American Community Survey 1-Year Estimates
4. Bureau of Labor Statistics (retrieved 12/2015), WDCEP Research. Information Technology occupations include Computer and Information Research Scientists, Computer Network Architects, Computer Programmers, Computer Support Specialists, Computer Systems Analysts, Database Administrators, Information Security Analysts, Network and Computer Systems Administrators, Software Developers, and Web Developers.
5. PwC/NVCA MoneyTree Report as of Q3 2015 (inclusive of all industry types, includes DC, MD, VA & WV, retrieved 12/2015)
6. Akamai, State of the Internet: Q3 2015 Report (based on state level data)
7. Inc. 5000, Top 10 Cities for Fast-Growing Companies (8/12/15)
8. NerdWallet (2015)
9. Streetwise Media (retrieved 1/6/16)
10. Dell (2015 Strategic Innovation Summit)
11. American Council for an Energy-Efficient Economy, Energy Efficiency Scorecard (5/2015)
12. George Washington University School of Business, Foot Traffic Ahead: Ranking Walkable Urbanism in America's Largest Metros (2014)
13. Washingtonian (5/2015), WDCEP Research