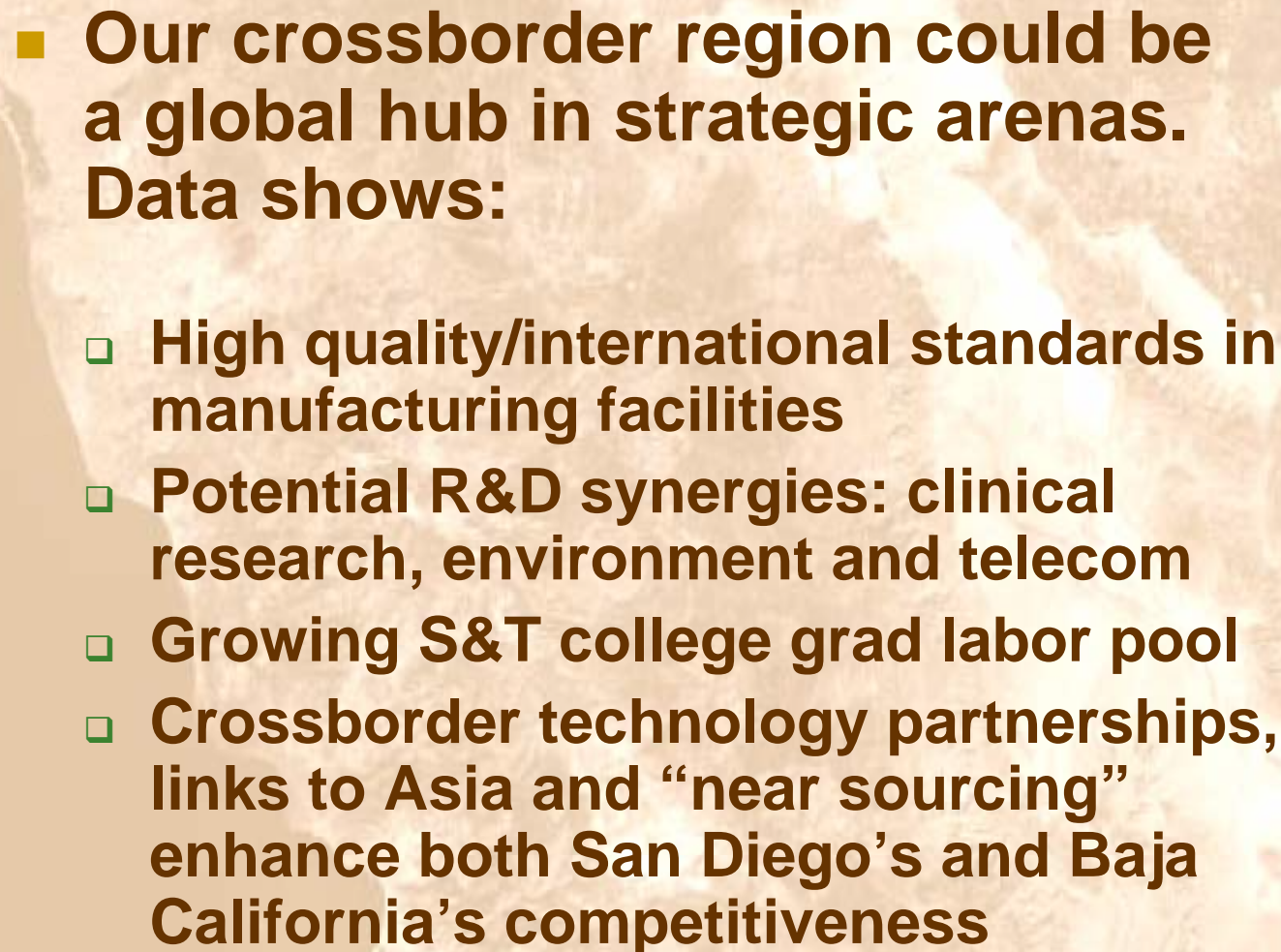


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- **Two studies identify unknown synergies and untapped potential in the crossborder region**
  - **Dialogue's work identifies globally competitive "high-value-added" industries and jobs in the crossborder region**
  - **SANDAG's recent crossborder study identifies the equivalent to eight Qualcomms lost because of border waits**



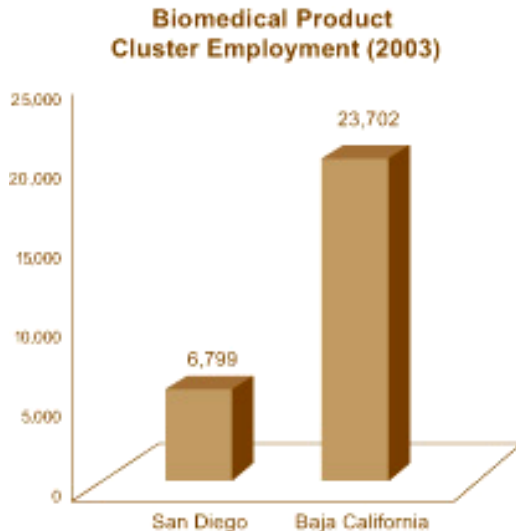
- 
- **Our crossborder region could be a global hub in strategic arenas. Data shows:**
    - ❑ **High quality/international standards in manufacturing facilities**
    - ❑ **Potential R&D synergies: clinical research, environment and telecom**
    - ❑ **Growing S&T college grad labor pool**
    - ❑ **Crossborder technology partnerships, links to Asia and “near sourcing” enhance both San Diego’s and Baja California’s competitiveness**

# Cluster Findings



## ■ Biomedical Devices

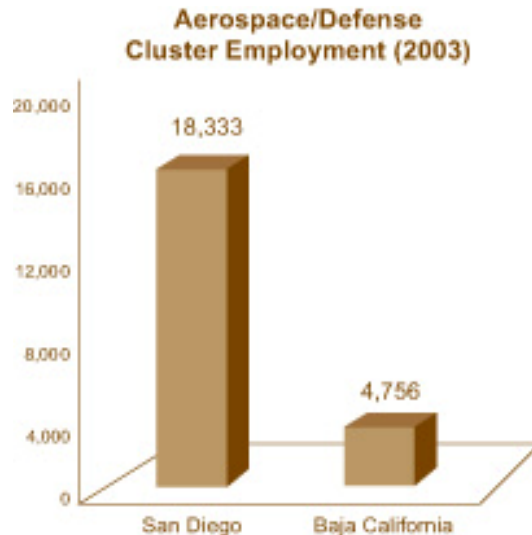
- Over 30,000 employed in Cluster (2003)
  - San Diego: 6,800
  - Baja California: 23,700
- BC: highest number of FDA-certified BD companies in Mexico (65+)
  - Most with ISO 13485 or 9000 certification
  - Many: Class 10,000 & 100,000 clean rooms
  - 13 had HQ or operations in SD County
- Range of products – heart pumps & stents, lenses, pacemakers, more...



# Cluster Findings

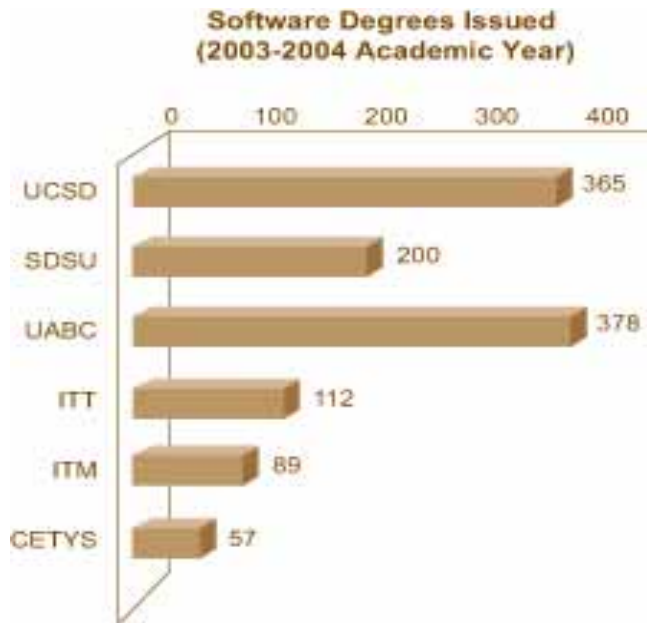
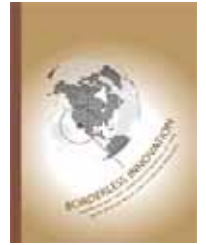


## ■ Aerospace & Defense



- **Over 23,000 employed in Cluster (2003)**
  - San Diego: 18,300
  - Baja California: 4,800
- **BC has highest concentration of aerospace companies in Mexico**
- **Mexico: 9<sup>th</sup> largest aerospace supplier to US**
- **US-MX BASA agreement pending**

# Binational S&T Workforce



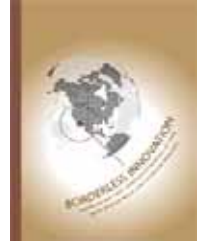
- **San Diego and Baja California schools produce more than 2,300 engineers each year.**
- **UABC graduates more students with computer science degrees than either UCSD or SDSU**

# Recommendations



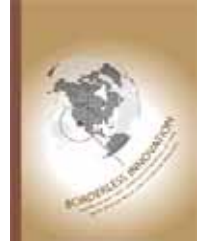
- **Our currently fragmented efforts to build crossborder linkages need to be connected through a variety of new partnerships and initiatives such as the following:**

# Recommendations



- 1. More coordinated efforts to link infrastructure development in Baja California with infrastructure development across the State of California. Particular emphasis needs to be on reducing border waits for freight and passengers in an efficient and secure manner.**

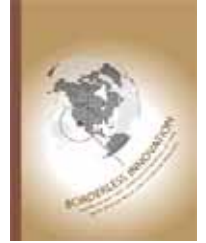
# Recommendations



## **2. The development of a multi-institutional collaborative focused on Crossborder Innovation and Competitiveness:**

- **Regular research on environmental, industrial and workforce trends in the crossborder region**
- **The provision of technical assistance to R&D and manufacturing leadership involved in crossborder enterprises**
- **Education and training for science, technology and managerial professionals operating in a crossborder context**

# Recommendations



- 3. A comprehensive approach to co-marketing the region through collaboratively developed campaigns among chambers of commerce, economic development corporations and trade associations**

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