

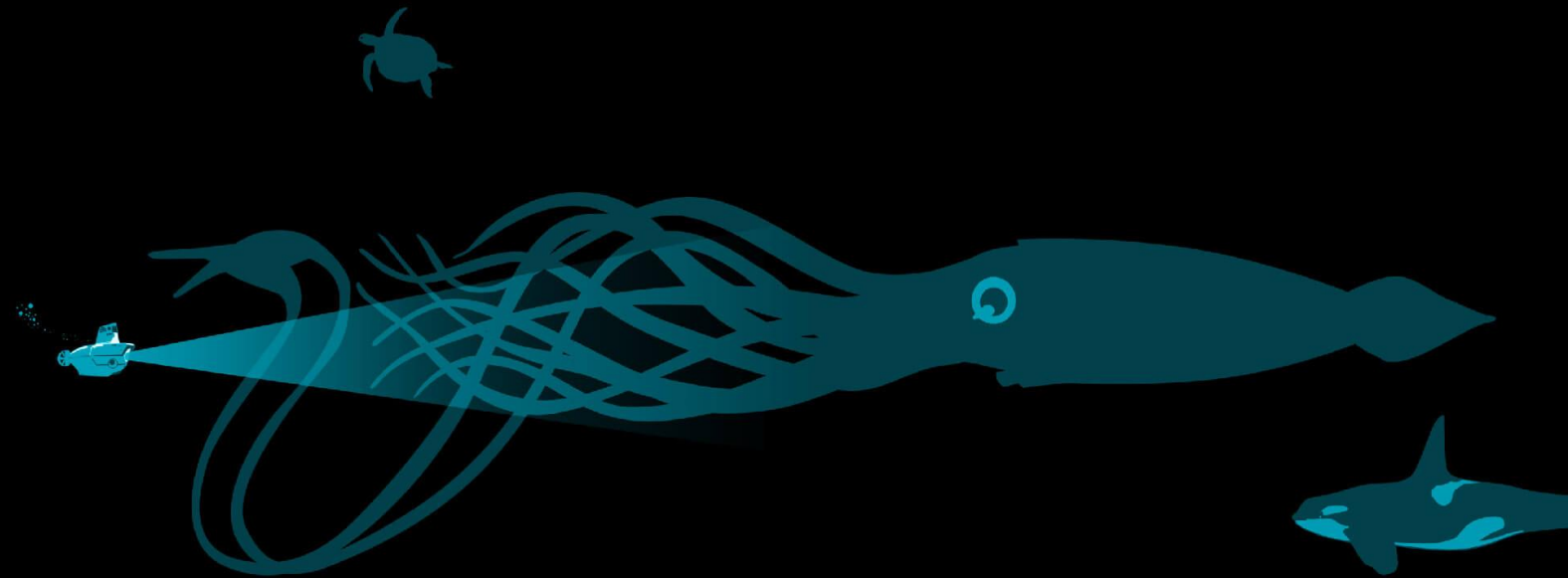
**TMA
BlueTech™**



Promoting BlueTech
& Blue Jobs®

Overview of TMA BlueTech

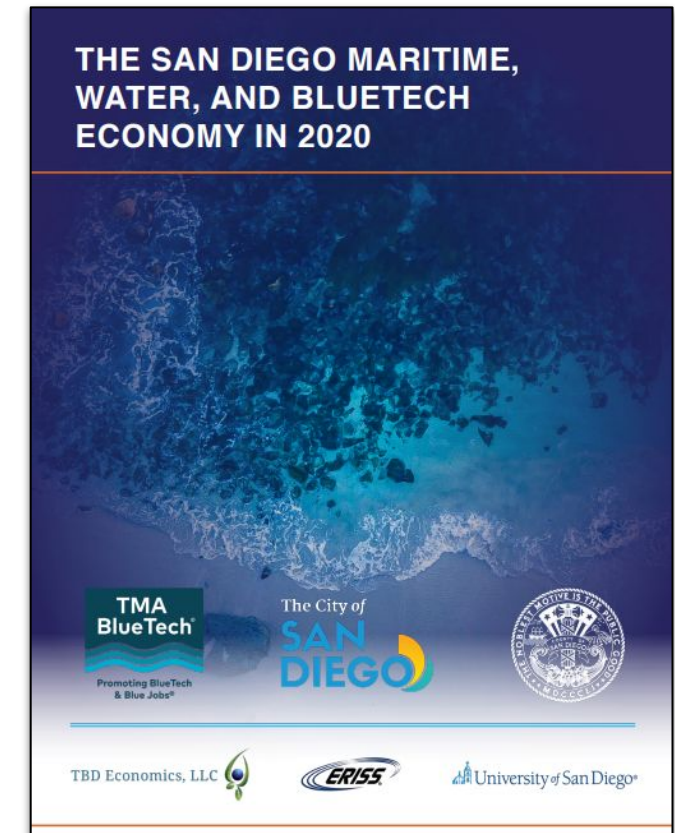
Gateway to the American Market



San Diego Region: Impact of the Blue Economy

Recent report highlights San Diego as having one of the greatest concentrations of enterprise devoted to maritime science and technology in the world. Key findings include the following:

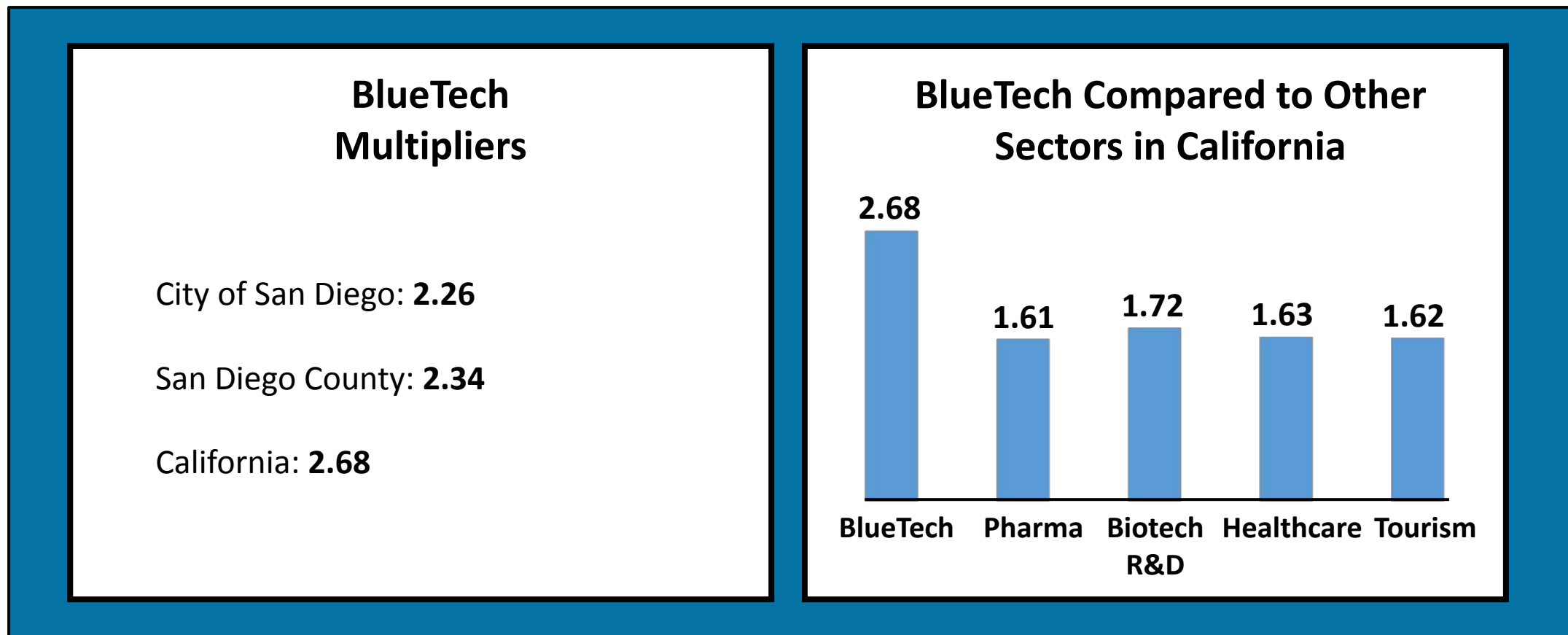
- In 2020, San Diego had **4,320** maritime, water, and BlueTech business establishments
- From 2012 to 2020 (following numbers high, considering 2020 was a COVID year)
 - 169% increase in employment
 - 18% percent increase in revenues
- This industry:
 - **Generated \$16.2 billion**
 - **When applying economic multiplier (see following page) San Diego's Blue Economy generated \$36.6 billion in economic impact**
 - **Employed more than 114,000 people (9% of its total employment)**
 - In 2020, San Diego's **BlueTech-only** businesses employed about **24,000** people



[Click here to read report](#)

San Diego Region: Impact of the Blue Economy

BlueTech economic multipliers impressive, especially when compared to the multipliers of other prominent economic sectors



About TMA BlueTech

Vision

TMA BlueTech envisions a world where thriving ocean ecosystems coexist seamlessly with sustainable, science-backed ocean and water technologies.

Mission Statement

As a cluster organizer for the ocean and water technologies sectors in the San Diego region, TMA's mission is to create a future where innovation harmonizes seamlessly with environmental stewardship. Working collaboratively with industry, academia, and policymakers, TMA advances its mission through the advocacy of sustainable, highly innovative, scientifically supported ocean and water technologies. We do this through facilitating commercially-focused events, collaborating with sister clusters around the world, working actively with federal, state and local agencies, and linking science with commercial opportunities.

At the heart of our mission is the dedication to nurturing young minds, especially in underserved communities. We aim to empower youth with the knowledge and skills needed to navigate the challenges and opportunities in the evolving ocean and water technology landscape. By providing educational resources, mentorship programs, and access to cutting-edge technologies, we strive to cultivate a diverse and skilled workforce for the future.

About TMA BlueTech

General Organizational Information

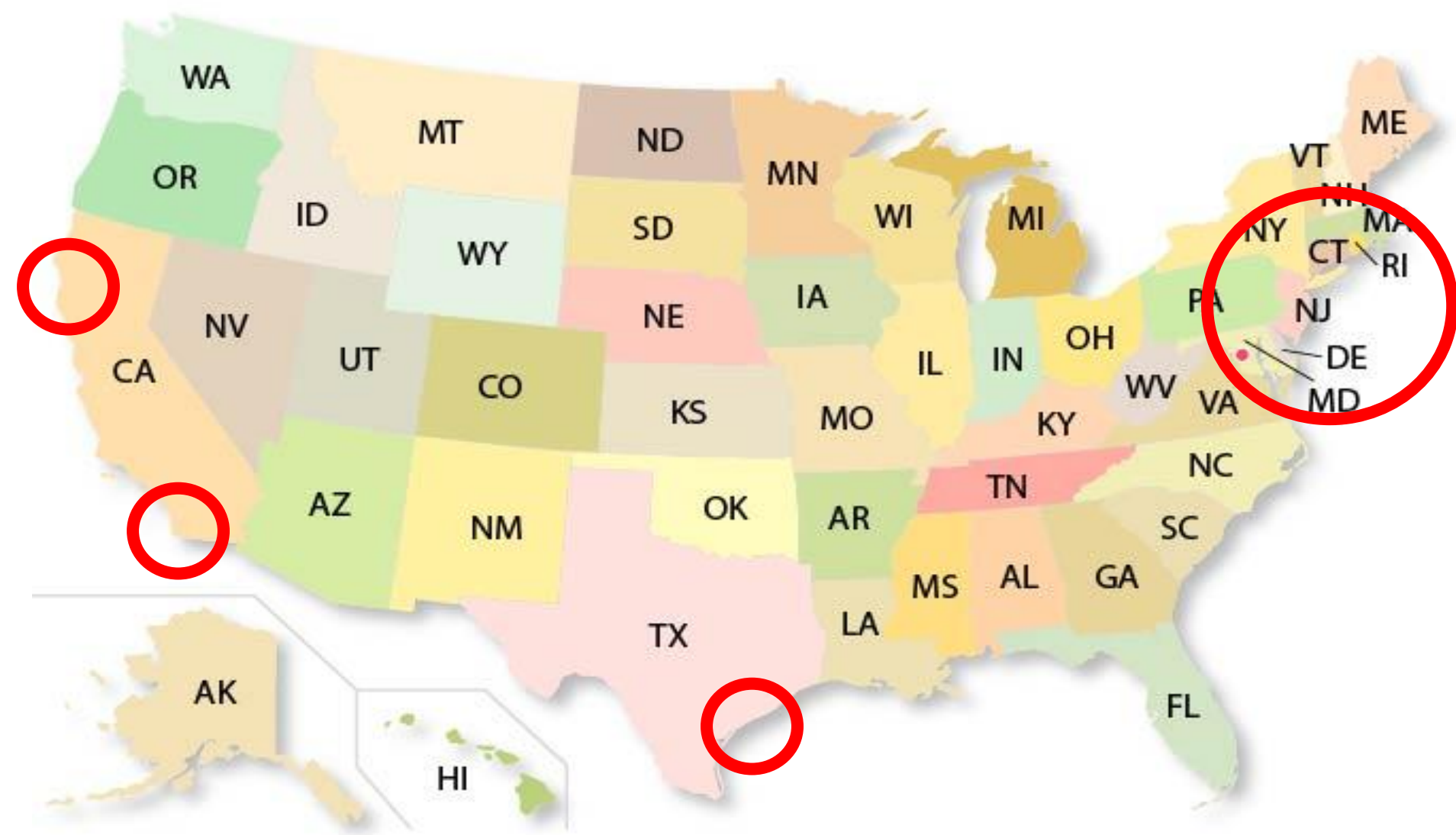
- **Founded in 2007, TMA is one of most important, and well-connected, maritime trade organizations in the US.**
- **TMA is a member-based cluster organization**
- **TMA works closely with the US Department of Commerce and the International Trade Administration to facilitate international trade with strategic partner countries.**
- **Japan is one of our strategic partner countries.**
- Nation's first and largest ocean and water technologies cluster
- First ever ocean technologies MDCP recipient
- Events-focused, including organizing events, international trade missions, site visits, demos, and roundtable discussions

Main Objectives

- **Act in the interest of our member companies (connect to local and international commercial opportunities)**
- Promote recognition of importance of Blue Economy and sustainable, science-backed BlueTech
- Facilitate special projects (e.g., recent report for World Bank)
- Attract investment capital, particularly from impact investors
- Promote workforce development, especially for underserved communities
- Stimulate young minds to learn about, and grow appreciation for, ocean and water landscapes

About TMA BlueTech

TMA Member Companies, Commercial Activities, Located in Four Areas of the US



About TMA BlueTech

Focus on Two Sectors = Multiple Touchpoints for Member Companies

Maritime Defense and Security

San Diego is home to the 2nd largest US Navy port in the US. As such, there is a significant number of companies located in San Diego w/technologies in maritime defense and security.

In addition, Western nations around the world are placing heavy focus (and funding) on new defense/security technologies. With this in mind, TMA has recently launch a **strategic initiative** for the maritime defense/security sector, designed to **open significant opportunities for TMA member companies**, specifically those offering the following technologies:

- Robotics
- Sensors
- Autonomous vehicles
- Data/AI



Maritime Decarbonization

TMA has a strong relationship with the Port of San Diego (which is known as “The Port of Firsts”).

Green Shipping Corridor MOU among ports of Singapore, LA and LB open West Coast US is key.

TMA recently signed an agreement with the **European Space Agency** to collaborate on international maritime decarbonization initiatives.

Provides significant opportunities specifically for:

- Ship designs, propulsion systems
- Ports and green hubs
- Satellite applications
- Autonomous vehicles
- Sensors
- Data/AI



About TMA BlueTech

Touchpoints w/17 Sectors

- Maritime Defense & Security
- Shipping
- Ports & Maritime Transportation
- Ocean Energy
- Satellite applications
- Aquaculture and Fishing
- Oceanography & Marine Science
- Robotics & Submarines
- Weather & Climate Science
- Marine Recreation
- Ocean Instrumentation
- Very Large Floating Platforms
- Biomedicine
- Cables & Connectors
- Desalination/Water/Wastewater
- Professional Services
- Telecommunications

International Reach via BlueTech Cluster Alliance

10 clusters in 8 countries (and expanding)

**Uniting Global
BlueTech Clusters**

Innovative, Collaborate, Thrive

The BlueTech Cluster Alliance (BTCA) is a global network of industry-led BlueTech clusters that are committed to collaboration, developing joint-projects, promoting each other's member companies, and sharing information.



About TMA BlueTech: Main Partners



TMA Activities

TMA Activities: Events

As one of the nation’s premier ocean and water technologies cluster organizers, TMA promotes its vision by hosting total-quality events that span a variety of sectors. These events are solutions-focused and are designed to maximize high-quality interactions that lead to commercial opportunities. A few examples include:



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NOVEMBER 13-16, 2023
SAN DIEGO, CA
15TH ANNUAL BLUETECH WEEK
MAXIMIZING IMPACT
BLUETECHWEEK.ORG
TMA BlueTech
Promoting BlueTech & Blue Jobs

BlueTech Week is TMA’s annual conference that brings together thought leaders to exchange ideas, find solutions and open commercial connections in the BlueTech space. In 2023, BlueTech Week highlighted a **powerful agenda** that featured **95 speakers**, 25 panels and 451 participants from **13 countries** around the world.

TMA Activities: New Online “Intel” Sessions

- Small, virtual “Intel” sessions to take place via monthly.
- Will be in a “show” format with different guests, in interview style, and with rapid round Q&A.
- Will focus primarily on TMA’s Three Pillar Sectors:
 - Maritime Defense/Security
 - Maritime Decarbonization
 - Ocean Resilience
- Designed to provide key insights into national and international markets, facilitate trade and general commercial opportunities.
- Only available to TMA members.

TMA Activities: International Trade Missions

TMA works with the US Department of Commerce to facilitate international trade missions to countries around the world. Purpose: Help US-based companies to open export opportunities. The following are four examples of TMA-led trade missions from 2023-2024 (click on below images for more information).



TMA Activities: Demos

One of the best ways to help BlueTech community connect to commercial opportunities, is to connect them to buyers of technologies. The best way to do this is by hosting in-water technology demos.

In 2024 TMA will host two in-water demos. One is in Portland, Oregon (in collaboration with NORBIT Subsea), the other is in San Diego, in collaboration with Maritime Security East.

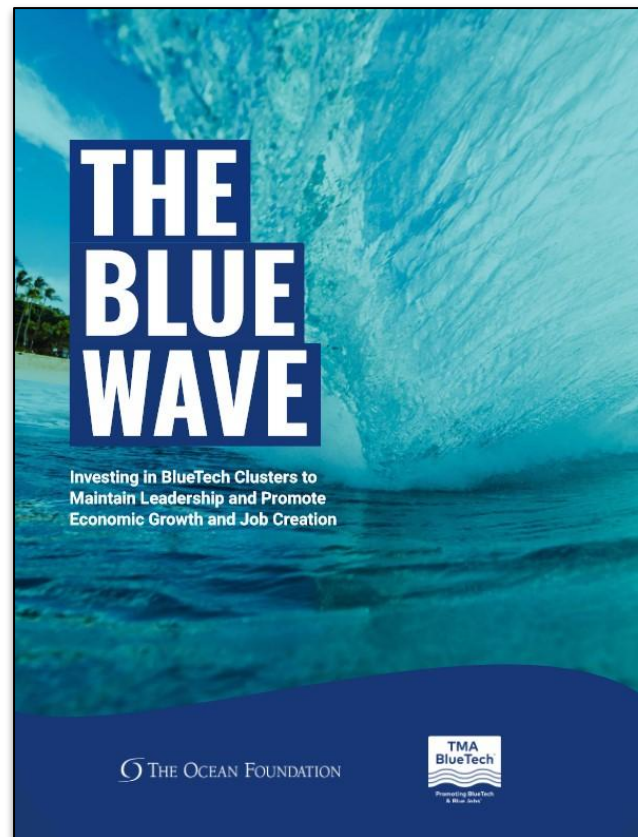


TMA Activities: Reports and Studies

TMA is right in the middle of all things blue economy-related. As such, we are positioned to put together reports and studies that focus on the BlueTech sector, with our most recent client being for The World Bank. Other examples of our work include the following:



[Click here to read report](#)



[Click here to read report](#)



[Click here to read report](#)

TMA Membership

Newly revealed “Basic” levels and monthly subscription models ensure anyone can join, and get in the game.

Levels

- Intel Basic Levels
 - Individual
 - Startup
- Premium Levels
 - Startup
 - Market Entry
 - Leadership
 - Executive
 - Chairman



TMA Membership

TMA Member Benefits	Individual Basic	Startup Basic	Individual Premium	Startup Premium	Market Entry	Leadership	Executive	Chairman
	\$150	\$250	\$700	\$1,000	\$2,500	\$5,000	\$10,000	\$25,000
Annual Fees*								
Invitations to Member Events	X	X	X	X	X	X	X	X
Preference for Program Committee Participation	X	X	X	X	X	X	X	X
Access to Hub Azul Deal Flow Platform	X	X	X	X	X	X	X	X
Logo on TMA Website		X	X	X	X	X	X	X
Online Intel Sessions								
Free access	X	X	X	X	X	X	X	X
Visibility to Other Participants			X	X	X	X	X	X
by Your Name/Company, and As Key Member of TMA BlueTech			X	X	X	X	X	X
Complementary Passes for BlueTech Week**			X	X	X	X	X	X
Annual Member Planning Session			X	X	X	X	X	X
Access to Exclusive Member-only Events and Engagements			X	X	X	X	X	X
introductions depends on membership level)***			X	X	X	X	X	X
25% Discount on Paid TMA Events			X	X	X	X	X	X
Access to Blue Hub Working Space****				X	X	X	X	X
Bespoke BlueTech Global Connect Event Planning				X	X	X	X	X
Ability to Post Company News on TMA's Digital Channels, Anytime				X	X	X	X	X
Membership for all employees				X	X	X	X	X
Access to Participant List from TMA Events				X	X	X	X	X
Ability to Post Jobs on TMA's Jobs Portal				X	X	X	X	X
Member-only Event Planning and Feature					X	X	X	X
Eligibility to Host a TMA-Sanctioned Event					X	X	X	X
Local Media Sourcing and Referrals					X	X	X	X
Event Recognition and Sponsor Benefits						X	X	X
Preference for Delegation Visits						X	X	X
Features, Executive Q&A and Stories						X	X	X
Eligibility to Serve on TMA's Board of Directors						X	X	X
Actively Work with TMA BlueTech to Help Expand Market Objectives							X	X
Discount on Lobbying Service							X	X
Keynote Opportunity at a Specific Event								X
Opportunity to Set Agenda for an Entire Day at BlueTech Week*****								X

Thank you!

*For more more information about our initiatives, OR to
get involved, contact:*

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