



SAN FRANCISCO MADE

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SFMade currently works with over **170 San Francisco-based manufacturers** who together **employ more than 2500 San Francisco** and Bay Area residents.

*A non-profit organization founded in 2010, **SFMade** helps build and support a vibrant manufacturing sector in San Francisco, that sustains companies producing locally made products, encourages entrepreneurship and innovation, and creates employment opportunities for a diverse local workforce.*



SFMade is an URBAN MANUFACTURING initiative.

SFMade intentionally works only within the City limits of San Francisco.

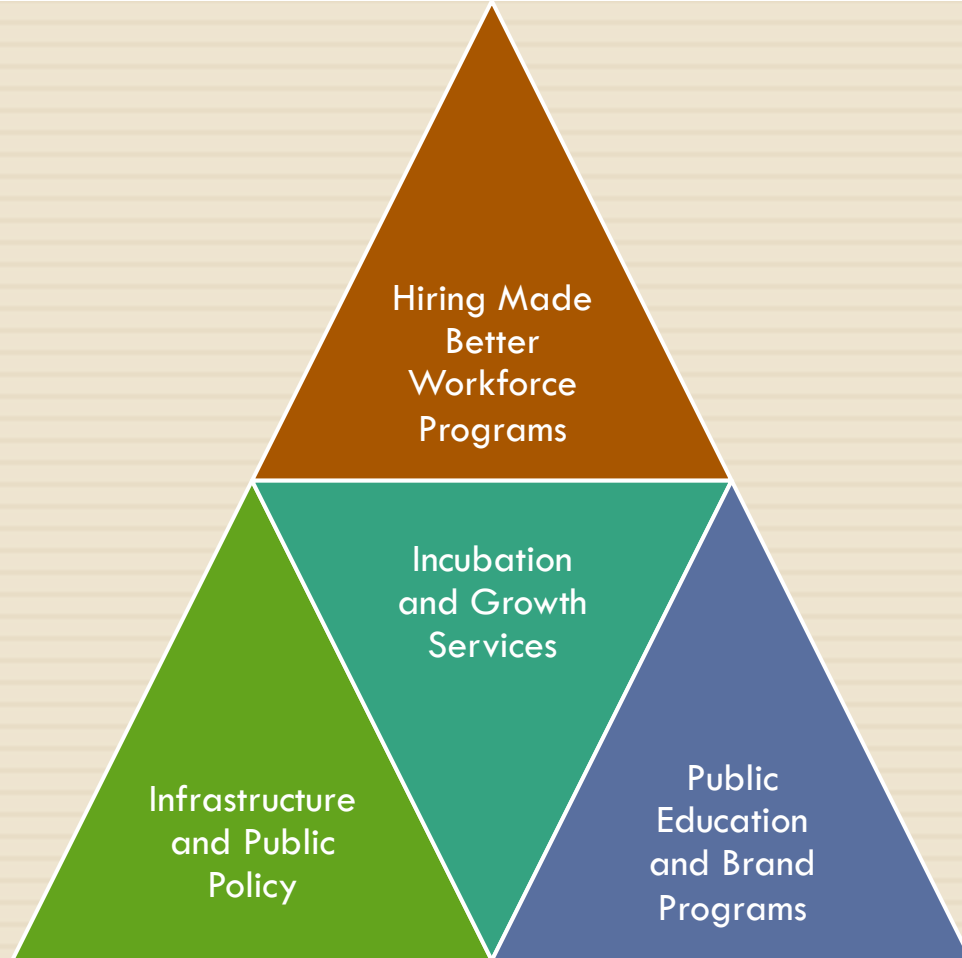
Can we create a new **network of connected regional manufacturing centers**?

Can we encourage more **collaboration among small manufacturers** in the same region?

Can we find a place for local manufacturing to **thrive in the context of global** supply chains, consumers, and communities?

Can we achieve **a mindset shift** away from industrial protection or attraction and toward indigenous growth?

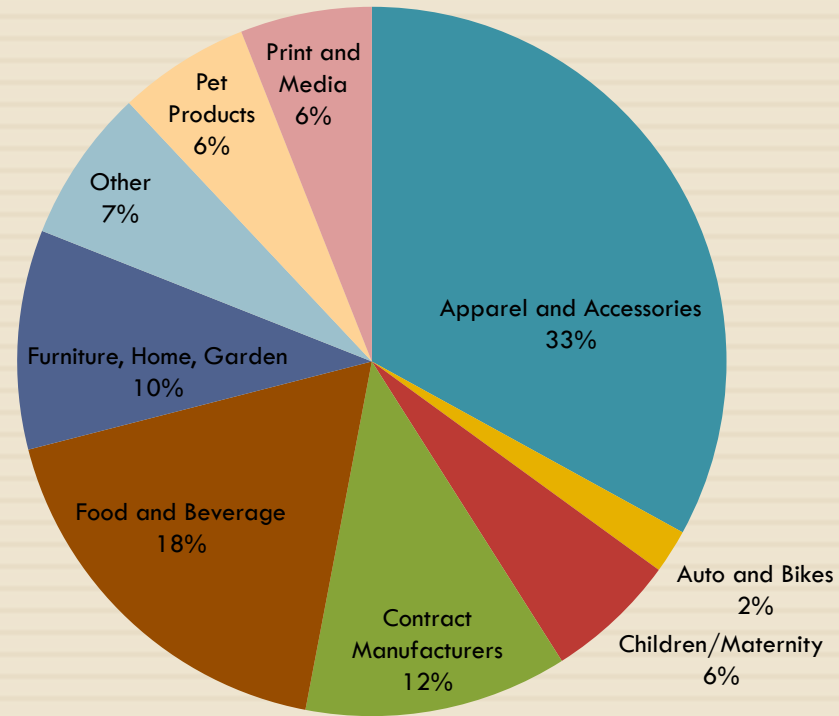
Towards a new vision: Our Questions



What We Do



SFMade Companies, by Industry Segment



Our Companies

99% of SFMade companies make CONSUMER PRODUCTS



SFMade companies ARE:

Small - our largest employs 100 people, \$45M in sales

Young and old – less than 1 year to more than 100

Nimble – compete on design, customization, and responsiveness

Diverse – 50% owned by women; 85% of workers live in Enterprise Zone communities in and around San Francisco

Deeply locally engaged– ownership, brand, place

Who makes stuff in San Francisco??



Timbuk2

The original made-to-order messenger bag. Still made in the Mission.



Rickshaw Bagworks

Bike Messenger Bags 2.0



Betabrand

Style meets Design (speed).



Recchiuti

Chocolate extraordinaire.



Cayson Culinary Design

Leading National manufacturer of culinary wear. In the Bayview.



Ritual Roasters

San Francisco's largest coffee roasting company



DodoCase

Only 1 year old, DodoCase did \$4M in year one and created 20 jobs



Speakeasy Beers and Ales

Built on a San Francisco brand . Based in the Bayview.



MODERN CABANA

Modern Cabana

New approach for dense urban environments.



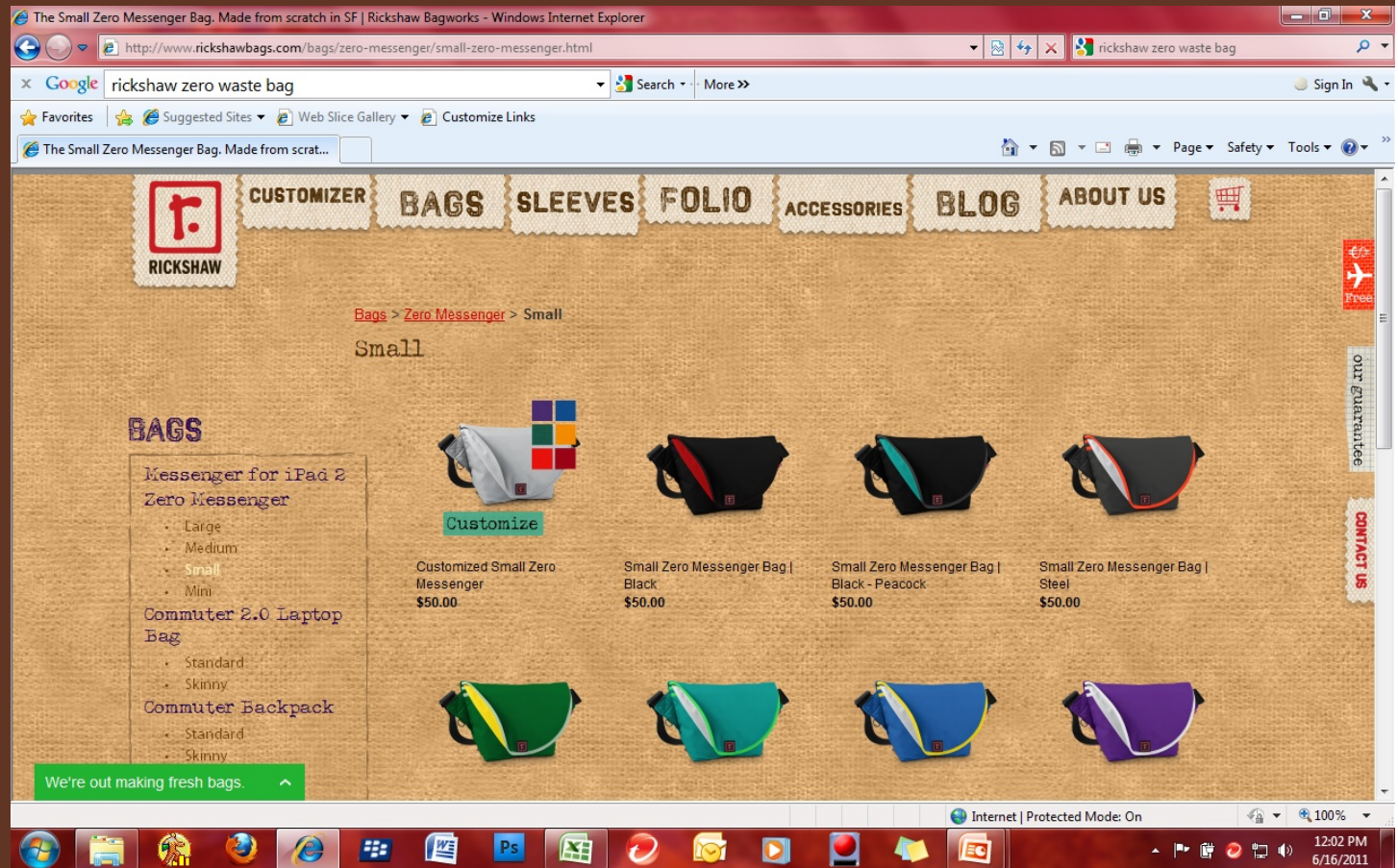
Hello!Lucky

Letterpress and Digital Stationary in the heart of SOMA



Jack and Jason's Pancakes

From La Cocina's kitchen to the American Industrial Center



INNOVATIVE MODELS.

Small manufacturers can often pilot innovative business models more quickly than large.



LOCAL JOBS.

Local manufacturing employs diverse local people.



LOCAL SUPPLY CHAINS.

Urban manufacturing enables intense local supply chains.



KNOW YOUR FARMER.

Encouraging transparency and visibility of the modern urban manufacturing.

Availability of **industrial space** – especially smaller space (under 5000 sq ft)

Retail access. **On-site factory retail** if possible.

Payroll tax as a basis for business taxation

Enterprise Zones and their future

Accessory uses allowed in PDR zoning – too restricted? What about iPDR?

Historic preservation and industrial properties