

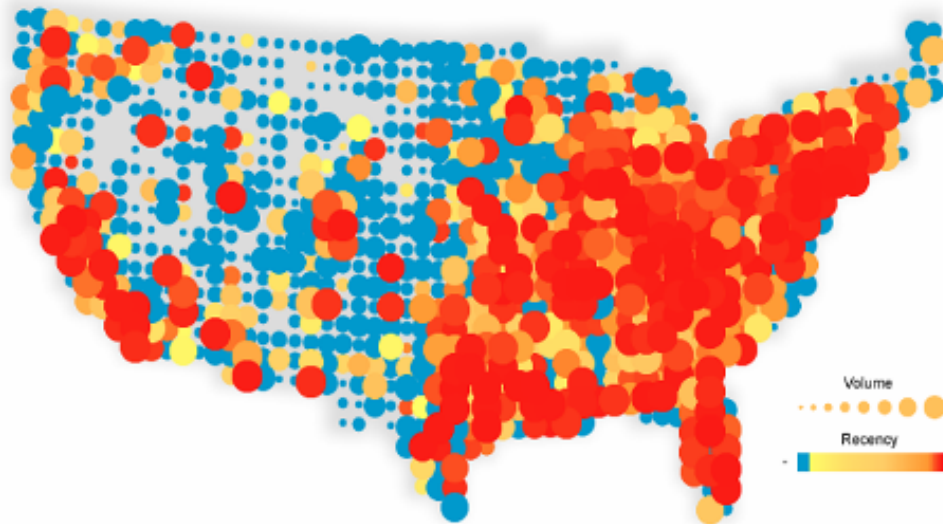
What's Up with Silicon Valley, Anyway? (And why should I care?)

Chris Tolles
CEO Topix
@tolles



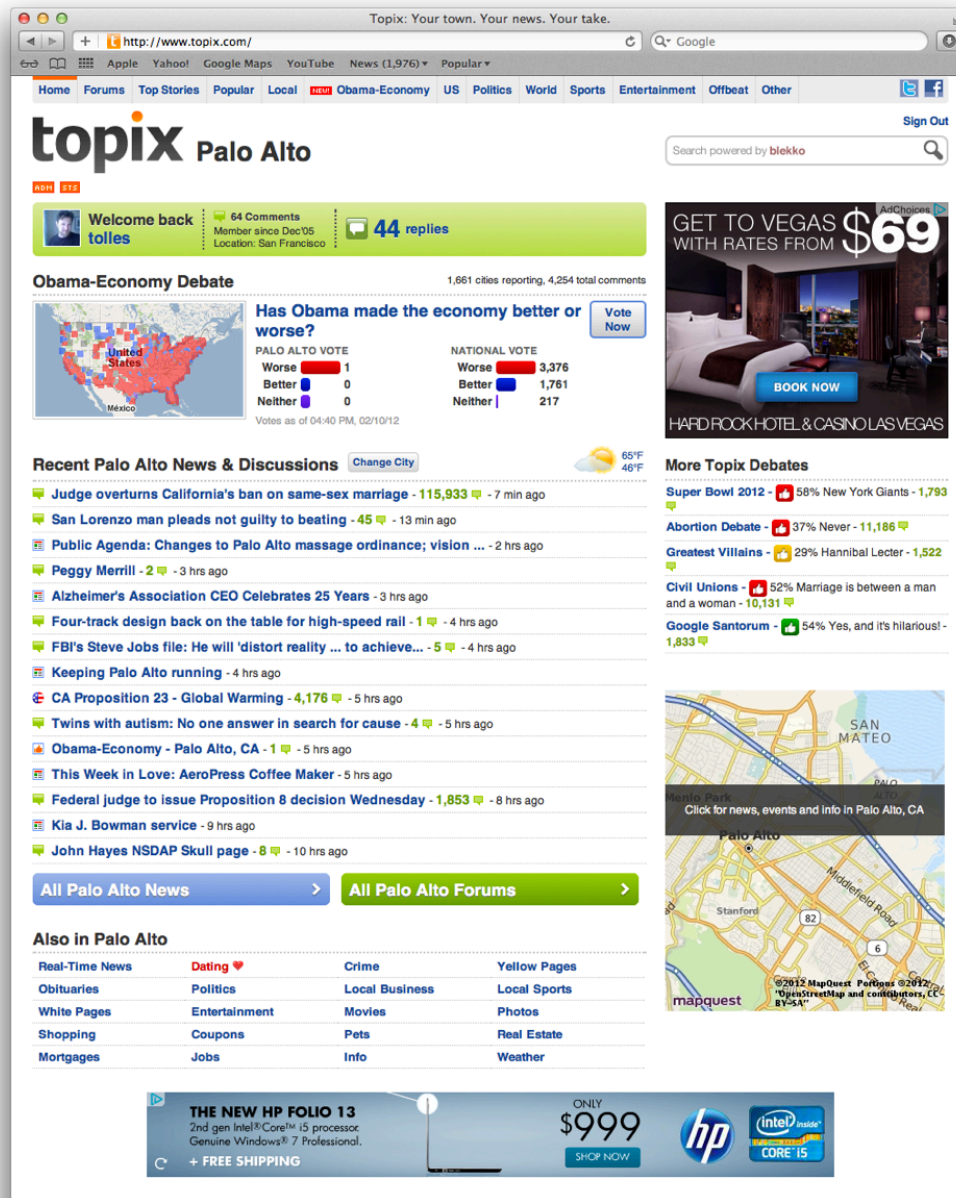
- CS & Econ degree from UC San Diego
- 8 years at Sun Microsystems
- Co-founded dmoz.org, largest human edited web directory (sold to Netscape/Aol)
- Co-founded first funded social networking company and raised \$22M
- Co-founder & (now) CEO of Topix (majority stake sold to Gannett, Tribune & Knight Ridder)





- Largest local forum site in US with 125,000 comments every day
- 10.6 million unique visitors(comScore Total Universe)
- #27 US mobile web site (Quantcast)
- Top 25 news site (comScore)

96% unduplicated audience to Reuters



- Topix provides local news and conversations for every US town
- Aggregates and localizes news from 50,000 sources
- Active local forums on over 5,000 cities & towns
- Profitable & monetized via advertising

Silicon Valley is Unique

- More Companies
- More Money for Startups
- More People

Situations where connections matter

- Getting a Job
 - out of school
 - after that
- Starting a Company
 - Finding co-founders
 - Funding it
 - Hiring
 - Promoting it
- Partnering with Others
 - Business Development
 - Corporate Development

“The median number of years a U.S. worker has been in his or her current job is just 4.4” Fast Company, January 2012

44 year career / 4.4 years tenure = 10 lifetime career changes

Atlanta, Ga.

1. Home Depot: 1,180 job openings
2. WellStar Health System: 1,013 job openings
3. Northside Hospital: 759 job openings
4. Pizza Hut: 753 job openings
5. Emory University: 648 job openings

Boston, Mass.

1. Staples: 1,250 job openings
2. Massachusetts General Hospital: 1,048 job openings
3. Liberty Mutual: 829 job openings
4. Harvard University: 753 job openings
5. Kindred Healthcare: 700 job openings

Los Angeles, Calif.

1. Pizza Hut: 1,496 job openings
2. Staples: 1,428 job openings
3. Starbucks: 1,187 job openings
4. Taco Bell: 1,079 job openings
5. Providence Health and Services: 797 job openings

New York, N.Y.

1. Staples: 2,174 job openings
2. Citigroup: 1,253 job openings
3. Accenture: 1,137 job openings
4. IBM: 969 job openings
5. Ernst & Young: 946 job openings

San Francisco Bay Area, Calif.

1. eBay: 1,803 job openings
2. Cisco Systems: 1,550 job openings
3. Apple: 1,388 job openings
4. Sutter Health: 1,033 job openings
5. HP: 890 job openings

Portland, Ore.

1. Providence Health and Services: 580 job openings
2. Intel: 509 job openings
3. Oregon Health and Science University: 506 job openings
4. Safeway: 438 job openings
5. Gordon Trucking: 314 job openings

Seattle -- Tacoma, Wash.

1. Amazon: 1,905 job openings
2. Providence Health and Services: 924 job openings
3. University of Washington: 914 job openings
4. Starbucks: 906 job openings
5. Virginia Mason Medical Center: 788 job openings

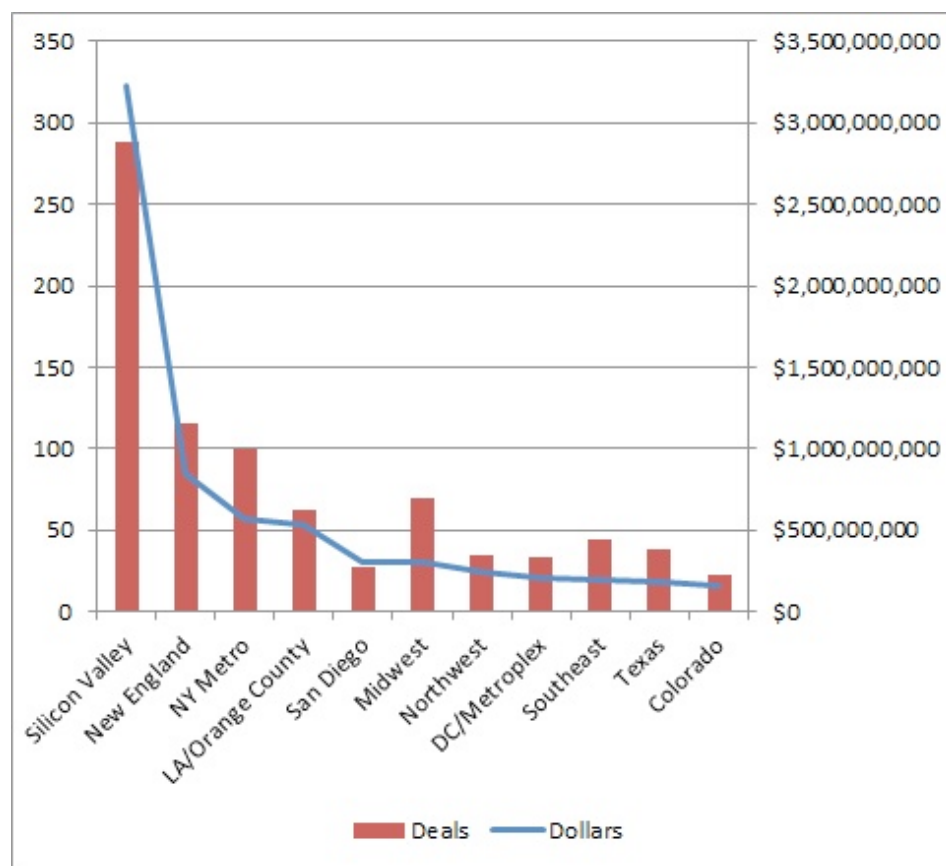
Dallas - Fort. Worth, Texas

1. Texas Health Resources: 1,623 job openings
2. HCA: 1,219 job openings
3. Baylor Health Care: 979 job openings
4. Pizza Hut: 921 job openings
5. Methodist Health Systems: 704 job openings

Chicago, Ill.

1. Accenture: 918 job openings
2. Pizza Hut: 815 job openings
3. Sears: 696 job openings
4. HCR Manor Care: 680 job openings
5. Taco Bell: 613 job openings

From *The Top Hiring Employers in America's Biggest Cities*, Forbes, February 2012



Regionally Silicon Valley continues to outperform the next 8 regions combined in total investment dollars.

The best people to work with are those you already know

e.g Evan Williams & Biz Stone met at Google

My personal experiences:

- First startup (Dmoz) was with coworkers
 - found biz dev guy at networking event
- Second startup funded via former co-worker VC's
- Third startup was guys from first startup
 - recruited engineering team from second startup