Accelerating Gaza’s Tech Ecosystem
What is Gaza Sky Geeks?

GSG is the leading co-working space, pre-seed startup accelerator, and technology education hub in Gaza. Not a single donor “project,” but a going concern.

Our Mission
To build an internationally competitive technology ecosystem in Palestine through online freelancing, outsourcing, and tech startups that creates high-salary jobs.

What We Do
We convene designers, developers, and startup founders under one roof to share ideas, code, and build brighter futures by selling products and services online.
GSG’s 3 Program Areas “Pay It Forward”

**SUPPORTING PALESTINE’S TECH ECOSYSTEM**

1) Technical Skills
• 6-month full-time Coding Academy; all project-based learning
  • 16 grad/cohort
  • 1 facilitator
  • 8 vol. mentors

2) Freelancing Skills
• 10 week apprenticeships w/ top-Gazan freelancers
  • 35 grad/cohort
  • 4 paid facilitators
  • 15 vol. mentors

3) Entrepreneurship Skills
• 6 month Pre-Seed Startup Accelerator
  • Start: 40 teams/cohort
  • End: 5 quality teams
  • Cohort Alumni Mentor Future Cohorts

**Cross-Cutting Vertical Support**

Co-Working Space and Community Events / Hackathons

Women’s inclusivity & Outreach

Network of 300+ International Volunteer Tech Mentors

**Alumni “Pay Forward”**

Corporate Advocacy (e.g. Payments Co.’s)
GSG Cross-Border Business Advocacy Wins

Facilitating Payments Solutions has Lasting Economic Impact for the Tech Ecosystem:

- **stripe**
  - Partnering with Stripe and Silicon Valley Bank – 5 companies registered in US in 2017

- **Bank of Palestine**
  - Wire transfers for GSG-affiliated Freelancers

- **Upwork**
  - Preferential Treatment for GSG Outsourcing Agency

- **Payoneer**
  - Pre-paid cards program for GSG community members

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gazaskygeeks.com  @GazaSkyGeeks

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GazaSkyGeeks powered by Mercy Corps
## Paths to Sustainability

### Co-Working
- **Cohort Size**
  - 60 Desks / yr
  - 6 major paid events / yr
- **GSG Direct Cost per Cohort**
  - $75K ops cost /yr
- **Income Generated per Cohort (12 mos.)**
  - $60K
- **Trainee Income Attributed to GSG Agency Job Facilitation**
  - 100%
- **GSG Agency Revenue Share (%/$)**
  - 100% / $60K

### Technical Skills
- **Cohort Size**
  - 16 trainees
- **GSG Direct Cost per Cohort**
  - $40K (intl. training support needed)
- **Income Generated per Cohort (12 mos.)**
  - $160K
- **Trainee Income Attributed to GSG Agency Job Facilitation**
  - 63%
- **GSG Agency Revenue Share (%/$)**
  - 40% / $40K

### Freelancing Skills
- **Cohort Size**
  - 60 trainees
- **GSG Direct Cost per Cohort**
  - $10K (all local trainers)
- **Income Generated per Cohort (12 mos.)**
  - $250K
- **Trainee Income Attributed to GSG Agency Job Facilitation**
  - 20%
- **GSG Agency Revenue Share (%/$)**
  - 20% / $25K

### Pre-Seed Accelerator
- **Cohort Size**
  - 90 team members
- **GSG Direct Cost per Cohort**
  - $100K (intl. training support needed)
- **Income Generated per Cohort (12 mos.)**
  - $90K Revenue
- **Trainee Income Attributed to GSG Agency Job Facilitation**
  - N/A
- **GSG Agency Revenue Share (%/$)**
  - N/A

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**2018-19: Establish Parallel For-Profit Entity Outside MC**

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THANK YOU!