



NASHVILLE  
TECHNOLOGY  
COUNCIL

2018 / ANNUAL REPORT

# F WORK CREATIVE TECH DEVELOPMENT







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## INTRODUCTION

From its inception in 1999, the Greater Nashville Technology Council has been a catalyst for the growth and influence of Middle Tennessee’s tech sector. Initially, the NTC was housed in the Nashville Area Chamber of Commerce. It provided job market studies and hosted events that were relevant to tech companies and IT departments. By 2008, the organization helped to establish the Nashville Angel Network (later the Nashville Capital Network) and the Nashville Entrepreneur Center, and launched the NTC Awards.

In 2015, the organization received a state grant to fund the IT Pathway Collaborative to address the IT skills gap in the region. That project spurred programs to raise student awareness of tech career opportunities through camps, after school programs, tech industry field trips, and the creation of the We Build Tech platform, a network of training and employment tools to help create a tech talent pipeline for Nashville.

Through Comcast’s remarkable investment and the support of numerous organizations in our tech community, Tech Hill Commons opened its doors in early 2017 and became the new home of the NTC. It has already served as a gathering spot for thousands in the tech community.

In late 2017, the NTC continued its focus on building new avenues into tech opportunities with the announcement of Apprenti TN, a technology-focused apprentice program and the first of its kind in Tennessee. The program has attracted hundreds of diverse apprentice applicants and will launch its first cohort of students in late 2018.



# NASHVILLE TECHNOLOGY COUNCIL

## ABOUT THE NTC

The Greater Nashville Technology Council exists to be a catalyst for the growth and influence of Middle Tennessee's technology industry. By connecting, uniting, developing, and promoting our community of creative innovators, we propel the Nashville area forward to become a national leader in technology-based innovation and development.

Learn more at [TechnologyCouncil.com/About-Us](https://TechnologyCouncil.com/About-Us)

## THE NTC IN ACTION

From connecting people and businesses through 75+ networking and educational events, developing professionals and students for current and future careers in the tech industry, uniting voices on technology policy, and promoting and celebrating Middle Tennessee's innovation and tech leaders, the NTC concentrates its efforts on membership growth and development, workforce education, and advocacy for the technology industry.

Whether it's a blockchain startup or a HealthTech juggernaut, we support companies at all stages of growth and development.

The NTC is where our tech community comes together to advance our shared goals and establish Nashville as our nation's Creative Tech Destination.

## LEADERSHIP

The NTC operates through its staff and with strategic guidance from its Board of Directors. The Board of Directors is led by the NTC's 2017- 2019 Chairman of the Board Barry Vandevier, President of Operations at Asurion, and incoming 2019 Chairwoman Amy Henderson. Brian Moyer serves as the President and CEO of the Council and is responsible for daily operations and management.

WE ALIGN OUR ACTIVITIES  
UNDER FOUR KEY PILLARS:

  
**CONNECT**

We believe connection is essential to growth. By facilitating educational and networking events, celebrations, and opportunities to give back, we cultivate a collaborative community that enjoys sharing, learning, and giving together.

We believe Middle Tennessee is able to sustain a political and economic atmosphere that empowers technology to thrive. We advocate for policies that nurture expansion and attract both talent and businesses. We invite you to join us in that effort.

  
**UNITE**

  
**DEVELOP**

We believe in our community's ability to produce and retain the nation's best talent. We empower growth by supporting the gifted individuals that comprise our workforce today, and provide inspiration and education for the workforce of tomorrow.

We believe Middle Tennessee is emerging as a technology leader. We work to create a reputation of technological excellence for our community while raising awareness, encouraging creativity, and driving economic progress.

  
**PROMOTE**



# LETTER FROM THE CEO

This past year brought many significant signs and outcomes that highlight the strength and vitality of the Middle Tennessee technology sector. Jobs are on the rise, our education system is more focused on STEM initiatives, and we continue to raise our national profile as a desirable destination for technology-dependent companies looking to expand or relocate from other parts of the globe.

At the heart of our success is a regional creative culture that fosters an ideal environment for growth and innovation. The greater Nashville area is a welcoming, cooperative ecosystem that actively nurtures both new and existing tech businesses. We are a magnet for new tech talent from other markets and are aggressively expanding our own tech talent pipeline.

Our tech workforce is on the rise and currently stands at 46,099 workers. This represents a 30% increase in the past five years, outpacing national tech job growth by 10% and general Middle Tennessee job growth by 15% over the same period. The median income for a Middle Tennessee tech worker is 96% higher than the average Middle Tennessee worker. All of this adds up to an economic impact of more than \$6 billion for our region. The technology sector spans all our major industries and serves as the enabling force driving innovation and growth in healthcare, music and entertainment, manufacturing, finance and others.

This year, we also completed our first full year at Tech Hill Commons, the NTC’s community event center and office space. We welcomed 449 individual events to Tech Hill Commons, bringing in more than 12,000 visitors. From product launches to developer meetups and networking events, Tech Hill Commons has become the living room, conference room, classroom, and auditorium for Middle Tennessee’s tech community.

Our advocacy and public affairs efforts continue to expand and bring new value to our members. This year we added two registered lobbyists to work on behalf of our members and achieved early legislative wins as described in the Public Policy & Advocacy section of this report.

I’m happy to report that Apprenti TN, our new tech apprenticeship program, officially launched in June of 2018 and is already showing encouraging results. Within the first several weeks we saw more than 300 people take the aptitude assessment, the first step of the apprentice application process. Half of the applicants taking the assessment scored 80% or better, qualifying them for the interview phase. Of those who took the assessment, 63% were people of color, 43% were veterans and 24% were female. We clearly have an opportunity to leverage this program to build a more inclusive tech workforce.

These are just a few of the stories highlighted in this year’s report. Thanks to an incredible NTC Team and supportive board of directors, we are leading the growth and influence of Middle Tennessee’s tech community.

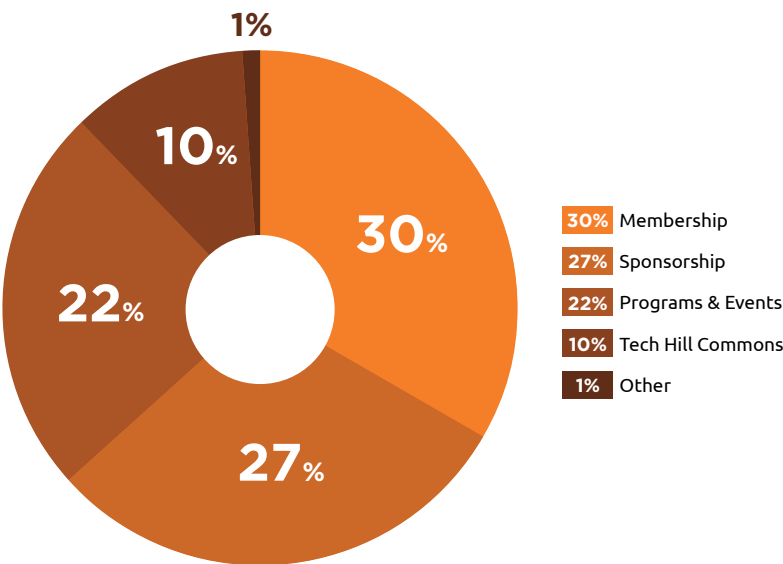
*Brian Moyer*

**BRIAN MOYER**  
President & CEO  
Greater Nashville Technology Council

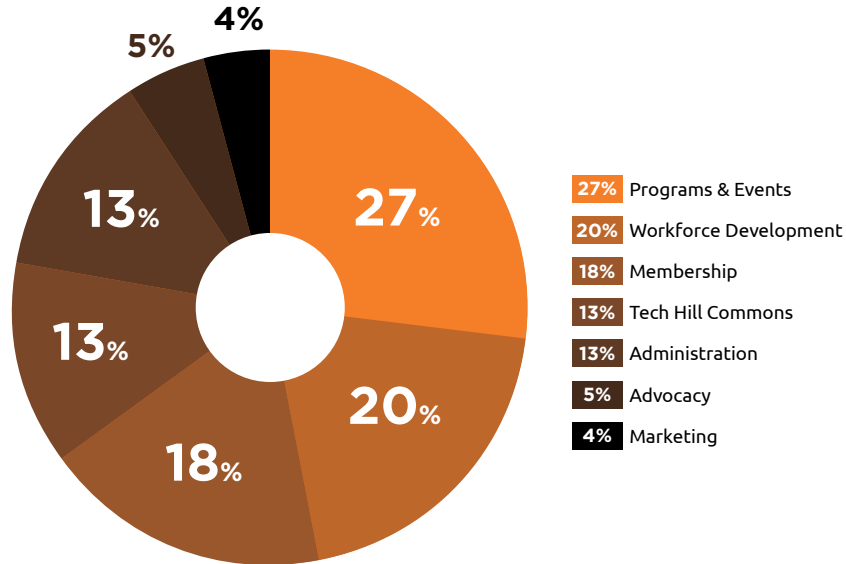
# FINANCES

The Greater Nashville Technology Council enjoyed another strong financial year. We rely on the support of our membership and the tech community. When you make an investment in the NTC or the NTC Foundation, you are investing in the success and future of the technology community in Middle Tennessee. Your investment and support fosters economic growth and business prosperity through our region and is the best way to make an impact on the technology community of Middle Tennessee.

## INCOME



## EXPENSES





# TECH HILL COMMONS

Since its inception, the vision for Tech Hill Commons has been to provide the greater Nashville technology community with a space to come together, share their ideas, and spur each other on to bigger and better achievements. After our first year of being open, we are well on our way to realizing that vision.

With over 12,800 visitors in the first year, Tech Hill Commons has formed a reputation in the greater Nashville community as where creative tech meets. Hosting board meetings, training sessions, product launches, community hack-a-thons, and tech meetups alike, Tech Hill Commons has emerged as a leader in advancing Nashville's place in the technology landscape.

"We've hosted several events at Tech Hill Commons and will keep coming back! Great space that is conveniently located with all the amenities we need to host a successful meeting, and Lauren makes it easy for us every time." Amber Alexander, Director, Inclusion & Social Responsibility at Asurion

The NTC is grateful for the continuing support of its Vision Partner, Comcast, whose gigabit speed internet allows all of Tech Hill Commons' guests to work smarter and connect more efficiently. In May, we were delighted to hold a ribbon cutting ceremony for the newly named PwC Learning Lab and a reception to honor all our renewing room sponsors: Dell, ENA, and Comcast.

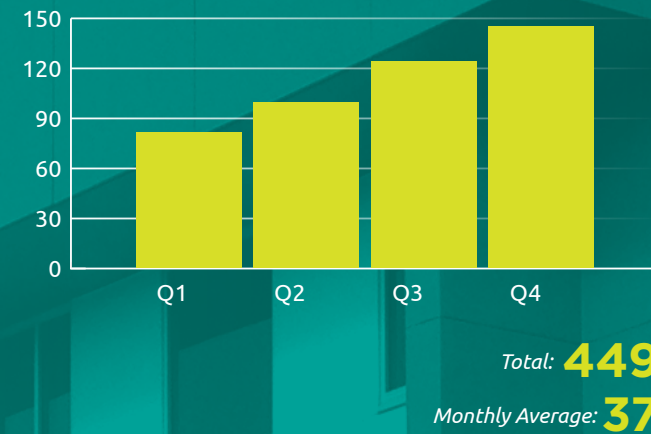
Few other aspects so perfectly encapsulate the NTC's mission to connect, unite, develop, and promote than our work to support local tech user groups. In our first year, we hosted over 70 tech user group meetings representing over 5,800 distinct members. The NTC recognizes how important Nashville's tech user group community is and is dedicated to supporting them by providing space at Tech Hill Commons for them to meet and grow.

The space was made possible by the generous support of Comcast and Nashville's technology community. Investors include:

MedHost, Asurion, Kraft CPAs, c3/consulting-Ankura, CGI, Pinnacle, PwC, Qualifacts, Trinisys, HealthTrust, HCA, Change Healthcare, Parallon, MTSU, Cerner, Lipscomb University, Nissan North America, 3D Technology Group, Vanderbilt University, Tracy Guarino, Cognizant, ENA, Clearwater Compliance, VendEngine, Tractor Supply Co., Nashville HealthCare Council, Teknion, Dell, Cisco, Sony, HiFi Buys, Diversified Technology, Ai Interiors, TechnologyAdvice, ProGraphics, Your Care Everywhere, and Silex Data.

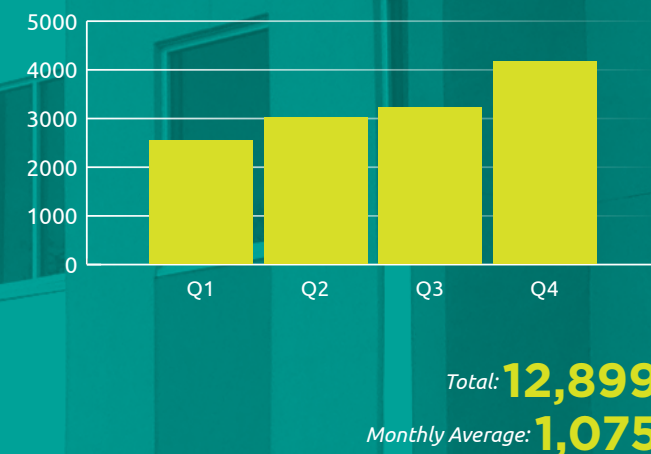
## RESERVATIONS

Reservations made from May 2017 to May 2018



## PEOPLE

People recorded to come through THC from May 2017 to May 2018



## AVAILABILITY

Located in the Nolensville Corridor and near the rapidly developing Wedgewood-Houston neighborhood, Tech Hill Commons includes more than 9,500 square feet of space. From product launches to developer meetups and networking events, the Commons is the living room, conference room, and auditorium for the Middle Tennessee tech industry to connect. Spaces include:

- / Event Center: **150 people**
- / Comcast Boardroom: **20 people**
- / ENA Conference Room *powered by Cisco*: **12 people**
- / Dell Learning Center: **48 people**
- / PwC Learning Lab: **22 people**
- / Coffee station presented by Kraft CPAs

Whether you're looking to challenge your team in an offsite retreat, teleconference with a client, develop the next generation of tech leaders, formulate your company's next industry revolutionizing strategy, or launch your new innovation, Tech Hill Commons is available to exceed your organization's needs.

Learn more at [TechHillCommons.com](http://TechHillCommons.com)



## COMMUNITY GROUPS USE TECH HILL COMMONS

- / **NASHVILLE MOBILE DEVELOPERS**
- / **NASH MICRO**
- / **BLOCKCHAIN MEETUP**
- / **CRAFT CONTENT**
- / **EXTRA LIFE GUILD**
- / **GIRL GEEK DINNER**
- / **GREATER NASHVILLE HEALTHCARE ANALYTICS MEETUP**
- / **DATA SCIENCE MEETUP**
- / **LINKEDIN LOCAL**
- / **NASHVILLE PRODUCT MEETUP**
- / **NASHVILLE UX MEETUP**
- / **BUNKER BREWS**

Tech Hill Commons also serves as the meeting space for these local non-profit organizations.

- / **MNPS**
- / **CODE.ORG**
- / **WOMEN GET IT**
- / **WITT**
- / **NASHVILLE ENTREPRENEUR CENTER**
- / **NASHVILLE SOFTWARE SCHOOL**
- / **NASHVILLE AFTER ZONE ASSOCIATION (NAZA)**
- / **OPERATION STAND DOWN**
- / **TECHBRIDGE**
- / **TECHFED**

Total Groups: **24**

Total Members Represented: **5850**

Total THC Attendance: **549**



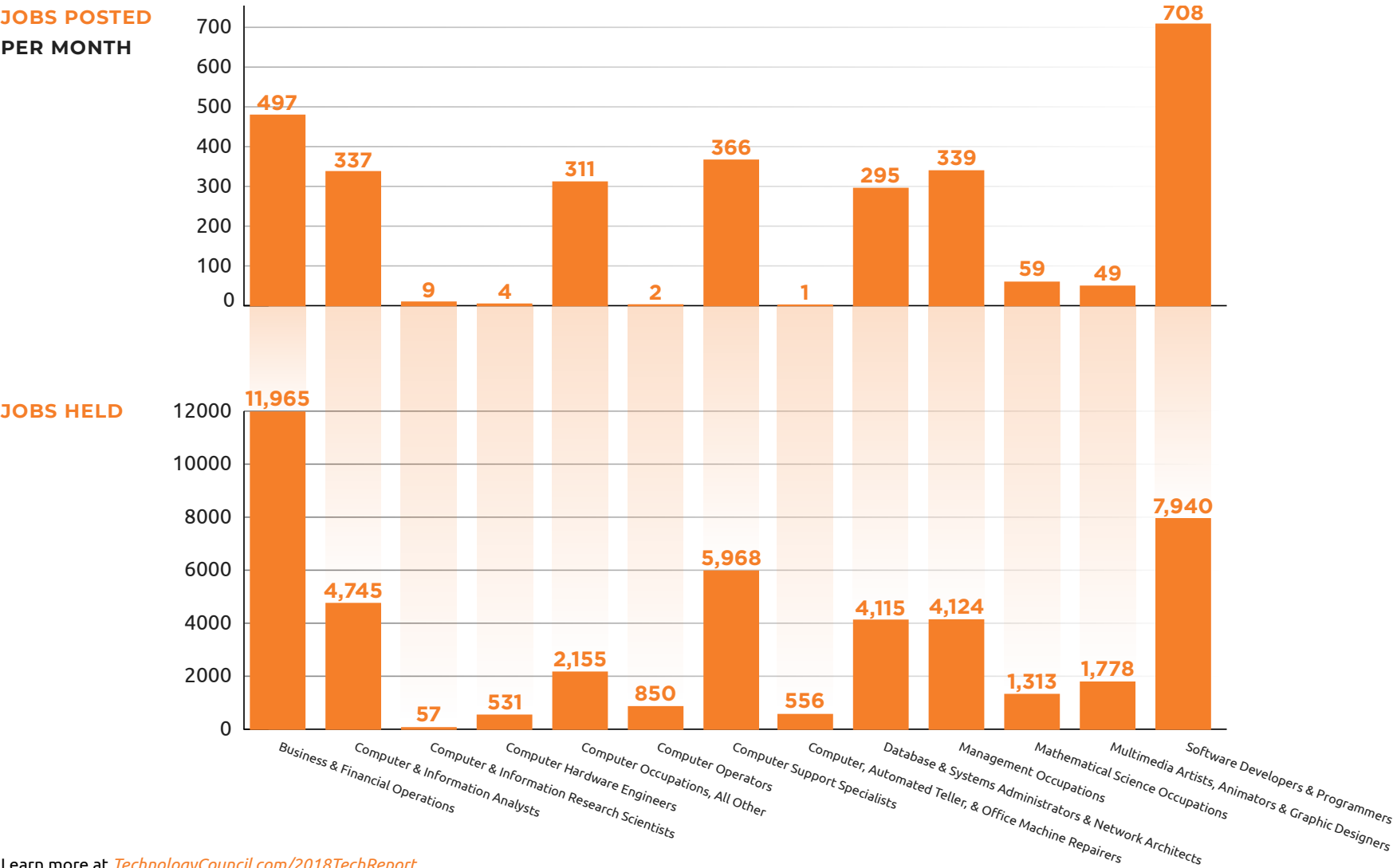
# MIDDLE TENNESSEE'S TECH JOBS LANDSCAPE

This year brings with it the ability to analyze the tech workforce in Middle Tennessee as never before. In partnership with the NTC, Middle Tennessee State University has procured access to in-depth workforce development data, and used it to produce a comprehensive report on the local tech workforce. Collaboration on this report allowed us to create a tailored definition of “creative tech” for the greater Nashville area; one that is truly reflective of our local tech community. This definition encompasses not only traditional tech occupations, but also analytics occupations that lie at the intersection of tech, mathematics, and business. It also captures the tech workers that fuel industries – like healthcare and entertainment – that serve as the economic backbone of our region.

This detailed analysis gives us the ability to see the existing landscape clearly. This knowledge provides exciting opportunities to create workforce development strategies that leverage our regional strengths while developing thoughtful, data-driven programs that foster the ideal environment for growth.

- / The Middle Tennessee tech median compensation is **96% higher** than the Middle Tennessee median for all jobs
- / Middle Tennessee tech job growth outpaced the national tech job growth by **10%** from 2012 to 2017
- / Middle Tennessee tech/analytics jobs outpaced general Middle Tennessee job growth by **15%** from 2012 to 2017
- / The rate of Middle Tennessee tech job growth is projected to outpace the rate of national tech job growth by **78%** between 2017 and 2022.

From 2012-2017, Middle Tennessee **tech workers grew by 30%** to a total of **46,099**. The median **income for tech occupations is \$71,370**, which is **96% higher** than the median income across all occupations in Middle Tennessee. This rate of growth **outpaces national tech job growth by 10%** and general Middle Tennessee job growth by **15%**. The Middle Tennessee **tech workforce growth is projected to outpace national tech workforce growth by 78%** over the next five years.



Learn more at [TechnologyCouncil.com/2018TechReport](https://TechnologyCouncil.com/2018TechReport)



# MEMBERSHIP

More than 400 member companies and organizations invest in NTC membership to give their employees access to relevant content, best practices, and a stage to advance their missions. The NTC added more than 100 members this year, all of which are actively engaged in advancing Middle Tennessee’s technology development agenda. Most importantly, our members built a powerful network of industry connections that helps to strengthen the roots of technology in Middle Tennessee.

## NETWORKING, PROGRAMMING & TALENT DEVELOPMENT

The NTC has many ways to grow your professional network through its signature events, programs, committees, and meetings. Members build meaningful relationships through peer networks and monthly networking events. By joining NTC committees, members have input and provide strategic guidance in areas that can help propel the tech community forward.

## VISIBILITY

Through speaking engagements, event sponsorships, and promotional opportunities, the NTC gives our members multiple platforms to build brand awareness within the tech community. The NTC hosts a calendar of technology and industry related events, offers the ability to promote company news through our promotional partnership opportunities, and maximizes your exposure to the right audience.

## PUBLIC POLICY

The NTC is a voice of the technology industry for Middle Tennessee. With an engaged, member-driven Advocacy Committee and partnership through Technology Councils of North America, members work together to advocate on technology issues and policies that nurture expansion and attract both talent and business.

## INFORMATION

The NTC shares the latest tech news and highlights member-specific announcements and recognition. Through community partnerships, we provide access to industry data and economic trends to showcase the Middle Tennessee tech landscape.

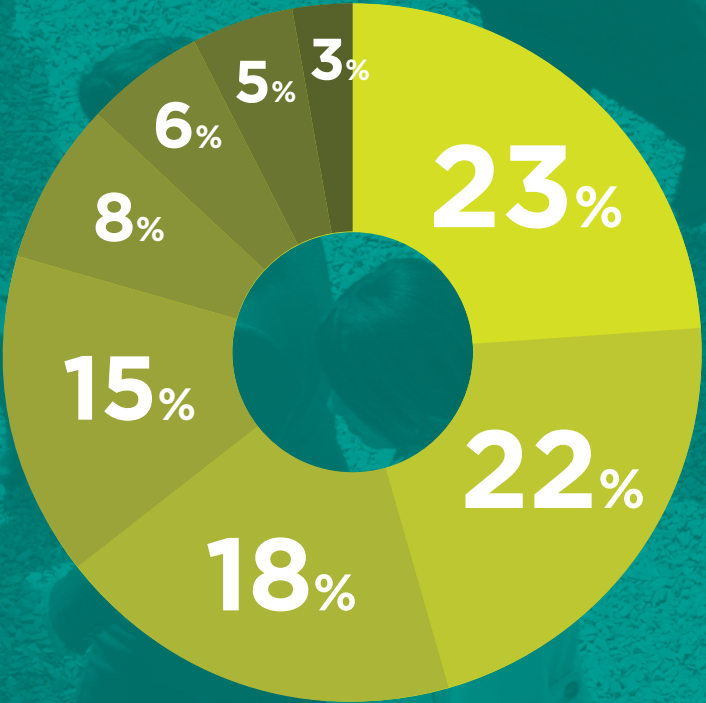
## VOLUNTEERISM

There are many ways for NTC members to volunteer through our workforce development programming. Volunteers share industry knowledge and engage with students during our summer camps and field trips. Tech professionals also collaborate with teachers to implement technology learning in the classroom during Hour of Code.

## MEMBERSHIP BENEFITS

- / Committee participation
- / Field-specific peer groups
- / Sponsorship opportunities
- / New relationships
- / Use of promotional services
- / Member event pricing
- / Business development
- / Meaningful volunteer opportunities
- / Access to the NTC member base
- / Advocacy and workforce development
- / Brand exposure
- / Professional development
- / Member pricing for Tech Hill Commons

## MEMBER INDUSTRY BREAKDOWN



23%	IT Services	95 Members
22%	Business/Professional Services	86 Members
18%	Technology	75 Members
15%	Other	60 Members
8%	Healthcare	30 Members
6%	Finance/Wealth MGT/Accounting Services	22 Members
5%	Education Institutions/Bootcamps	19 Members
3%	Government	10 Members

Learn more at [TechnologyCouncil.com/Membership](https://TechnologyCouncil.com/Membership)



# PROGRAM SPOTLIGHTS

As a key component to the Greater Nashville Technology Council’s mission, we build programs to help our members develop the skills they need to better achieve their goals and advance their careers. The NTC works with our members to build programs in targeted areas of concentration to serve the needs of the community.

In 2017-2018, the NTC became a platform and successfully launched three new groups including the ELITE program, the Veterans Peer Group, and Nash DevOps, which collectively worked to “level-up” 750+ professionals in the Middle Tennessee tech community.

## EMERGING LEADERS IN IT (ELITE)

### VISION & PURPOSE

As the technical talent pool grows, our tech community must continue to build leadership talent that will attract, retain, and strengthen the talent required for Nashville to be a recognized leader in technology. Through the Emerging Leaders in IT (ELITE) program, the NTC is making an investment in developing technologists and equipping them with the knowledge and connections to be successful in a technology leadership role.

“The mission of the NTC is to grow, attract, and retain tech talent in Nashville. We all know that people join companies and leave their bosses. The ELITE program was created to develop leaders in the tech community with a solid foundation that attracts and inspires talent,” said Joanne Eckton, a member of the Leadership Committee and an instrumental force in launching the program.

The six-month, application-only program provides an opportunity for both experienced and aspiring leaders to come together to collectively gain new skills, share knowledge, and build Nashville’s leadership pool in the tech industry. Through formal instruction, community program activities, dialogue, and executive mentoring, the ELITE program provides information on the core skills required for people leadership and opportunities to use and refine those skills.

“The NTC ELITE program provided a tremendous opportunity to network with other rising IT leaders in the metro-Nashville area while also learning from highly-experienced IT leaders who served as mentors,” said Marcus Magee of Tractor Supply, who participated in the inaugural cohort. “ I have used the skills learned during NTC ELITE to aide in my personal career development, which has translated into a new role within my company and me leading the effort to establish a partnership between my company and a local college.”

In addition to classroom training and a team-based, community project that participants must scope and execute, the program also includes a mentorship component designed to help emerging leaders connect with and learn from experienced Executive Mentors. Twenty-two Executive Mentors attend every other session with the participants and serve as sounding boards and subject matter experts as the cohort completes exercises designed to put their leadership skills into action.

“Being a mentor is great in a variety of ways — an opportunity to share experiences, to learn from each other, to talk strategy and understand operational challenges,” said Nicole Tremblett of HCA, who also serves as an Executive Mentor. “It’s been my pleasure to be part of this wonderful program.”

### PROGRAM DETAILS

- WHAT:** Leadership Training, Peer-to-Peer Learning, Executive Mentorship
- TERM:** Six Months, Application-only
- COHORT SIZE:** 21

### LEADERSHIP COMMITTEE

- JOHN ANDERSON**  
| RCG
- MEG CHAMBLEE**  
| CGI
- JOANNE ECKTON**  
| Eckton Enterprises
- SUZI EARHART**  
| Independent Consultant

### LEARN MORE

[TechnologyCouncil.com/ELITE](https://TechnologyCouncil.com/ELITE)

## PROGRAM DETAILS

**PEER GROUP:** *A forum for tech-related Nashville veterans that hold regular quarterly meetings*

**GROUP SIZE:** 165

**MENTORSHIP PROGRAM:** *Select application-only program*

**COHORT SIZE:** 18

## PLANNING COMMITTEE MEMBERS

**JON ZAGAMI**  
| *Bedroc*

**BOB COSTELLO**  
| *Kirklands*

**KATHRYN ACORD**  
| *Dell*

## EXECUTIVE COMMITTEE MEMBERS

**ANDY FLATT**  
| *CIO* | *NHC Healthcare*

**SEAN TULEY**  
| *CIO* | *LifePoint Health*

**GREG SCHAFFER**  
| *CEO* | *vCISO Services, LLC*

**ANDREW BAXTER**  
| *Director Service Assurance* | *HCA*

**DARIN MCCLOY**  
| *Director IT* | *Shearwater Health*

## LEARN MORE

[TechnologyCouncil.com/Veterans](https://TechnologyCouncil.com/Veterans)

# NTC VETERANS PEER GROUP AND MENTORSHIP PROGRAM

## VISION & PURPOSE

The NTC Veterans Peer Group began as a small group of technology-minded leaders. The group strives to evolve to meet the needs of professionals in the rapidly-changing tech industry as business leaders, entrepreneurs, or transitioning veterans. The NTC Veterans Peer Group was founded to support veterans in all areas of technology. This group provides a forum for Nashville veterans to empower each other in technology through education, mentoring, and networking.

The peer group creates an inclusive environment for non-veterans and veterans alike to share in their passion for technology and veteran causes. Its members provide technology leadership to veterans in the corporate arena as entrepreneurs or currently in transition from the service.

The group provides leaders in technology an opportunity to mentor, network, and encourage veterans to pursue careers in technology in Middle TN. “We want Nashville to be a veteran-friendly city with veteran-friendly businesses at the heart of it all,” said Bob Costello of Kirklands, who has been an instrumental part of the planning committee.

The NTC Veteran Peer Group is supported, planned, and run by Bob and Jon Zagami of Bedroc, who work in coordination with an Executive Committee. “Our Executive Committee has a passion for technology and servant leadership,” said Jon, which has enabled the program to launch not only a series of quarterly events but also the unique Veteran’s Mentorship Program.

The NTC Veteran’s Mentorship Program allows veterans to model good leadership and offer practical guidance to their future leaders. Mentoring fosters not only professional growth but also personal growth, and can develop confidence in handling new situations, improve understanding of different approaches, and enhance self-esteem for both mentors and mentees.

Through small group mentorship, this program seeks to provide veterans with an opportunity for valuable peer-to-peer learning, professional development, and meaningful connections within the Middle Tennessee tech community. Participation is limited to veterans working in, or interested in working in, the tech industry.

“There’s so much value in peer-to-peer relationship and peer-to-peer information sharing...it’s often times the conversation with our colleagues in a group format where we learn the most,” said Sean Tuley, CIO of LifePoint Health and Executive Committee member, who also serves as a program mentor. “The small group approach allows us to have a different dynamic than a traditional one-on-one mentor relationship, and facilitates each of the mentees of the program contributing to the overall learning of the group,” Sean continued. “This program not only allows Nashville technology professionals who are veterans to connect in a meaningful way and promote their careers, but the participants in this first cohort are putting their fingerprints on what could be a long-term mentorship opportunity in the Middle Tennessee area for many years to come.”

# NASH DEVOPS PEER GROUP

## VISION & PURPOSE

The Nash DevOps Peer Group was started by Nick Wallace, Solutions Architect for Red Hat, and Steve Stewart, Sales Account Executive, Shadow-Soft, with the intent to build a DevOps community in Middle Tennessee. The group is for IT professionals looking to provide better solutions by unifying software development (Dev) and software & infrastructure operations (Ops) to share their knowledge and lessons learned.

The DevOps movement strongly advocates for automation and monitoring at all steps of software construction. This culture focuses on agility and increasing efficiency through feedback loops to strive for continuous improvement and enhance the end-user experience. DevOps aims to achieve shorter development cycles more rapidly, in close alignment with business.

“Nash DevOps a community of collaboration,” explains Stewart. “New attendees will find and should be ready to participate in conversations with experts about a wide-range of topics.”

Besides developers and operations, DevOps brings together a wide array of professionals including C-suite, executive leaders, project and product managers, architects, business intelligence, data scientists, engineers, administrators, technical recruiting agencies, start-ups, educators and students, charitable volunteers, and technology enthusiasts. Almost every industry vertical in Nashville is represented including: health care and life sciences, insurance, manufacturing, financial services and banking, retail, gaming, state government, publishing, entertainment, tourism and research.

In October 2017, Nash DevOps peer group leaders organized and engaged 275 attendees for Nashville’s DevOpsDays with industry leaders chosen as Keynote Speakers including John Willis, Co-Author of The DevOps Handbook & DevOps Cafe Podcast host, Andrew Clay Shafer, integral in forming the DevOps movement and Co-Founder of Puppet & Michael Cote, Podcast host for Software-Defined Talks & Pivotal Podcasts.

“Nash DevOps has been hosting meetings for some time at Tech Hill Commons,” said Wallace. “We’re excited for the NTC to be a platform to grow the DevOps community in Middle Tennessee.”

## PROGRAM DETAILS

**WHAT:** *A collaborative community for cross-functional technology professionals passionate about the DevOps culture*

**TERM:** *Monthly meetings*

**GROUP SIZE:** 640

## LEADERSHIP COMMITTEE

**NICK WALLACE**  
| *Red Hat — OpenShift*

**STEVE STEWART**  
| *Shadow-Soft*

## LEARN MORE

[TechnologyCouncil.com/NashDevOps](https://TechnologyCouncil.com/NashDevOps)



# ENGAGEMENT OPPORTUNITIES

Nashville and Middle Tennessee is celebrated for its welcoming, collaborative business community. At the NTC, we are committed to building on that reputation with our own high degree of connectivity. There are many options for those interested in sourcing high-quality, relevant content around a specific topic area or audience, which create opportunities for industry networking and peer-to-peer learning.

## PROFESSIONAL DEVELOPMENT

The NTC provides a number of ways to engage with other members based on interests or career path. These groups hold regular meetings and host events on their subject matter.

### EMERGING LEADERS IN IT (ELITE)

#### // MISSION

To offer a forum to develop emerging tech leaders and equip them with the knowledge and connections to be successful. The six-month, application-only program brings together both experienced and aspiring IT leaders to collectively share knowledge and work together to strengthen Nashville's leadership pool across the tech industry.

#### // ACCOMPLISHMENTS

Successfully expanded the six-month curriculum to include one training session and one hands-on practicum every month, introduced new training partners from leading Nashville organizations, and developed a structured mentorship component to the program. In April, the second ELITE cohort launched consisting of **20** Emerging Leader participants and **22** Executive Mentors.

Learn more at [TechnologyCouncil.com/Engage](https://TechnologyCouncil.com/Engage)



## PEER GROUPS

### BUSINESS INTELLIGENCE & ANALYTICS PEER GROUP

#### // MISSION

To connect Middle Tennessee industry professionals to better serve the local business analytics community.

#### // ACCOMPLISHMENTS

Hosted two breakout events throughout the year, as well as the 2017 Nashville Analytics Summit, reaching a total of **597** event participants.

### VETERANS PEER GROUP

#### // MISSION

To create an inclusive environment for non-veterans and veterans alike to share in their passion for technology and veteran causes. This includes providing leadership and technology training to veterans, as well as offering leaders in technology an opportunity to mentor, network, and encourage veterans to pursue careers in technology in Middle TN.

#### // ACCOMPLISHMENTS

Hosted two successful peer group events, reaching **102** participants, and launched the inaugural cohort of the NTC Veterans Mentorship Program.

### SALES & BUSINESS DEVELOPMENT PEER GROUP

#### // MISSION

To provide access, training, and development to the Nashville tech sales and business development community.

#### // ACCOMPLISHMENTS

Relaunched with a new and energized advisory board, hosting **4** events throughout the year, reaching **122** participants, on topics such as multilevel selling, cross-industry tech sales, and leveraging social media for B2B selling.

### NASH DEVOPS PEER GROUP

#### // MISSION

To create a collaborative community for cross-functional technology professionals passionate about the DevOps culture. To nurture a group professionals that meets regularly who are looking to provide better IT solutions through the unification of software development (Dev) and software & infrastructure operations (Ops) and willing to share their knowledge and lessons learned.

#### // ACCOMPLISHMENTS

Since forming Nash DevOps in January 2016, the peer group has grown to **640** members, hosted **30** monthly meetings with **50** regular attendees. Successfully organized and engaged **275** at the Nash DevOps Days at the Bell Tower in October 2017.



# COMMUNITY EVENTS

The NTC’s Community Events are opportunities to bring varied segments of the Nashville tech community together to network, build relationships, and share ideas. The mission is to get to know each other, have fun, and learn a thing or two in the process.

We hosted **74** events throughout the year with **6,219** total event registrations.

## NASHCOCKTAIL & NTC FEATURED MEMBER OF THE MONTH

In April 2017 the Nashville Technology Council took ownership of NashCocktail, Nashville’s premier monthly networking event for the tech community. On the second Tuesday of every month, **65-80** people from a wide range of companies, industries, and backgrounds gather to connect, socialize, and build relationships.

More than **770** people attended NashCocktail events throughout the year, giving us a chance to introduce a new and expanded audience to the tech council’s work and the Tech Hill Commons venue.

When the NTC opened the doors to Tech Hill Commons, we launched the new NTC Featured Member of the Month program, inviting NTC Members to join us in the space for a month, connecting with the more than **1,000** monthly visitors, underwriting and hosting that month’s NashCocktail event, and receiving customized promotion through our online communication channels. We limit the Featured Member spotlight to include just two members each month, ensuring strong exposure for each brand.

Learn more at [TechnologyCouncil.com/Events-Overview](http://TechnologyCouncil.com/Events-Overview)

## THE NTC HOLIDAY & SUMMER PARTIES

Our two annual community events connect our members and collectively celebrate the growth and influence of Nashville’s technology community. A crowd of **358** came together in December at Tennessee Brew Works for a sold-out night of networking and fun, while another **242** people gathered at MAFIAoZA’S Franklin in June to celebrate the close of the NTC’s fiscal year.

## TECH TALKS

The NTC Tech Talk series offers monthly ‘lunch and learn’ style events where members of the Nashville tech community come together to hear from those people and companies who are driving change and leading innovation in their fields.

Throughout the year, the NTC hosted **12** tech talks on topics ranging from moving a healthcare company to the public cloud to scaling a SaaS startup to AI and bot governance structures, and reached **507** total event attendees.



## THANK YOU TO THIS YEAR’S FEATURED MEMBERS:

**RE/MAX**  
MASTERS REALTY

 Kraft Technology Group LLC

 **LIFELINE**  
DATA CENTERS

**TSC TRACTOR**  
SUPPLY CO

**[NASHVILLEPOST]**

**GS&A**  
GUICE SMITH & ASSOCIATES

**cicayda**

 **PURESTORAGE**

**NOVATECH**

 **PLURALSIGHT**

**wework**

 **axial**  
healthcare

 **NetApp**

**SILEX**  
DATA SOLUTIONS

 **MINDSEYE**

 **ALTUS**

 Kraft Enterprise Systems LLC

 **365 DataCenters**

**MAPR**

 **INTERACTIVE SOLUTIONS**



# SIGNATURE EVENTS

From hands-on-training for teachers and building relationships with senators to implementing the latest data tools and celebrating Middle Tennessee’s tech leaders, our Signature Events are designed to connect unite, develop, and promote Middle Tennessee’s tech industry.

## NASHVILLE IT SYMPOSIUM

// MAY 13, 2017

We were thrilled to again host the annual Nashville IT Symposium, an elite event designed for peer networking and knowledge sharing among IT Executives and their management teams. The 2018 Symposium featured a keynote from Sunny Grosso, Zappos Culture Specialist, on the power of a culture of happiness to drive business result. Additionally, the one-day event included 19 interactive, peer-driven breakouts, exceptional networking opportunities, and content-driven presentations on leading topics ranging from cybersecurity, Blockchain, digital culture, and developing the talent pipeline.

NUMBER OF PARTICIPANTS: 287

## NTC ANNUAL MEETING

// OCTOBER 5, 2017

The NTC Annual Meeting brings together leaders from Middle Tennessee’s tech community to promote our region’s progress, highlight those making an impact, and discuss actionable goals to achieve ongoing and future growth in our area. The 2017 Annual Meeting, centered on celebrating Nashville’s technology past, present, and future, and featured a panel discussion on the rich legacy of tech in the region, a state of the industry address from NTC CEO Brian Moyer, and a keynote armchair discussion with Byron Augustine, President of Opportunity@Work and former Deputy Director of the National Economic Council under President Obama, in conversation with Bob Rolfe, commissioner of the TN Department of Economic and Community Development.

NUMBER OF PARTICIPANTS: 315

## WE BUILD TECH SUMMIT

// JULY 13, 2017

The second annual We Build Tech Summit focused on connecting and engaging Middle Tennessee’s tech professionals and tech educators to increase alignment, understanding, and partnership between those communities. With over 1,500 jobs open in technology in Middle TN today, and over 500,000 nationally, strong connections between education and employment are critical to our economic future. The one-day summit included a keynote provided by Pat Yongpradit, Chief Academic Officer of Code.Org, as well as educator professional development sessions, a panel of directed conversation between tech educators and professionals, and cross-industry networking.

NUMBER OF PARTICIPANTS: 106

## NASHVILLE ANALYTICS SUMMITS

// AUGUST 8 & 9, 2017

The Nashville Analytics Summit was created by NTC members and is one of Nashville’s largest locally-grown analytics events in the region. It focuses on a fundamental issue facing today’s organizations: how to leverage big data and analytics for maximum value. The two-day Summit alternates hands-on workshops with speaker presentations presented by experts from various industries and backgrounds. In 2017, more than 500 tech professionals gathered at the Summit — representing a 15 percent growth over last year — to share knowledge and network around topics relating to big data and analytics.

NUMBER OF PARTICIPANTS: 539

## THE NTC AWARDS

// JANUARY 25, 2018

The NTC celebrated the region’s tech leaders at the 9th Annual NTC Awards, held in January at a packed Wildhorse Saloon. We hosted a sold-out crowd for a night of fun and celebration, honoring Middle Tennessee’s rich community of developers, tech entrepreneurs, enthusiasts, and institutions. Winners in 14 categories were presented with the event’s signature Gibson Guitar award, with Asurion being crowned Technology Company of the Year. The 9th Annual Awards received the most award nominees in NTC history, had the largest crowd in NTC history, and successfully raised a record number of sponsorships to support our programs and initiatives.

NUMBER OF PARTICIPANTS: 612

## NTC LEGISLATIVE RECEPTION & HILL DAY

// FEBRUARY 6 & 7, 2018

In February, the NTC joined community partners Launch Tennessee, Life Sciences Tennessee, EO Nashville, and the Nashville Chapter of the National Association of Women Business Owners (NAWBO) for a Legislative Reception to celebrate Entrepreneurship and Innovation across Tennessee. The event was host to 250 tech leaders and Tennessee state legislators at this first combined legislative reception. As part of a collective Innovation Week on the Hill, the NTC hosted its second Hill Day connecting our members directly with their elected officials from the Tennessee State Legislature. The full-day event included a How to Talk with Policy Makers 101 training, followed by impactful meetings with elected representatives. Through policy efforts such as these events, we work to connect and unite the technology industry of Middle Tennessee and sustain an economic atmosphere that empowers tech and nurtures innovation to thrive.

NUMBER OF PARTICIPANTS: 250



### NTC AWARDS WINNERS

#### CIO of the Year

CHRIS BAYHAM

// Change Healthcare

Presented by Veristor

#### CISO of the Year

HADDON BENNETT

// Change Healthcare

Presented by Microsoft

#### Community Leader of the Year

CHARLES APIGIAN

// MTSU

Presented by HCA Healthcare

#### CTO of the Year

PAUL CURRIE

// HCA IT&S

Presented by World Wide Technology

#### Data Scientist of the Year

FAKER ZOUAQUI

// Asurion

Presented by Invest Northern Ireland

#### Emerging Leader of the Year

CHRIS REDHAGE

// ProviderTrust

Presented by Vaco

#### Innovator of the Year

JOHN BASS

// Hashed Health

Presented by HPA – A Cognizant Company

#### Software Developer/Architect of the Year

ALISHAH NOVIN

// HPA – A Cognizant Company

Presented by Asurion

#### Technology Student of the Year

GABRIELLE KAILI-MAY LIU

// Ravenwood High School

Presented by Edgenet

#### Company of the Year

ASURION

Presented by ACS Group

#### Diversity Game Changer of the Year

ASURION

Presented by Splunk

#### Emerging Company of the Year

MARK CLEVELAND

// Hytch, LLC

Presented by Comcast Business

#### Infrastructure Group of the Year

WATERSHED SYSTEMS

Presented by ENA

#### Team of the Year

VIRSYS12 DEVELOPMENT TEAM

Presented by Nissan

# STANDING COMMITTEES

Our mission is implemented through our standing committees. Their work aligns with one or more of our four key pillars: Connect, Unite, Develop, and Promote.

Committees are composed of NTC Board Members and interested members who have specific expertise to help the NTC propel the technology community forward. Each committee Chair also serves as members of the Board’s Executive Committee.

## DEVELOPMENT COMMITTEE

### // MISSION

To ensure and grow the financial resources of the NTC to execute its mission.

The primary measure of success for the Development Committee is to make the NTC fiscally sound and provide additional resources to enable growth in its initiatives and community impact.

### // MEMBERS

SILAS DEANE / Chair  
DAVID HANNA  
DAVID SMITH  
CORY EDWARDS  
CHRIS BAYHAM  
BILL ANDERSON  
HEATHER PATCHETT / NTC Staff Liaison

## MEMBERSHIP COMMITTEE

### // MISSION

To advance membership growth, retention, and benefits by promoting NTC membership through marketing efforts and best practices to increase participation in NTC through networking, volunteerism, and recognition.

The primary measure of success for the Membership Committee is growing the membership base in conjunction with retaining current members.

### // MEMBERS

DAVE SMITH / Chair  
CHRIS BAYHAM  
GAINES KERGOSIEN  
JOHN BYBEE  
CHAD TAYLOR  
DAVID CHALK  
BARBARA WEBB  
OCTAVIA GEAR  
NIK VIERKANT  
TODD BOWMAN  
ERIN WHITAKER / NTC Staff Liaison

## DIVERSITY COMMITTEE

### // MISSION

To ensure inclusion of the underrepresented in the plans and activities of the NTC. This includes:

- / Develop programming and policies to help achieve the diversity goals of the NTC and its member companies
- / Heighten awareness of the state of diversity and inclusion needs across the greater Nashville area
- / Support initiatives that will create a more diverse workforce in the community and within member companies

### // MEMBERS

KERRY SCHRADER / Chair  
GLENN ALLISON  
RACHELLE BING  
VICTOR BROWN  
MORRIS GOGGINS  
DR. PAUL MCNEIL  
TOMIKO PEIRANO  
AMY HARRIS  
JIMMIE B. STRONG  
RAYNARD WILLIAMS  
SANDI HOFF / NTC Staff Liaison

## ADVOCACY COMMITTEE

### // MISSION

To educate and engage NTC members in civic advocacy on issues relevant and impactful to the Middle Tennessee tech business community. This includes:

- / Build relationships among the NTC, elected officials and policy makers, and NTC members
- / Promote the values and mission of the NTC to a broader audience
- / Engage lawmakers in advocacy initiatives that support the goals of the NTC, its members, and the broader technology community

### // MEMBERS

JEFF HAITHCOAT / Chair  
PAUL FASSBENDER  
JOSH SEGALL  
BAYLOR SWINDELL  
AARON MONTLARY  
AVERY FISHER  
CALEB GRAVES  
CHARLES APIGIAN  
DRAKE JARMAN  
GLENN ALLISON  
ALEX CURTIS / NTC Staff Liaison

## COMMUNICATIONS COMMITTEE

### // MISSION

To advance the NTC mission through helping the NTC staff:

- / Ensure the clear and well-targeted communication of NTC initiatives
- / Develop and maintain a consistent and powerful point of view, voice, and visual identity
- / Explore and initiate ways to communicate and magnify the activity of the Nashville technology community to greater Nashville and the rest of the world

The primary measure of success for the Communications Committee is unity, clarity, and efficacy in the NTC’s external communications.

### // MEMBERS

JOHN FARKAS / Chair  
BETTIE COLOMBO  
MARK DAVIDSON  
CHRIS PECK  
NIK VIERKANT  
KELLY MAYES  
JJ ROSEN  
ALEX CURTIS / NTC Staff Liaison

## PROGRAMMING COMMITTEE

### // MISSION

To strategically guide the development and execution of the NTC’s comprehensive programming and events calendar. The Programming Committee seeks to ensure the NTC’s programs are relevant, of the highest quality, effective in their purpose, and strategically positioned to advance the organization’s mission and goals.

The primary measure of success for the Programming Committee is the level of engagement of the NTC membership and effectiveness of the NTC programming to meet participation performance benchmarks and financial objectives.

### // MEMBERS

CHRIS MARTINEZ / Chair  
AMY HENDERSON  
BRIAN ANDERSON  
CHRIS PECK  
EMILY MARTINEZ  
JOE MARTINEZ  
JOHN WARK  
JONATHAN ETHERIDGE  
LYDIA NOBLES  
MARK DUCKWORTH  
SANDRO ABBATE  
SUSAN LEWIS  
CHARLIE APIGIAN  
KAYLEN CONLEY  
JACQUI LOGAN / NTC Staff Liaison



# PUBLIC POLICY & ADVOCACY

The NTC works to unite the Middle Tennessee business community in an effort to create and sustain a political and economic atmosphere that empowers technological innovation to thrive in our region. We advocate for policies that nurture tech industry expansion and attract strong talent.

Learn more at [TechnologyCouncil.com/Advocacy](https://TechnologyCouncil.com/Advocacy)

## ADVOTECH PROGRAMMING

The Advotech event series provides an opportunity to discuss public policy issues with experts and policymakers to educate, identify stakeholders, and build relationships.

- / The NTC hosted eight Advotech events bringing together more than 525 members of the tech community and policy makers.
- / Advotech programming educated our members on topics including Internet access, software as a service taxation, public transit, and consumer data protection compliance and GDPR.
- / The NTC, in coalition with Launch Tennessee, Life Sciences Tennessee, and EO Nashville, host more than 250 tech leaders and Tennessee state legislators at the first combined legislative reception as a Celebration of Entrepreneurship & Innovation at the Musician's Hall of Fame.
- / Empowered more than 90 engagements between NTC members and Tennessee State Legislators during the NTC Hill Day.
- / Hosted a three-day DC fly-in program to connect with tech policy leaders and host more than 56 engagements with NTC members, members of Congress, and their staffs to discuss workforce development.
- / Hosted NTC's first Gubernatorial Candidate Forum with a speed-dating format ahead of the primaries as an opportunity for NTC members to connect directly with the candidates.
- / Hosted early voting lunch ahead of the Transit for Nashville vote to help NTC members get to the polls.

## STATE LEGISLATIVE ACCOMPLISHMENTS

Under the leadership of the Advocacy Committee, NTC members were surveyed to prioritize the issues core to our mission. For the first time, the NTC registered lobbyists to help to respond to specific legislation:

- / NTC staff and members testified three times during this legislative session on these topics: Roundtable on Net Neutrality (Alex Curtis, NTC staff); Blockchain (Emily Vaughn, Change Healthcare); and Hearing on Data Breach (Alex Curtis and Steven F. Wood, Baker Donelson)
- / Blockchain Legislation: The NTC worked to organize a coalition of the local tech community to amend and pass distributed ledger legislation through the General Assembly on March 8, 2018. The Governor signed the legislation into law on March 22, 2018.
- / Data breach Legislation: The NTC worked in coalition with Tennessee tech businesses and associations to amend and finally block passage in the House as the bill was put on summer study March 13, 2018.



# PROMOTION OF OUR TECH COMMUNITY

The NTC promotes our tech industry in the region and around the world. This includes leveraging relationships with the press to spread the word about member achievements, as well as evangelizing Middle Tennessee's tech community to a global audience.

## COMMUNICATIONS

The NTC is catching the attention of local and national news media. The NTC was mentioned in 42 separate news stories including:

- / Recognizing our new Board Chairman Barry Vandevier
- / Hosting of Code.org's Chief Academic Officer at the We Build Tech Summit
- / Announcing the Apprenti TN program
- / Discussing the Nashville / Amazon HQ prospects
- / Hosting numerous hackathons and community events at Tech Hill Commons
- / Advocating for public transit
- / Development of the local workforce and improving the overall diversity of the local tech community
- / Nominating and the revealing the 14 winners of the 9th Annual NTC Awards

The NTC appreciated the opportunity to spot tech trends and provide input for Nashville Post's third annual "Techie" issue. The magazine launched at NTC's Tech Hill Commons and highlighted leaders in the Middle Tennessee tech industry.

## ECONOMIC DEVELOPMENT

The NTC and its members participated in several economic development trips. NTC President & CEO Brian Moyer traveled to Silicon Valley with representatives from the State of Tennessee, TVA, Nashville Mayor's office, Nashville Chamber and Williamson Inc. While there, they met with tech leaders and innovators to highlight the benefits of the Middle Tennessee creative tech scene and encourage investment and expansion to in our region.

Brian and several NTC member companies were part of an 85-person Nashville Chamber Leadership Study Mission that traveled to Seattle where the group met with Seattle leaders to learn from their experiences with technology innovation, transit, workforce development and education.

Brian and other members of the NTC took part in the maiden voyage of the BA direct flight from Nashville International Airport to London, England. The trip was an opportunity to build trade relations with the tech community in the UK. There are a growing number of Nashville-based tech companies that have a presence in the UK. We intend to leverage the new direct flight to strengthen ties with the UK and establish regular trade missions between our two regions.

Additionally, the NTC met with representatives from more than twenty states and eight other countries on building relationships around tech development.





# THE NASHVILLE TECHNOLOGY COUNCIL FOUNDATION

The Nashville Technology Council Foundation (NTCF) was established in 2013 to raise funds to support the education and workforce development efforts and programs of the Nashville Technology Council. As an IRS designated 501(c)(3) charitable organization, the NTCF expands the opportunities of the NTC to connect to a broader and more diverse group of funders in support of technology programs.

The NTCF raises funds to support technology-related education and talent development. It is estimated that there are over 2,000 open tech positions at any given time in the Middle Tennessee area. Local colleges and universities graduate about 1,300 new tech grads each year but have available space in their programs to educate more. The average tech worker earns about 66% more than a non-tech worker, making jobs in technology an attractive alternative in a low-unemployment, competitive marketplace.

To introduce and nurture interest in technology careers among area elementary, middle, and high school students, the NCTF funds a variety of programs, including one-week summer tech camps throughout the region, an eight-week camp in partnership with the Metro Action Commission, Traveling Tech Day field trips that bring students and teachers to businesses and college campuses, Hour of Code sessions where industry volunteers demystify computer coding, and a Technology Lending Library that brings Chromebooks and robotics to classrooms.

For college students, the NTCF helps to facilitate and support internships with area technology companies and IT departments.

In June 2018, the NTCF launched Apprenti TN, the first registered apprenticeship program in the Southeast. With the support and leadership of dedicated staff, the Apprenti TN program screens candidates for tech aptitude and matches them for careers in technology with hiring partners in the greater Nashville area. The program consists of intense, three-to-six month training to prepare the apprentices, and then one year of on the job training experiences.

Without the support of the NTCF and many generous donors and mission partners, the NTC would not be able to provide many of the educational and talent development programs it offers.

## MISSION PARTNERS

Mission Partners provide critically important support for the NTCF through multi-year commitments at the \$5,000, \$10,000, \$20,000 and \$50,000 per year levels. These investments are the foundation of the support NCTF is able to offer to the NTC. Without the generosity and leadership of the NTCF Mission Partners, much of the work of the NTC would not be possible.

For more information about becoming a Mission Partner, or for information about supporting the work of the NTC and the NTCF, please contact Foundation Executive Director, Sandi Hoff, at [Foundation@TechnologyCouncil.com](mailto:Foundation@TechnologyCouncil.com).

## PLATINUM MISSION PARTNER

/ 3D Technology Group

## GOLD MISSION PARTNERS

/ Asurion / HCA Healthcare  
/ Change Healthcare / Nashville Post

## SILVER MISSION PARTNERS

/ Baker Donelson / Golden Spiral

## FRIENDS OF NTC

/ c3/consulting – Ankura / Jackson National  
/ Community Health Systems / Kraft CPAs  
/ Deloitte / Nissan North America  
/ Digital Reasoning

# WORKFORCE DEVELOPMENT & TECHNOLOGY EDUCATION

## CREATIVE TECH ECOSYSTEM

Even with almost 125,000 college and university students in Middle Tennessee, only 6,000 undergraduate and graduate students are enrolled in tech-related majors in our local colleges and universities. We are focused on increasing those numbers each year through directed outreach and technology programs with students as young as third grade. The work needs to start early to get kids interested in tech and future tech careers if they are going to be interested in filling those college program seats. It is critical for the NTC and our partners to provide students with the context for the technology careers available in Middle Tennessee.





SUMMER TECH CAMPS

We Build Tech Camps allow students to learn the basics of coding and robotics in one-week summer programs. The inspiring curriculum immerses students in an engaging, real-world environment in which they are challenged to create with code. By giving students the resources needed for success, we lay the groundwork that empowers them to become workforce leaders.

// IMPACT

During the summers of 2017 & 2018, the NTC hosted 17 technology camps, enrolling a total of over 300 students in grades 3-12. To date, the camps have reached almost 900 students.

SUMMER YOUTH TECHNOLOGY CAMP

The NTC partners with the Metro Action Commission to provide the Summer Youth Technology Camp. The camp targets youth ages 13-15 who are older siblings of Head Start children. Nashville Technology Council provided instructors and curriculum for the nine-week camp, which was held at American Baptist College. The students began the summer learning how computers and the internet work, then moved into basic web development and cybersecurity. The students also focused on improving their communication skills, working in teams, problem-solving abilities, and critical thinking skills to become the 21st Century workforce that our local employers need.

// IMPACT

The nine-week camp was attended by 24 high school students who traveled to 18 workplaces for on-site field trips that exposed them to technology workplace environments, cultures, and technology professionals.



TRAVELING TECH DAYS

Traveling Tech Days bring groups of students and teachers to local businesses and college campuses to learn more about careers and education in the field of technology.

// IMPACT

Thirty-seven different companies and colleges participated in 21 Traveling Tech Days throughout the year, bringing almost 300 middle and high school students and teachers to tech workplaces and campuses in Middle Tennessee. To date, nearly 1,100 students have experienced an NTC Traveling Tech Day.

HOURLY OF CODE

As part of the global Hour of Code movement, the Nashville Technology Council partnered schools with local technology professionals during Computer Science Week. Hour of Code events demystify computer coding and show that anybody can learn the basics. Hour of Code also helps to broaden interest and participation in the field of computer science.

// IMPACT

December 3-9, 2017, almost 2500 students across Davidson and Williamson counties participated in Hour of Code events, creating new interest in technology and coding. Students and teachers also learned about the variety and availability of technology careers in Middle Tennessee. A special thank you to the almost 90 industry professionals who volunteered their time to make Hour of Code possible for the NTC.

TECHNOLOGY LENDING LIBRARY

The NTC's Technology Lending Library is an opportunity for schools to borrow a class set of robots and devices for use their classrooms. Launched as a component of Hour of Code 2016 with Sphero, Dash and Dot robots, this year emids generously donated 80 Chromebooks and 3-D Technology Group donated 10 iPads to support teachers, media specialists, and industry partners teaching kids how to code.

// IMPACT

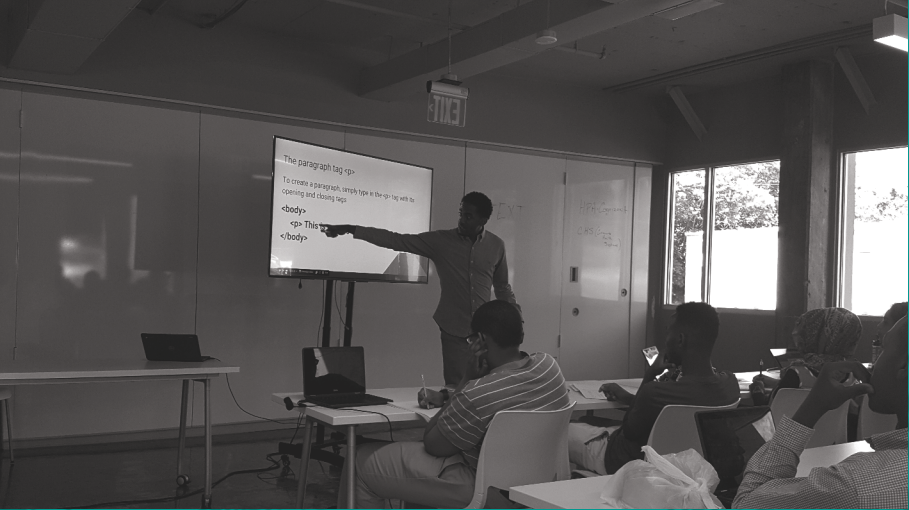
To date, over 2500 students have learned to program using our robots.

WE BUILD TECH

The second annual We Build Tech Summit focused on connecting and engaging Middle Tennessee's tech professionals and tech educators to increase alignment, understanding, and partnership between those communities. With over 1,500 jobs open in technology in Middle TN today, and over 500,000 nationally, strong connections between education and employment are critical to our economic future.

// IMPACT

106 members of the tech and education community attended this one-day summit that included a keynote provided by Pat Yongpradit, Chief Academic Officer of Code.Org, as well as educator professional development sessions, a panel of directed conversation between tech educators and professionals, and cross-industry networking.



Learn more at [TechnologyCouncil.com/Programming](https://TechnologyCouncil.com/Programming)



# APPRENTi<sup>TM</sup> TN

The Nashville Technology Council Foundation (NTCF) launched Apprenti TN, the first technology apprenticeship program in Tennessee, in June 2018. Unlike traditional job-training options, Apprenti TN combines education and paid on-the-job training for placement in a high paying, high-skill occupation. The program works with tech employers to identify mid-tier jobs ready to be filled by highly competent people, regardless of educational background.

Apprenti TN builds upon Nashville's current assets to offer a solution to close the tech skills gap. This program will partner with existing training providers to provide high quality, accelerated skill building. The classroom training period is 12-24 weeks depending on occupational track. The apprentice is then placed with a hiring partner for one year of paid on-the-job training. During those 12 months, they begin at a reduced training wage. The apprentice's salary increases over the 12 months of on-the-job training as competency increases.

While Nashville's technology job growth has been one of the fastest in the nation over the past five years, there are still as many as 2,000 technology job openings at any given time and Nashville continues to lag the national average in terms of technology job concentration. The goal of Apprenti TN is to not only provide an additional source of tech talent, but to do so by bridging the 'opportunity gap' with underrepresented segments of our population who have the aptitude to learn a technical skill but have never had the opportunity.

Since launching in June 2018, there have been more than 350 people take the Apprenti TN assessment. Of those, 58% are people of color, 43% are veterans, and 23% are women. More than half of those that took the assessment scored over 80%, which qualifies them to move on to the interview phase. We are encouraged by these early results and fully expect Apprenti TN to have a significant impact in building a more inclusive tech workforce.

Learn More: [ApprentiTN.com](https://ApprentiTN.com)

## HIRING PARTNERS

The Nashville Software School is the founding training partner for Apprenti TN. All apprentices begin their training program after being selected by a local employer. For information on how to become a partner, please email [ApprentiTN@TechnologyCouncil.com](mailto:ApprentiTN@TechnologyCouncil.com).

### HIRING PARTNERS FOR APPRENTI TN INCLUDE:

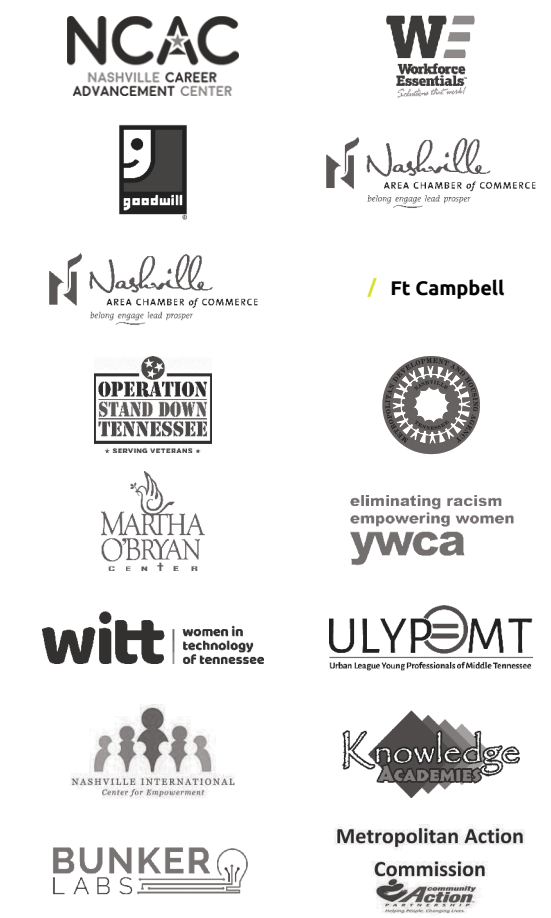


## COMMUNITY PARTNERS

Apprenti TN is partnering with local community organizations to recruit candidates. The program prepares participants for these job paths:

- / System Administration
- / Network Security Administration
- / Software Application Development

### OUR CURRENT COMMUNITY PARTNERS INCLUDE:





# MEMBERS

# 360 View 365 Data Centers 3-D Technology Group, LLC 8th Day Software	A Acadia Healthcare Accenture/DayNine Accordant Technology, Inc. Acklen Avenue Software Adaptive Insights Advance Financial Advanced Network Solutions Adventure Science Center Aegis Sciences Corporation ALFA Vision Insurance Corp Altus Amazon Web Services Amplion Clinical Communications, Inc. AmSurg Ancient Nutrition Anquiro, , Inc. AO Smith Corporation Appian Corporation Ascend Federal Credit Union ASUG – Americas’ SAP Users’ Group Asurion Asylas AT&T athenahealth Atiba Austin Peay State University Avaya Avelead axialHealthcare	B Baker, Donelson, Bearman, Caldwell & Berkowitz P.C Beachy Beacon9 Bedroc Belmont University BitBox BlackBox Realities Blue Equinox Blue Taurus Partnership, LLC BlueCore Technologies BNY Mellon Books-A-Million Box Brentwood Services, Inc. Bridgestone Americas Briovation Broadcast Music, Inc. Brookings Institution Brooksource Brown Brothers Harriman & Co. BTCMedia c3/Ankura C5MI Cardinal Solutions Group Care Analytics Carr, Riggs & Ingram, LLC Catapult Staffing Caterpillar Financial CBIZ, Inc. CDW Center for Medical Interoperability Center for Nonprofit Management CenturyLink Cerner	CGI Change Healthcare Cherry Bekaert LLP CI Security Ciber Global, LLC Cicayda Cigna-HealthSpring Cisco Systems, Inc. City of Franklin, TN – IT Department CKE Restaurants Holdings, Inc. Clearsight Advisors ClearTrack Information Network Clearwater Compliance, LLC Comcast Business Comdata Community Health Systems Concept Technology, Inc. Concert Genetics Concord Music ConvergeOne Cook Systems Correct Care Solutions Covalence Crosslin Technologies CrowdCrunch Cruitek CSI Tech, Inc. Cybera, Inc. Data Blue Data Intelligence Group Dataguise Decision Source, Inc. Delek US Dell Computer Corporation	Deloitte Dialpad Digital Connections, Inc. Digital Reasoning Dollar General Domo DotNetDude Development Edgenet Inc. Education Networks of America Elevation Search Solutions, LLC Elite Source Solutions EMC Corporation Emma, Inc. ePlus Technology, Inc. Eventbrite Inc. EvidenceCare Extra Life Guild ExtraHop EY FDM Group Flexential Forcepoint, LLC Formos Consulting Fortinet FortyAU FROST-ARNETT G Squared Wireless Gartner Genesco, Inc. GEODIS GISbiz, Inc. GitHub Glow Motion Technologies Golden Spiral Goodwill Industries of Middle Tennessee Google	Granges Americas, Inc. Greene & Associates GROM Associates, Inc. Growthwright GrowthX GTT Guice Smith & Associates H2T Digital Hammock, Inc. Hashed Health HCA Healthcare Healthcare Bluebook HealthStream, Inc. HealthTrust/HCA Hewlett Packard Enterprise HIMSS – Tennessee Chapter Homeland HPA – A Cognizant Company HUGE I/O Hytch IASIS Healthcare ICG Link icitizen IDS615 Information Builders InfoSec Alliance InfoWorks, Inc. Ingram Barge Company Ingram Content Group Inside Track Insperity InStream, LLC Interactive Solutions, Inc. Intermedia Intermedix Interoptex	Invest Northern Ireland iostudio Isobar ITAC Solutions J Jackson National Life Insurance Company JDC Group JLL Juice, Inc. JumpCrew Jumpstart Foundry Kalleo Technologies Kaminario Keller Schroeder Keystone Business Solutions, LLC KiZAN Technologies KPMG LLP Kraft CPAs and Affiliates Kraft Enterprise Systems Kraft Technology Group, LLC L3 ForceX LaunchTN Layer 3 Communications LBMC Leading EDJE Leaf Global Fintech LeanKit Len Tharpe and Associates, LLC LIBERA, INC. Life Science Tennessee Lifeway Christian Resources Lipscomb University LogicForce Consulting MapR Technologies, Inc. MDCDF Education	MedForward, Inc. MedHost Metro Action Commission Metro Government IT Services Department Metro Nashville Public Schools Metropolitan Nashville Airport Authority Microsoft Corporation Microsoft MSSA Ft. Campbell Project Middle Tennessee State University Mike Collins & Associates MINDSEYE Mixtroz Mobile Mentor MP&F Strategic Communications Murray State University – Center for T S M Music City Center Music Row Search MyHealthDirect NASBA Nashville Area Chamber of Commerce Nashville Business Journal Nashville Career Advancement Center Nashville Electric Service Nashville Entrepreneur Center Nashville Health Care Council Nashville Post Nashville Software School Nashville State Community College National Federation of Independent Business	NetApp Network Solutions Group, LLC NexTech Solutions NextGen Mobile Solutions NHC Information Technology Nissan North America, Inc. North Highland Company Novatech Noxigen, LLC Onlife Health Onora Group OnSoble, Inc. opentext Optum Oscar Health Ovation, Inc. Pathway WBC Patterson Intellectual Property Law, P.C. Peace Communications Perception Health Pilgrim Consulting, Inc Pinnacle Financial Partners PlayMaker Health Plow Pluralsight Pomeroy Premise Health Projective Software Proof Branding Proofpoint ProviderTrust, Inc. Provisions Group Pure Storage PwC Qualifacts Quantum Metric	Quore Systems, LLC R Ramsey Solutions RCG RE/MAX Masters Real Estate Investors of Nashville, Inc. RED HAT Relatient ReviveHealth Rezult Group Richards & Richards RoundTower Technologies RSM Rubrik Rustici Software Rutherford County Government Sales Bullpen, LLC Sarah Cannon Research Satchel Health Schneider Electric Score Publishing Second Harvest Food Bank of Middle TN Sertainty ServiceNow Servpro Industries, Inc. SESAC Silex Data Solutions Singular Payments Sirius Computer Solutions SmileDirectClub SMS Holdings Corp. Snowflake SoftwareONE Sompo International Southcomm Inc Southeastern Technology Consultants	Space Inch SpecialtyCare Splunk SRG SSB Staffing Technologies Stay Alfred STEM Preparatory Academy STR Stratasan Strategic Staffing Solutions Stringfellow Technology Group, Inc. SunTrust Sword & Shield Enterprise Security, Inc. Systems Solutions Technologies, LLC TAISTech Takl, Inc. Talestry TeamLogic IT of Franklin, TN Tech Mahindra Americas TechBridge Technologent TechnologyAdvice TekLinks Inc TEKsystems Telecom Brokers, Inc. TeleTracking Televergence Solutions, Inc. Teneo Tennessee College of Applied Technology Nashville Tennessee Department of Economic Development	Tennessee Performing Arts Center Tennessee State University The Bulleit Group The Concinnity Company The Crichton Group The Disruption Lab The General The Ingram Group The Nexus Group ThinAir Think Data Insights Tier4 Advisors TierPoint Tractor Supply Company Tracy Guarino TransactIQ Transformations Inc. Trevecca Nazarene University TriNet Trinisis, LLC UBS Financial Services United Data Technologies Universal Health Services, Inc Vaco, LLC VALINTRY Vanderbilt University Vanderbilt University Medical Center Vanick Digital VasoTechnology Velocity Risk Underwriters VendEngine, Inc. VeriStor Systems, Inc Vertek Solutions, Inc. Video Gaming Technologies, Inc.	Virsys12, LLC VMware Volunteer State Community College Walick-Kemp & Associates Watershed WeWork WGU Tennessee Whipcard Williamson County Schools Williamson, Inc. Windstream Corporation Women in Technology of TN Wood Environment & Infrastructure Solutions, Inc. Workbay, LLC World Wide Technology WPC Healthcare WrightCore, Inc. X XMI Acquisition, LLC XMi Human Resource Solutions Xpanxion XSOLIS Y Ymax Communications YMCA of Middle Tennessee YouScience Z Zayo Group Zendesk Zycron, Inc.
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# GOVERNANCE

The NTC's Board of Directors embodies a cross section of the Middle Tennessee tech community. They are representative of companies that generate more than \$150 Billion of Nashville controlled revenue with more than 600,000 worldwide employees. We have been well served by strong leadership at the NTC, which has the responsibility of shepherding our governance processes. These functioning committees are the backbone of our organization and keep us moving in the right direction.

## GOVERNANCE COMMITTEE

### MISSION

To enable the NTC board to be consistently effective in promoting the NTC mission. This includes:

- / Nominate NTC board members and committee chairs
- / Manage the committee charters
- / Maintain and update any required changes in the NTC legal structure

The primary measure for success for the Governance Committee is a highly-functioning board of diverse leaders and industry experts representative of the local tech community that is passionate about making Nashville a leading tech city.

### MEMBERS

TRAVIS GREGG / Chair  
PETER ROUSOS  
STEVE WOOD

## FINANCE COMMITTEE

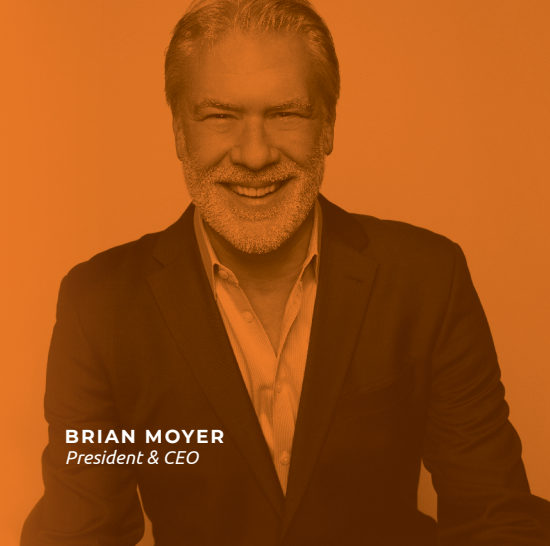
### MISSION

- / To ensure the financial health of the NTC by recommending financial policies and budgets to help achieve the goals of the NTC
- / To oversee the state of the NTC finances and monitor major categories of spend
- / To recommend actions required maintain the NTC's fiscal health to the Executive Committee, board, and NTC staff

### MEMBERS

CURTIS WATKINS / Chair  
BARRY VANDEVIER  
GINA PRUITT  
KEITH DURBIN  
SAL NOVIN  
LISA FOX

## NTC STAFF



BRIAN MOYER  
President & CEO



SANDI HOFF  
Chief of Staff



HEATHER PATCHETT  
Vice President of Corporate Outreach



ALEX CURTIS  
Vice President, Public Affairs & Communications



JACQUI LOGAN  
Director of Programs & Events



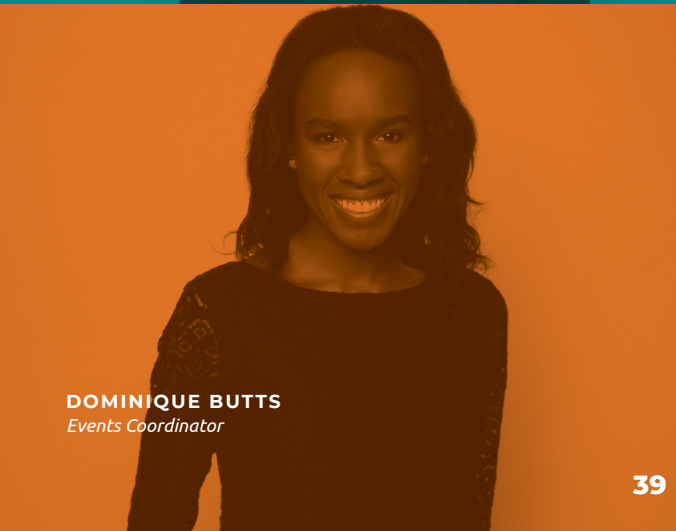
ERIN WHITAKER  
Member Services Manager



KEVIN HARRIS  
Apprenti TN Program Manager



LAUREN HENSLEE  
Facilities Coordinator, Tech Hill Commons



DOMINIQUE BUTTS  
Events Coordinator



# EXECUTIVE COMMITTEE

The Executive Committee is comprised of the CEO, Board Chair, Past Chair, Chair-elect, and the Chairs of all standing committees.

## MISSION

- / To ensure effective communication and coordination among the committees, NTC staff, and the board in general
- / To act on behalf of the Board of Directors to ensure the NTC staff goals and activities are aligned with the NTC mission and objectives



**SILAS DEANE**  
Development Chair,  
Foundation Liaison  
*CEO / VendEngine, Inc.*



**JOHN FARKAS**  
Communications Chair  
*CEO / Golden Spiral Marketing*



**TRAVIS GREGG**  
Governance Chair  
*Principal / Trinisys, LLC*



**JEFF HAITHCOAT**  
Advocacy Chair  
*Partner / Vaco*



**AMY HENDERSON**  
Chair Elect



**CHRIS MARTINEZ**  
Programing Chair  
*CEO / 3-D Technology Group*



**PETER ROUSOS**  
Secretary, HealthTech  
Committee Chair  
*Director, Economic and New Venture  
Development / Vanderbilt University*



**KERRY SCHRADER**  
Diversity Chair  
*Founder & CEO / Mixtroz*



**DAVID SMITH**  
Membership Chair  
*Area Sales Manager / Veristor*



**NICOLE TREMBLETT**  
Past Chair  
*VP IT&S / HCA Healthcare*



**BARRY VANDEVIER**  
Chair  
*President, Operations / Asurion*



**CURTIS WATKINS**  
Finance Chair  
*President & CEO / Parallon  
Technology Solutions*

# BOARD OF DIRECTORS



**GLENN ALLISON**  
VP IT,  
*Tractor Supply*



**BILL ANDERSON**  
President & CEO  
*MedHost*



**CHARLIE APIGIAN**  
Department Chair of CIS  
*Middle Tennessee State University*



**CHRIS BAYHAM**  
SVP, CIO Corporate Infrastructure  
and Cloud Operations  
*Change Healthcare*



**ED CANTWELL**  
CEO  
*Center for Medical Interoperability*



**SID CHAMBLESS**  
*Ex-officio*  
Executive Director / Managing Partner  
*Nashville Capital Network*



**MARK DAVISON**  
VP/CIO  
*Delek US*



**KATHY DEKAM**  
Chief People Officer  
*Digital Reasoning Systems*



**KEITH DURBIN**  
*Ex-officio*  
CIO/Director of Information Technology  
*Metropolitan Government of Nashville &  
Davidson County*



**CY FENTON**  
*Ex-officio*  
CIO & SVP of IT  
*Books-A-Million*



**LISA FOX**  
VP IT Finance and Operations Strategy  
*Jackson National Life Insurance Company*



**TRACY GUARINO**  
Entrepreneur  
*Independent*



**DAVID C. HANNA**  
Enterprise Sales Director – Tennessee  
*Microsoft Corporation*



**VANESSA HICKMAN**  
VP & Chief Information Officer  
*Metropolitan Nashville Airport Authority*



**GAINES KERGOSEIN**  
Associate Director  
*UBS / Young Leaders Council*



**MARLA LAMONT**  
*Ex-officio*  
President  
*WITT*



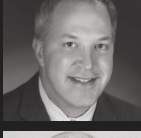
**MATT LARGEN**  
*Ex-officio*  
President & CEO  
*Williamson, Inc.*



**SUSAN LEWIS**  
Senior Manager  
*Deloitte*



**TOMMY LEWIS**  
*Ex-officio*  
President  
*TN HIMSS*



**ANDY MACKE**  
VP, External Affairs  
*Comcast*



**HEATHER MCBEE**  
*Ex-officio*  
VP Operations  
*Entrepreneur Center*



**STEFANO MEZZABOTTA**  
CIO  
*Bridgestone Americas*



**AARON MONTLARY**  
Enterprise Architect  
*HCA IT&S / Young Leaders Council*



**BRIAN MOYER**  
President/CEO  
*Nashville Technology Council*



**SAL NOVIN**  
CEO, Business Unit Head  
*HPA – A Cognizant Company*



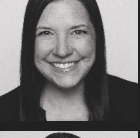
**WILLIAM ORANGE**  
Director, Information Systems  
*Nissan North America, Inc.*



**CHRIS PECK**  
Managing Director, Nashville  
*CGI*



**GINA PRUITT**  
Member  
*Kraft CPA*



**COURTNEY ROSS**  
*Ex-officio*  
Chief Economic Development Officer  
*Nashville Area Chamber of Commerce*



**MANISH SHAH**  
SVP/CIO  
*CHS*



**JOHN WARK**  
*Ex-officio*  
Co-Founder/President  
*Nashville Software School*



**STEVE WOOD**  
Co-chair, Business Tech Practice and  
CISO  
*Baker Donelson*

# MISSION PARTNERS

// VISION PARTNER      // PLATINUM MISSION PARTNER



// GOLD MISSION PARTNERS



// SILVER MISSION PARTNERS



// FRIENDS OF NTC



# UNDERWRITERS

## // PREMIER

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# INGRAM<sup>®</sup>

## // GOLD

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APPRENTI<sup>™</sup>  
TN

PARALLON<sup>®</sup>



## // SILVER

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**Pinnacle**<sup>SM</sup>  
FINANCIAL PARTNERS

