Making Tennessee the No. 1 Place in the Southeast to Start and Grow a Company
Governor Haslam’s Jobs4TN Plan

Strategy #1: Prioritizing Key Clusters & Existing Businesses

Strategy #2: Establishing Regional “Jobs Base Camps”

Strategy #3: Reducing Business Regulation

Strategy #4: Investing in Innovation

Ultimate Goal: Tennessee Becomes No. 1 in the Southeast for High Quality Jobs
Launch Tennessee Focus Areas

**Entrepreneurship**
- Developing statewide network of accelerators
- Coordinating statewide Demo Day and master accelerator program

**Capital Formation**
- Connecting entrepreneurs & investors
- Managing $30 million co-investment fund
- Recruiting out-of-state investors

**Commercialization**
- Facilitating connections between academics, entrepreneurs & investors
- Increasing federal grant awards

**Outreach**
- Marketing TN entrepreneurship across state, region, nation
- Developing top technology conference - Southland
Nine business accelerators located throughout the state:
Our accelerators are focused on developing more potential high-growth companies while serving as the “Front Door” for entrepreneurs in their region.

### “High Growth”
- 13 Accelerator Cohorts
- 125+ Companies “Graduated”
- > $30M Raised
- 30 Specialists from Across Country To Support Startups

### “Front Door”
- 1,500+ Companies Screened and Assisted or Referred
- 573 Events
Entrepreneurship: The TENN

10 Teams
40 Master Mentors
Roadshow Across Tennessee
Networking Trips to Silicon Valley and New York City

Partners:

Blackstone Charitable Foundation

EASTMAN FIRST TENNESSEE FedEx HCA BlueCross BlueShield of Tennessee scrippsnetworks
Capital Formation

**INCITE Co-Investment Fund***
- $20.4M LaunchTN Investment
- $57.0M Addtl Private Capital
- **$77.4M Total Investment Capital (since March 2012)**

**Building Investor Relationships**
- 40+ Investment Firms at Southland
- 100+ Investors in Network
- 10+ Direct Entrepreneur-Investor Connections Per Month

*As of March 2014*
The INCITE fund now has 30 Tennessee-based companies in its portfolio.

Example companies include:

- iCitizen™
- ICA Informatics Corporation of America
- evermind
- AURAMIST
- youscience™
- NuScript RX
- Consensus Point
- Molecular Sensing
Capital Formation: Snapshot of Tennessee Activity

$222+ million in venture capital investment across state *

9 angel funds representing over $40M of investible capital **

* Represents only venture capital deals at or below $15M per deal
** Represents both amount of capital raised to date and targeted total raise

The Lighthouse Fund

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** Represents both amount of capital raised to date and targeted total raise
Commercialization: Launch Tennessee Programs

- **Venture Match Series**
  - Meetups between academics, entrepreneurs and investors - 12 planned across the state in 2014

- **Roadshow**
  - ORNL Roadshow in Nashville in May 2014

- **Grant Writing Support**
  - Federal grant writing support services to Tennessee-based companies for SBIR
## Commercialization: Snapshot of Tennessee Activity

<table>
<thead>
<tr>
<th>Reporting Period</th>
<th>University Startups</th>
</tr>
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<tbody>
<tr>
<td>1st Half 2013</td>
<td>15</td>
</tr>
<tr>
<td>2012</td>
<td>24</td>
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<tr>
<td>2011</td>
<td>14</td>
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<tr>
<td>2010</td>
<td>8</td>
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### Speakers

<table>
<thead>
<tr>
<th>Al Gore</th>
<th>David Marcus</th>
<th>Andy Dunn</th>
<th>Phil Libin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Generation Investment Management Co-founder and Chairman</td>
<td>PayPal President</td>
<td>Bonobos Co-Founder &amp; CEO</td>
<td>Evemote CEO</td>
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</tbody>
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### Sponsors

- PayPal
- Braintree
- Atlassian
- COATUE
- Oak Ridge National Laboratory
- ACCEL Partners
Outreach: Launch Tennessee Programs

Public Relations

- 250+ Stories over past year
  - 202 from Tennessee
  - 25 from the Southeast
  - 27 Nationwide

High Profile Events
Corporate engagement is a vehicle to drive innovation across all LaunchTN focus areas.

Opportunities to Engage

- Accelerator Network
- The Connection
- Venture Match
- Deal Flow
- SwitchPitch
- INCITE
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