VALUABLE
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UNIVERSAL ACCESS
INDUSTRY VOICE

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PRESIDENT'S MESSAGE

RICHARD R. NELSON
President and CEO

Thanks to the total commitment and sacrifice of leaders like you, Utah's tech industry continues its meteoric growth, having recently achieved national recognition as a "Super Sector." Your vision and determination have helped us accelerate innovation like never before, and drive our state to become the hottest tech spot in the country.

I have been privileged to be engaged in Utah's remarkable dynamism working closely with state legislators, governors and other key decision makers over the years to ignite Utah's capital investment and bolster talent development at all K-20 levels. Looking back, I am proud of our accomplishments.

- **We fundamentally changed the early-stage capital structure** of the state by creating the $121M Utah Fund of Funds, which has attracted more than 250 venture capital and private equity firms and helped make Utah one of the top 10 most attractive VC states with $170M invested in 19 deals in Q4 2016 alone.
- As a result, we created a nice problem to have: **Finding the talent to fuel the growth of our 6,000 tech companies,** representing 10% of Utah's total payroll. Two of our answers were to create the $40M Stem Action Center, scaling digital learning opportunities, and building the STEM Mentor Exchange app, to match needs of thousands of K-12 teachers with industry resources.
- **We significantly expanded Utah's STEM talent supply with our Engineering Initiative,** which helps power innovation from growing numbers of computing and engineering graduates. Since the Initiative launched in 2001, Utah's forward-thinking $248M investment, which includes a 1:1 match from university presidents, has greatly increased our talent capacity and impacted thousands of Utah companies.

As CEO of UTC for 17+ years, it has been my honor to work closely with hundreds of trustees and thousands of our members. I have loved championing the cause of our world-class tech CEOs and their teams! Through ***Executive Forums and by unifying the voice of the industry,*** we continue to reach new milestones and build relationships with our amazing members.

As I prepare to embark on the next phase of my career, I'm excited for the Executive Committee and Board to hire the next CEO who will be capable of creating UTC 3.0 with your help! I definitely appreciate your stellar support and confidence. When I look back, I'm awed by what we've achieved together!

CHAIRMAN'S MESSAGE

GARY GOODRICH
Chairman of the Board

Last year, we celebrated UTC's 25th Anniversary, and as part of that celebration,

we were pleased to host the top leader of one of the world's most admired companies: Apple CEO, Tim Cook. We also inducted three outstanding individuals into the UTC Hall of Fame who have Utah ties and have made global contributions through new technology, innovation, and leadership.

I was impressed with Tim's remarks during our annual Hall of Fame gala. He praised the state's technology sector, saying its creativity, energy and entrepreneurial drive were signs of "great things happening here." He also commented, "there's no place in the world I'd rather be." I couldn't agree more as I've had the privilege of visiting many of our thriving Utah tech members and learn about their successes.

On behalf of UTC I thank our members, board of trustees, and sponsors who make all of the "great things" happen. None of it would be possible without your help. We will continue to strive to achieve new milestones throughout Utah and on a national level.

We extend our deepest gratitude to Richard Nelson, whose tireless and passionate service over the past 17 years has elevated UTC to be among the top three most respected and successful tech councils in America.

STRATEGIC PRIORITIES

UTAH TECHNOLOGY COUNCIL™

Valuable Connections

Universal Access

Industry Voice

Community Outreach

EXPAND TALENT PIPELINE

ENHANCE BUSINESS CLIMATE

UTC'S STRATEGIC PRIORITIES

FOSTER TECH INNOVATION

UTC HOSTED 84 EVENTS
attend by **4,060** participants.

6 out of **6**
PUBLIC POLICY
achievements!

UTC receives national **"DISTINGUISHED LEADERSHIP AWARD"** in 2017.

457 attended the UTC Open House

14TH ANNUAL GOLF INVITATIONAL

13,425
IT Job Postings in Utah in 2016.

ENGINEERING INITIATIVE
$248 million investment to date, to increase tech graduate capacity.

#1 UTAH leads the country in tech sector growth (BLS, 2016).

TECHHIRE UTAH
pilot project to build and sustain a qualified talent pipeline.

CELEBRATING 5 YEARS 1991 - 2016

HALL OF FAME CELEBRATION
with keynote speaker
Apple CEO, Tim Cook

UTAH a top ranked state nationwide for engaging entrepreneurship and innovation.

15TH ANNUAL UTAH INNOVATION AWARDS

EXPAND TALENT PIPELINE

Utah businesses constantly face a shortage of talent to fill many high-paying, hi-tech positions. Temporarily, the gap must be fulfilled by out-of-state talent or overseas contract workers. To help keep hi-tech jobs in Utah, UTC works with education leaders in K-12 and higher ed to support STEM education initiatives and create greater incentive for students to enter STEM related fields and fill jobs with Utah tech companies.

EXECUTIVE FORUMS

UTC hosts an Executive Forum Series for CEOs, CTOs, CFOs, and HR Executives to share best practices and mentor each other. These peer groups are reserved for the most senior person responsible for these areas of the business.

"JA-IN-A-DAY" UTC partners with Junior Achievement to bring top business, government, and community leaders to "teach a class" for a day. Nearly 100 executives have had the unforgettable experience of teaching more than 70 "title one" elementary school classes, many are at Edison Elementary which UTC is adopting.

Junior Achievement of Utah

EDUCATIONAL CLINICS

Every month top experts provide best practices on legal, accounting, PR, marketing and venture capital funding.

TECHHIRE UTAH

UTC led the partnership with Innovate +Educate, Pluralsight, UVU, SLCC and UCAP to skill-up a tech talent pipeline. Together we created the TechHire Utah pilot project.

techHire UTAH

COUNSELORS SUMMER CONFERENCE

UTC invited Governor Herbert to highlight his education agenda to more than 900 high-school counselors at the Counselors Summer Conference. We also had 24 of the state's top tech leaders present to counselors on preparing kids for the hot jobs of the future.

ENGINEERING INITIATIVE

Utah's visionary $248 million investment to date (including university presidents' 1:1 match) has significantly increased the states talent capacity. It has doubled the output of engineering grads and tripled the output of computer science grads.

UNIVERSITY PRESIDENT'S ROUNDTABLE

UTC assembled the first ever roundtable discussion series with the four major university presidents, their board leaders, and top tech CEO's throughout the state in an effort to align talent development efforts to huge industry demands.

UTAH IT JOB POSTINGS*:

2016 – 13,425 postings (2015: 12,795; 2014: 5,579; 2013: 5,726)

TITLE	MEDIAN SALARY	2016 Job Postings IN UTAH
Software Developers, Applications	$94,300	6,946
Computer Programmers	$76,200	551
Web Developers	$62,000	2,315

*Source: Labor Insight Jobs (Burning Glass Technologies)

STEM MX

STEM MENTOR EXCHANGE

The STEM Mentor Exchange is a mobile "matching" app designed to connect thousands of teachers with industry mentors, and provide educators access to industry resources and opportunities.

ENHANCE BUSINESS CLIMATE

The biggest impediment to economic growth often stems from a lack of cohesive vision between business, government and education leaders. UTC recognizes that each sector plays an important role in the state's economic development and working in tandem with a shared vision is mutually beneficial to everyone involved. UTC has helped to identify that shared vision and made facilitating a tech-friendly Utah a strategic priority that everyone can get behind to enter STEM related fields and fill jobs with Utah tech companies.

ANNUAL MEMBERS MEETING Members were favored with keynote remarks on "Bold Innovation in Human Performance" from Scott Watterson, Co-founder, Chairman and CEO of ICON Health & Fitness, the world's largest developer and marketer of products and services for a fit and healthy life.

INDUSTRY BREAKFAST

Tom Stockhom, CEO of Experticity, and UTC Trustee, shared his insights on how people trust people, not ads and how the future of marketing and commerce hinges on interpersonal trust.

Experticity

OPEN HOUSES

These events are a way UTC says "Thank You" to its members while providing a casual environment to make new connections in Utah's thriving tech community.

PUBLIC POLICY FORUM

UTC has a long track record of legislative victories that have helped expand the talent pipeline and ensure a tech-friendly environment in Utah. It is because of the engagement of the tech community, joining in a "unified voice", that we've been able to accomplish so much.

FOSTER TECH INNOVATION

HALL OF FAME GALA More than 1400 attendees joined UTC in celebrating its 25th Anniversary at its Annual Hall of Fame gala. We were pleased to host a top global tech CEO of one of the worlds most admired companies, Apple CEO, Tim Cook. While giving high praise to the state's technology sector, saying its creativity, energy and entrepreneurial drive were signs of "great things happening here." He also commented, "there's no place in the world I'd rather be." We also inducted three outstanding individuals into the UTC Hall of Fame: Fraser Bullock, Managing Director of Sorenson Capital, Carine Clark; President and CEO, MaritzCX; and Peter Genereaux, Founding President and CEO, UITA (now known as UTC).

Special thanks to **Senator Orrin Hatch** for all that he has done to advance Utah's tech sector.

2016 INDUCTEES

Fraser Bullock

Carine Clark

Peter Genereaux

It is often stated that “necessity is the mother of invention” and the same could be said for innovation. UTC aims to create an environment in Utah that encourages innovation to solve problems. This includes making it easier to get funding and making the state an attractive place for innovative tech companies. The combined efforts of many over the last 25 years have helped Utah become a top ranked state nationwide for engaging entrepreneurship and innovation.

TECHLUNCHES

Leading industry luminaries showcase their latest product release and discuss their views on important technology issues to UTC members at monthly lunches.

INNOVATION AWARDS

Co-sponsored with Stoel Rives, we celebrated the 15th Annual Utah Innovation Awards with more than 400 attendees who gathered to celebrate eight award winning innovations chosen from more than 100 nominations.

PUBLIC POLICY ACHIEVEMENTS

PASSED & FUNDED 6 OUT OF 6!

The results of the 2017 legislative session were extremely productive for Utah's tech community. We applaud the Governor and state legislature for all of their efforts to fully support Utah's tech ecosystem. We also greatly value the engagement of UTC's members. Without their support, we would not have been able to accomplish all that we did. We will continue our robust public policy process through the interim period with continued member engagement. Please come join us!

HIGH-PRIORITY SUPPORT LEGISLATION

Engineering Initiative – APPROVED FUNDING

Again, UTC drove the $8M in new funding to increase tech graduate capacity (with University Presidents' 1:1 match)!
Thanks to the eight Universities/Colleges who were an integral part of increasing the total funding to $38M, annually.

This initiative will assist in:
1) recruiting more faculty in high demand disciplines;
2) building capacity by creating more class sections and developing online alternatives;
3) boosting retention through academic advising and career counseling; and
4) strengthening outreach to women and underrepresented minorities.

S.B. 190, Education Computing Partnerships (Sen. Okerlund and Rep. Last) – PASSED

Thanks to the outstanding support of bill sponsors, the State will invest $1,255,000 annually into K-12 computing education and talent development in Utah.

S.B. 220, Student Assessment and School Accountability (Sen. Millner and Rep. Last) – PASSED

This bill aspires to be an upgraded, "zip-code neutral", update of Utah's school accountability system. SAGE testing in high school would be replaced with ACT Aspire, and any school meeting the established criteria would receive the appropriate letter grade independent of the performance of other schools.

H.B. 253, Short-Term Rental Amendments (Rep. Knotwell and Sen. Adams) – PASSED

This bill reinforces homeowners' rights to offering short-term rentals. (e.g. Airbnb)

SUPPORT LEGISLATION

S.B. 117, Higher Education Performance Funding (Sen. Millner and Rep. Wilson) – PASSED

This establishes a formula for our UCAT [Utah College of Applied Technology] system on performance-based funding and in the USHE [Utah System of Higher Education] system. If an institution is meeting their goals, they would receive funding. The goal is to focus on completion and outcomes.

S.B. 132, Vehicle Manufacturers Tax Amendments (Sen. Bramble and Rep. Gibson) – PASSED

This bill expands single sales factor and removes the sales tax penalty on business inputs for certain vehicle manufactures.

MEMBER AND COMMUNITY AWARDS

UTAH TECHNOLOGY COUNCIL™

CEO OF THE YEAR
Steve Daly
Ivanti

TRUSTEE OF THE YEAR
Joe Swenson
Imagine Learning

STARTUP CEO OF THE YEAR
Johnny Hanna
Homie

WOMEN IN TECH CHAMPION
JaeLynn Williams
CRO, GE Digital Healthcare

INDUSTRY CHAMPION
Vance Checketts
Dell EMC

HR EXEC OF THE YEAR
Heather Mercier
Experticity

CTO OF THE YEAR
Ashley Dreier
HealthEquity

CFO OF THE YEAR
Jon Pexton
Progrexion

LEGISLATORS OF THE YEAR

Sen. Jerry Stevenson (Exec. Approps. Chair)
Engineering Initiative

Sen. Ralph Okerlund (Majority Leader)
SB 190 Education Computing Partnerships

Sen. Ann Millner
SB 117 Higher Ed Performance Funding

Rep. Val Peterson
Engineering Initiative

Rep. Francis Gibson (Majority Whip)
Engineering Initiative

Rep. John Knotwell (Asst. Majority Whip)
Engineering Initiative

Rep. Dean Sanpei (Exec. Approps. Chair)
Engineering Initiative

Rep. Brad Last (Exec. Approps. Vice Chair)
SB 190 Education Computing Partnerships

ENGINEERING INITIATIVE CHAMPION
Marilyn Davies
University of Utah

[$248 million in funding to date.]

EXECUTIVE COMMITTEE

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Richard Nelson
Utah Technology Council

CHAIR
Gary Goodrich
InvestTech

VICE CHAIR
Bassam Salem
AtlasRTX

VICE CHAIR
Joe Swenson
Imagine Learning

Kent Bowman
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Steve Daly
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Bruce Law
Sprout Marketing

Kathryn Murphy
Salesforce

Teresa Schlegel
Packsize

Mark Sunday
Oracle

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Mike Waldron
Tanner

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Joe Swenson
Imagine Learning

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Durham Jones & Pinegar

TREASURER
Mike Waldron
Tanner†

TRUSTEES

Marcus Bertilson
Thumbtack

Kent Bowman*
Tanner

Seth Brinkerhoff
Wells Fargo Bank

Cody Broderick
InWhatLanguage

Richard Brown
U of U College of Engineering

Vance Checketts
Dell EMC

Noelle Cockett
Utah State University

Sharon Cook
Mountain America Credit Union

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Dynatronics

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Ron Heinz
Signal Peak Ventures

Howard Hochhauser
Ancestry

Matthew Holland
Utah Valley University

Spence Hoole
Diversified Insurance Group

Mike Hussey
State of Utah CIO

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Domo

Michael Jensen
BYU College of Engineering

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Bruce Law*
Sprout Marketing

Steven Leistner
HGGC

Chet Linton
School Improvement Network

Dan Lloyd
inContact

Robert Lollini
BioFire Defense

Kent Madsen
Epic Ventures

Matt Marsh
Sorenson Capital

James Martinos
Elite IT Partners

Ben McAdams
Salt Lake County

Jason McCammon
Stoel Rives

Derek Miller
World Trade Center

Jake Muklewicz
Kirton McConkie

Galen Murdock
Veracity Solutions

Kathryn Murphy*
Salesforce.com

Richard Nelson*
Utah Technology Council

Susan Opp
L-3 Communications

Kevin Parker
HireVue

David Pershing
University of Utah

Steve Proper
Comcast Business

Scott Pulsipher
Western Governors University

Scott Richards
Micro Focus

Mike Roberts
BYU Marriott School

Steve Rockwood
FamilySearch

Bassam Salem*
AtlasRTX

Teresa Schlegel*
Packsize

Erich Sontag
Banner Bank

John Stillings
Zions Bank

Tom Stockham
Experticity

John Stringham
Workman Nydegger

Mark Sunday*
Oracle

Joe Swenson*
Imagine Learning

Jeff Triplette
ArbiterSports

Henry White
U of U College of Science

Charles Wight
Weber State University

JaeLynn Williams
GE Digital Healthcare

Travis Marc Wilson
Jones Waldo

Todd Wolfenbarger
The Summit Group

* Member of Executive Committee
† Non-Trustee

INDUSTRY INVESTORS

UTAH TECHNOLOGY COUNCIL™

Major thanks to our investors who help provide a collective force behind Utah's healthy technology ecosystem, and foster support from business, government, education and community leaders.

PLATINUM

DOMO

overstock.com

HGGC

DURHAM JONES & PINEGAR

PR&A Paul Rogers & Associates

PRINCEPERELSON EXECUTIVE SEARCH

3M Science. Applied to Life.™

ivanti

PLURALSIGHT

Elite IT Partners, Inc SIMPLE. MANAGEABLE. AFFORDABLE.

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BDO
BioFire Defense
Comcast Business
Cornerstone
Dell EMC
Diversified Insurance Group
EY
FamilySearch
GBS Benefits
GOED
Google
Homie
Imagine Learning
Jones Waldo
JP Morgan Chase
KeyBank
Kirton McConkie
KPMG
L-3 Communications
Liberty Mutual
Micro Focus
Mountain America Credit Union
Progressive Leasing
Rakuten Marketing
Rocky Mountain Power
Salt Lake County
Silicon Valley Bank
SoFi
Sprout Marketing
Stoel Rives
Tanner
Thumbtack
UCAT
University of Utah
Veracity Solutions
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Wells Fargo
Western Governors University
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SILVER

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Banner Bank
Brigham Young University
Enterprise Integration & HP ESP
EPIC Ventures
HireVue
Instructure
InvestTech
Oracle
Salesforce.com
Signal Peak Ventures
Snapp Conner PR
Sorenson Capital
The Summit Group
Utah State University

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Utah System of Higher Education
Utah Valley University
Weber State University
Westminster College
XO Communications