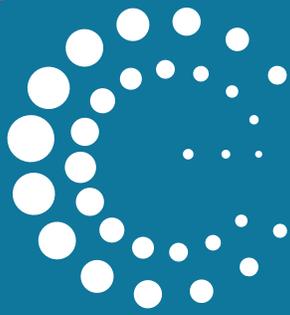




# BETTER TOGETHER





NASHVILLE  
ENTREPRENEUR  
CENTER

WE EXIST TO MAKE  
**NASHVILLE**  
THE BEST PLACE TO  
**START** &  
**GROW**  
A BUSINESS BY  
**INCREASING**  
THE LIKELIHOOD OF  
**SUCCESS**  
FOR ENTREPRENEURS.

# NEC's Brighter Future Starts Now

Dear Friends and Supporters,

As my tenure as Chair of the Board at Nashville Entrepreneur Center draws to a close, I'm thrilled about our future, especially with our new CEO, Sam Davidson, whose arrival in July 2023 has already made a significant impact.

Last year, NEC played a vital role in helping to drive Nashville's economic growth, with local startups generating over \$8.8 million in revenue and creating 250 jobs.

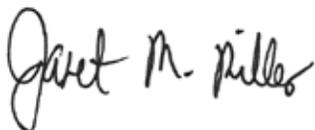
Our collaborations with local partners have led to initiatives like Project FinTech, bolstering Nashville's long-term prosperity. Moreover, we've brought together more than 5,000 entrepreneurs, business and community leaders around learning opportunities, mentorship, events, and workspace - all to foster a diverse community of changemakers.

Moving forward, our commitment remains steadfast to:

- expand our reach
- engage underrepresented communities
- fuel Nashville's entrepreneurial spirit

None of this would be possible without the dedication of our board, staff, the generosity of our donors, and the support of our community. I extend my heartfelt gratitude to each of you.

Thank you for your unwavering support. I'm excited for the journey ahead.



Janet Miller



**JANET MILLER**  
2023 BOARD CHAIR

# ORGANIZATIONAL FLYWHEEL

The **Work**  
**We Do**



The **Stories**  
**We Tell**

The **Money**  
**We Raise**

## 2024 ROADMAP

**Revenue  
Growth**



**Team  
Culture**



**Programmatic  
Excellence**

# A Year of Triumph for Entrepreneurs, Aiming Higher in 2024

Dear Friends,

Let's celebrate what we and our community of entrepreneurs accomplished in 2023.

This report highlights the wins entrepreneurs achieved as part of the NEC. From raising capital or making key hires to landing big clients or clarifying business models, the NEC helps more entrepreneurs achieve more wins than anywhere else.

One of the great joys of the past year has been seeing the overwhelming hope inherent in entrepreneurship. I think starting a company represents one of the most tangible signs of belief in tomorrow. Our entrepreneurs identify problems and develop solutions, aiming to make our collective tomorrow better than today.

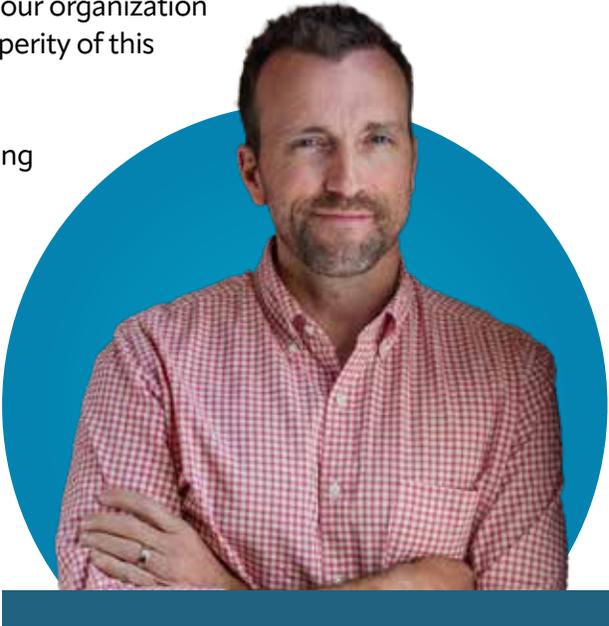
To build on this hope and promise, we will better align our programming, grow our community, and sustain our organization in 2024. We dedicate ourselves to the future prosperity of this city and region by taking these steps.

Thank you for your support. Things are only getting better. Together.



Sam Davidson

**"I think starting a company represents one of the most tangible signs of belief in tomorrow."**



**SAM DAVIDSON**  
CEO

# Thank You

## McWhorter Circle

The McWhorter Circle honors founding board chair, Clayton McWhorter, by supporting entrepreneurs with essential resources for their growth. Members embody Clayton's legacy—preparation, mentorship, ownership, and giving back—to empower emerging entrepreneurs.

Learn more and join the "Circle" community at [ec.co/mcwhorter-circle](http://ec.co/mcwhorter-circle)

### PLATINUM MEMBERS

Jane and Greg Allen

Erin and Allen Baler

Niki and David Baxter

Clay Blevins

Judith Bright

Lucius Burch

Dr. Michael Burcham

Beth and Randy Chase

Amy Buckner Chowdhry and  
Pankaj Chowdhry

Brittany and Joseph Cole

Dan Crockett

Katie and Kevin Crumbo

Dana and David Curtis

Sherry and Mark Deutschmann

Gina and Jeff Drummonds

Andy and Jennifer Faught

Abby and JB Spaulding

Melissa and Bobby Frist

Joe Galante

Angela Humphreys and Joe Cashia

Stephanie and John Ingram

Collette Mahmood

Rod and Antonia McDaniel

Janet and David Miller

Phylanice and Dr. Turner Nashe

Jill and Brent Pearson

Linda and Art Rebrovick

Dorothy and Joe Scarlett

Mike and Lisa Shmerling

Saurabh Sinha

Dee Anna and Hubie Smith

Holly and Clint Smith

Jim and Leah Sohr

Jimmy Spradley

Steve Turner

Kathy and Jon Yarbrough

### GOLD MEMBERS

Nancy Allen, John Burch and Matt  
King/FCA Venture Partners

Sarah and Bo Bartholomew

Pamela Bollinger

Angela Bostelman and Jerry  
Bostelman

Mary and Bill Brennan

Cathy and Martin Brown

Karen and Howard Burris

Trudy and Bill Carpenter

Sam and Mary Helen Davidson

Susan and Jason Epstein

Meg and Stephen Epstein

Christie and Landon Gibbs

Debbie Gordon

Carlana and Aubrey Harwell

Pamela and Joe Jefferies

Ann Johnson

Denice and Milton Johnson

Jessa and Jay Kelley

Coco Kyriopoulos

Meredith and Jimmy Leach

Katherine and Jim McElroy

Leigh Anne and Stuart McWhorter

Elise Mitchell

Mary and Jason Moore

Richard Moscardelli

Anissa Nelson-Carlisle

Mark Parker

Pam and Phil Pfeffer

Rosemary and Wayne Plorin

Tom Raney/JE Dunn Construction

Laurie and Jim Seabury

Tim and Darlene Sinks

Nancy Stabell

Michael Stayton

Nanci and Eric Thrailkill

Jorge Titinger

Tom Turner

Kelli Turner

Mary Glenn and Dave Vreeland

Katrina Welty and Nick Ogden

Noel Williams Geer

Ed Woodside

# PLATINUM MEMBERS



# 2023 NEC VITAL STATS

How we're accomplishing our mission  
and growing Tennessee's economy

# 5,035

entrepreneurs, business, and community leaders served through  
programs, connections, events, membership, and mentorship



**"When I'm at the NEC,  
it's the intangibles. I  
know when I'm here  
that people take me  
seriously. They are so  
willing to be helpful,  
be a connector and be  
a strategic thought  
partner."**

**ERICA BATTLE**  
LIFE CHANGES IN PROGRESS  
*TWENDÉ/REGENERATE*



**"The NEC helped  
us secure a  
LaunchTN Grant  
for an SBIR  
proposal."**

**JOHN JASIONOWICZ**  
PROMPTIS STRATEGY  
AMPLIFY ADVISOR  
PROGRAM/PREFLIGHT  
FOUNDER



Scan the QR code  
to hear more about  
entrepreneur  
achievements or  
visit [ec.co/ar](http://ec.co/ar)

## CAPITAL

\$9,805,938

Total capital raised by NEC Entrepreneur funding events



**"I support this mission because as an entrepreneur who rose from poverty, I understand the transformative power of entrepreneurship in changing lives. By serving on the board of the Nashville Entrepreneur Center and participating in the McWhorter Circle, I am empowered to support others, helping them realize their dreams and cultivate a brighter future for themselves and their communities."**

ROD MCDANIEL  
S3 RECYCLING SOLUTIONS  
MCWHORTER CIRCLE  
PLATINUM MEMBER  
BOARD MEMBER

51

**Capital funding events**  
(rounds, notes, SAFEs, etc)

## JOBS

257.5

**New jobs** created from  
NEC alumni companies

780

**People employed**  
by NEC alumni

# NEC PROGRAMS AND MEMBERSHIPS

76

**NEC Program graduates**

62

**Graduates** from an  
Socially and Economically  
Disadvantaged Individuals (SEDI) –  
owned businesses

144

**Product launches**  
completed by startups

6

**Business relocations**  
to Middle Tennessee

\$8,843,901

**Product launch  
revenue**



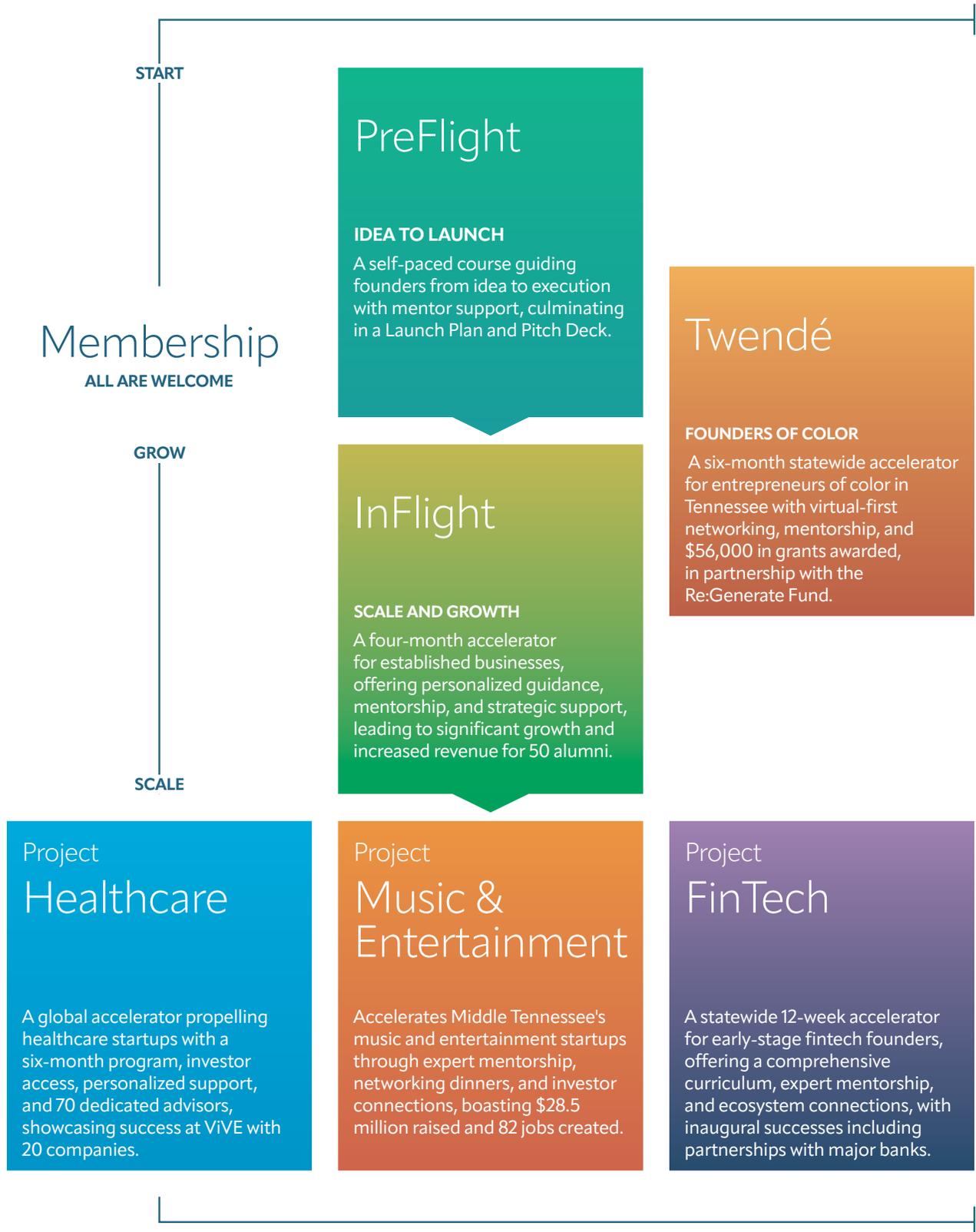
**DIEGO EQUIARTE**  
**NUESTRO FINANCIAL**  
*PROJECT FINTECH*

**“Every founder knows that this path is arduous and lengthy, but having the right people in your corner makes all the difference. ¡Muchas gracias, NEC!”**



Hear more from  
Diego and others  
like him at [ec.co/ar](https://ec.co/ar)  
or scan the QR code

# NEC Programs



# We Believe in the Power of Community and Education



**"Morrow made the move to Nashville from San Francisco in 2023 and grew its customer count +850% in the same year."**

**SAMMY MACFARLANE  
MORROW**  
MEMBER

Entrepreneurs want autonomy, but don't want to be alone. They need guidance and the right connections to help grow their business.

We bring entrepreneurs together to learn, grow, and support each other through every stage of their journey. We offer founders:

- Access to established advisors with successful exits from multi-million dollar companies, as well as C-suite business professionals in Nashville's top industries
- Workspace
- Startup curriculum
- Industry-immersive experiences for healthcare, fintech, and entertainment founders, and a community of aspiring entrepreneurs and business owners
- Access to service providers with marketing, legal, and financial acumen
- Introductions and connections to potential customers, investors and local resource groups
- Connections to local resource groups that may best fit their needs

## MENTORSHIP

869

**Mentoring and  
coaching sessions**  
completed



Find more wins like  
Sammy at [ec.co/ar](https://ec.co/ar)  
or scan the QR code

# 2024 Board of Directors

Our strategic Board of Directors provides governance, oversight, and direction to the work of Nashville Entrepreneur Center. This passionate team gives their time, talent, and resources to help drive the entrepreneurial ecosystem in Nashville.

**Robert A. Frist, Jr.**, Healthstream, Board Chair  
**Saurabh Sinha**, Emids, Board Vice Chair  
**Jessa Kelley**, Main Street Health, Secretary  
**Janet Miller**, Colliers International, Past Board Chair  
**Beth Chase**, Ankura (Retired), Board Chair Emeritus  
**John Ingram**, Ingram Content Group, Board Chair Emeritus  
**Michael Slavik**, CLA Nashville, Finance Committee Chair  
**Sharon Reynolds**, DevMar Products, LLC, Development Committee Chair  
**Stacey Garrett Koju**, Spencer Fane LLP, Governance Committee Chair  
**Sam Davidson**, Nashville Entrepreneur Center, CEO  
**Bill Brown**, A2B Advisors  
**Judith Bright**, Judith Bright Jewelry  
**Michael Burcham**, Shore Capital, Vanderbilt Center for Entrepreneurship  
**Mark Deutschmann**, Village Real Estate, 2023 NEXT Awards Co-Chair  
**Shani Dowell**, Possip  
**Adel Elmessiry**, Alphafin  
**Brian Fox**, Confirmation.com  
**Max Goldberg**, Strategic Hospitality  
**Coco Kyriopoulos**, The Christie Cookie Co.  
**Andy Moats**, Pinnacle Financial Partners  
**Rod McDaniel**, S3 Recycling Solutions  
**Courtney Ross**, Amazon  
**Steve Schnur**, Electronic Arts (EA)  
**Jorge Titingier**, Titingier Consulting  
**Damon Whiteside**, ACM  
**John Zarling**, 615 Leverage + Strategy

## Ex-Officio

**Isaac Addae**, Nashville Mayor's Office, Small and Minority Business Engagement  
**Elise Cambournac**, Greater Nashville Technology Council  
**Apryl Childs-Potter**, Nashville Health Care Council  
**Jay Graves**, EO Nashville  
**Holly Rachel**, The Darrell S. Freeman Sr. Incubation  
and Innovation Center at Fisk University  
**Ralph J. Schulz**, Nashville Area Chamber of Commerce



**"With the invaluable resources and mentorship provided by the NEC, my vision for Possip came to life."**

**SHANI DOWELL**  
**POSSIP**

*NEC BOARD MEMBER,  
PREFLIGHT & INFLIGHT  
ALUM, NEXT AWARDS  
WINNER*



Scan the QR code below to see how Shani's grown her business through the years.



**2023 NEXT AWARDS**

# CELEBRATING RISING STARS



The NEXT Awards & Entrepreneurs' Hall of Fame is an annual fundraising ceremony that celebrates transformative Nashville entrepreneurs. Honoring those who've made significant impacts, it fuels the NEC's mission, connects business leaders, and highlights entrepreneurial excellence. This event embodies our culture of mentorship, where established entrepreneurs support the next generation.

Presented by Amazon, the 2023 NEXT Awards hosted more than 730 attendees and honored individuals and businesses at various stages of growth.

Industry categories include:

- Financial Services
- Healthcare
- Technology
- Music, Sports, and Entertainment
- Products, Services, and Retail
- Real Estate, Hospitality, and Construction



# Largest Fundraising Event of the Year

## RESULTS

**\$624,434** Total Revenue  
**11% Growth** Gross Revenue  
**90** Sponsorships  
**730** Attendees

## HONOREES

**4** Hall of Fame Inductees  
**20** NEXT Award Winners

## CO-CHAIRS

**Sherry and Mark Deutschmann**





## 2023 Entrepreneurs' Hall of Fame Inductees

- **Jim Ayers** acquired Farmers State Bank in Scotts Hill, Tenn., which would eventually become FirstBank, Tennessee's third-largest bank.
- **Eddie George** has an impact that spans beyond the football field into theatrical acting and entrepreneurial work in hospitality, education, wealth management, and more.
- **Saurabh Sinha** founded Emids which evolved from a web-development services company to a healthcare-focused technology powerhouse with 3,500-plus employees worldwide.
- **Shirley Zeitlin** founded Shirley Zeitlin & Co. Realtors and grew her firm to 20 Middle Tennessee counties and around the globe through partnerships.

# Circle Back Podcast

**Capturing, Sharing, and Preserving Nashville's Entrepreneurial History**

Featuring

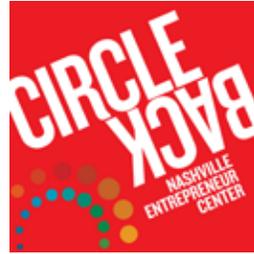
# 13

Nashville Entrepreneurs' Hall of Fame Members



Features Nashville's most esteemed entrepreneurs as they revisit the moments that defined their paths.

Circle Back is a production of **The Chase Studio** at Nashville Entrepreneur Center funded by the Beth and Randy Chase family.



**15,000**  
unique downloads



Listen and subscribe

# Twende Podcast

**Empowering Entrepreneurs of Color**

The Twende Podcast, sponsored by **Bank of America**, dives into the challenges and triumphs of Black and Brown entrepreneurs. The podcast discusses barriers to diversity in entrepreneurship, offering insights from successful founders who've navigated obstacles to level the playing field.



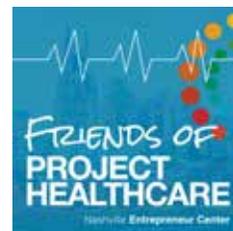
**2,000**  
unique downloads



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# Friends of Project Healthcare

Brings together the entire ecosystem of industry innovators – from entrepreneurs to corporations, investors, government, media, and educators. Hear in-depth conversations with thought leaders and experts working hard to build the future of the healthcare industry.

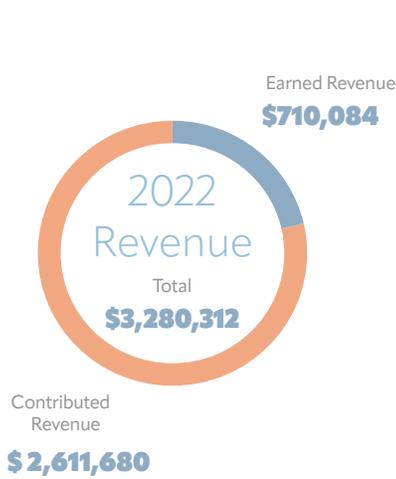


**4,000**  
unique downloads



Listen and subscribe

The Nashville Entrepreneur Center is a 501(c)(3) nonprofit. Our fiscal year is January 1 through December 31. These financials reflect pre-audit 2023 results and audited 2022 results.



**BILL FARR**  
**ATADAS**  
*PROJECT HEALTHCARE*

**"Since our involvement with the NEC, we now have over 600 provider customers supporting more than 15,000 patients in 10 states. This year our revenue is 30x what it was before Project Healthcare."**



Hear more from Bill and others like him at [ec.co/](http://ec.co/) or scan the QR code

# Thank You

## Supporting Partners



## Program Partners

### PreFlight/InFlight



### Community



### Project Music & Entertainment



### Project Healthcare



### Project FinTech



### Twende



## Growth Partners

#### Technology Growth Partner



#### Banking Growth Partner



#### Accounting Growth Partner



#### Legal Growth Partner





NASHVILLE  
**ENTREPRENEUR  
CENTER**

Thank you to all who helped  
make the year a huge success.

**ec.CO**

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Nashville, TN 37210