

2017 Annual Report



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About the Arizona Technology Council

The Arizona Technology Council is Arizona's premier trade association for science-and technology-driven companies. Recognized as having a diverse professional business community, the Council works towards furthering the advancement of technology in Arizona through leadership, education, advocacy, and social action. The Council offers numerous events, educational forums, and business conferences that bring together leaders, professionals, and visionaries to make an impact on the technology industry. These interactions contribute to the Council's culture of growing member businesses and transforming technology in Arizona. To become a member or to learn more about the Council, please visit www.aztechcouncil.org.

Our Mission

The Arizona Technology Council is the driving force behind making our state the fastest-growing technology hub in the nation, connecting and empowering Arizona's technology community.





Letter from the President + CEO

It's not often that the technology story of the year comes when the calendar has just turned, but Arizona definitely grabbed the headlines in early 2017 when autonomous cars headed this way after our own Gov. Doug Ducey offered the state's roads for testing self-driving vehicles when California's sea of regulations created too many barriers for this disruptive technology.

Stepping up to play their respective roles were members of the Arizona Technology community. Waymo, formerly known as the Google self-driving car project, and Intel began working together to perfect full autonomy for vehicles in city driving. Uber and GM were testing autonomous vehicles, with GM putting its self-driving Bolt EVs through their paces on our streets.

Meanwhile, Gov. Doug Ducey saw additional opportunities and kept his hands on the wheel. The Governor gave a green light for Arizona to partner on an "Uber for Jobs" pilot program offering rides to former inmates without transportation for verified employment events such

as job interviews and the first day of work. He also joined governors of eight other western states to establish an Intermountain West Electric Vehicle Corridor to let electric vehicles seamlessly drive across the signatory states' major transportation corridors.

Beyond autonomous vehicles, Arizona had plenty of good technology news last year compared to the rest of the nation as reflected in the 2017 Cyberstates report based on CompTIA's analysis of 2016 data from the U.S. Bureau of Labor Statistics, the U.S. Bureau of Economic Analysis and other sources. The state was in the:

- Top 10 for the sector's contribution to the state's overall economy.
- Top 10 for actual technology occupational jobs among total technology industry jobs.
- Top 20 for total technology occupations across all other industries.
- Top 20 for percentage that average technology wages exceed average state wages.
- Top 20 in innovation.

Digging deeper into the numbers, 139,439 workers were estimated to be in Arizona's technology industry in 2016. Of that, 67,354, or 48.3 percent of the total workers, were in actual technology occupational jobs. That made Arizona ninth in tech industry employment nationally.

Among members making their own news in 2017, Intel announced to the world that it was to invest \$7 billion to complete Fab 42 in Chandler so the company can produce the most advanced computer chip in the world. Besides making the 7-nanometer chip, the smallest, most powerful and efficient ever, the outcome also includes about 3,000 full-time Intel jobs, and more than 10,000 jobs in Arizona to run and support the factory.

In Tucson, World View Enterprises began testing high-altitude balloons to carry commercial payloads for government, commercial and education customers while its Voyager capsule will allow human travel to the stratosphere and back.

And who says competitors can't get along? Members of our new Optics Valley Committee with the support of the Arizona Commerce Authority hosted companies in the USA Pavilion at the Laser World of Photonics in Munich, Germany. They also offer support to one another by maintaining worldwide strategic relationships with national and international optics clusters, as well as prestigious groups that include SPIE, the international society for optics and photonics; OSA, the leading professional association in optics and photonics; and the American Precision Optics Manufacturers Association.

The Council also had its presence felt while helping shape public policy at the Arizona Capitol as participants in negotiations with legislators on amendments to Arizona SB1114 to protect Arizona's famed "dark skies." That measure was signed into law by the Governor in early May.

The Council's other successes at the Legislature included recapitalization of the Angel Investment Tax Credit program and passage of a four-year

extension of the 2008 Research and Development Tax Credit expansions.

Adding to our ongoing roster of events, the Council hosted its first Smart City Summit to showcase advancements in transportation, security, education, and the Internet of Things (IoT). Talk about being timely! Shortly after the event, the news broke that Microsoft founder Bill Gates had invested nearly \$80 million for a tract west of the White Tank Mountains that is roughly the size of Tempe for creation of a smart city where information and communication technology will tap into IoT.

I hope this snapshot of a memorable year has whet your appetite for what you will find inside our 2017 Annual Report. It's worth noting that none of the Council's successes can happen without the ongoing support and participation of our members. And that goes for what lies ahead in 2018!



Steven G. Zylstra, Sc.D. (Hon.)
President + CEO

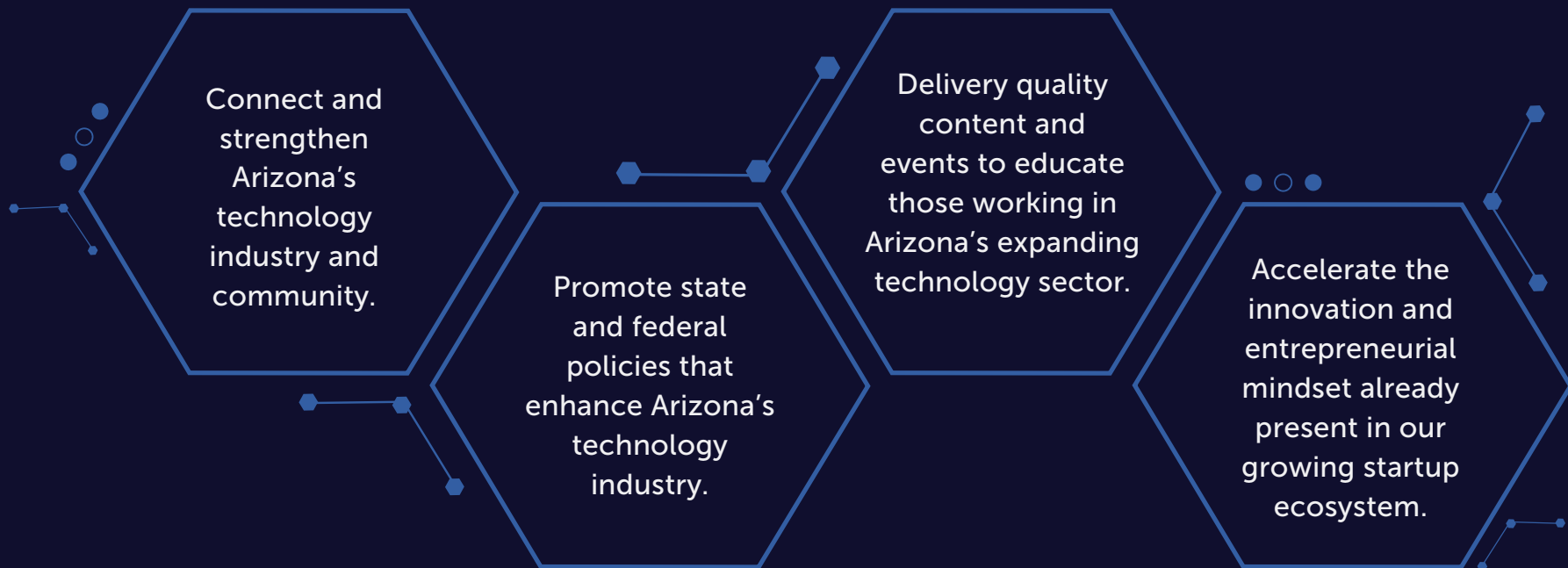


Steven G. Zylstra, Sc.D. (Hon.)

INTRODUCTION + OVERVIEW

The Arizona Technology Council is a private, not-for-profit trade organization that supports the development, growth, and advancement of science-and technology-driven companies in Arizona.

With the support of our members, sponsors, and partners, the Council fulfills several major goals related to moving technology forward:



With well over 800 members, the Council is Arizona's only statewide organization serving the technology sector. Providing member companies with marketing and business development opportunities, educational events, discounts

on products and services, and the creation of business-focused legislation to grow the state's economy, the Council is recognized as one of the most important trade organizations in the state.

We exist to protect and empower all those who innovate. Technology moves all of us forward.

Our History

The Council was created in 2002 after the Arizona High Technology Industry Cluster merged with the Arizona Software and Internet Association. In 2008, the Council added an office in Tucson after consolidating the Aerospace, Manufacturing, and Information Technology clusters of Southern Arizona into the Council. In 2016, the Arizona Optics Industry Association merged with the Council to become the Optics Valley Committee.

Our Leadership

The Council is governed by a board of directors led by Chairman Michael Guggemos, chief information officer, Insight Enterprises. Steven G. Zylstra serves as president + CEO of the Council and is responsible for the day-to-day operations and management. Zylstra also serves as Chairman Emeritus of TECNA (Technology Councils of North America).

Our Network

The Council supports technology companies at all stages growth and development – from startups to rapidly growing mid-sized companies and large global enterprises. We work to improve Arizona's competitiveness and visibility by advancing the development of the state's technology community.

A PLACE TO CONNECT + GROW

PUBLIC POLICY ADVOCACY

Legislative

The year 2017 was very productive for the Arizona Technology Council on legislative matters. Working with our lobbyist at Public Policy Partners (P³), the Council's Public Policy Committee was successful in helping get the Angel Investment Tax Credit recapitalized. House Bill 2191 passed through the Legislature and Gov. Doug Ducey signed the measure into law. Many thanks to Dianne McCallister; government relations specialist, P³; Rep. Regina Cobb; Sen. Karen Fann; Sen. David Farnsworth; and the many legislators who voted to pass the Bill. Special thanks to Council members in the angel and entrepreneurial community for helping make it happen.

SB1114, the "dark skies" bill, faced attempts to modify it at the 11th hour. Again, McCallister and P³ were successful in keeping the bill on track to eventually pass in the Legislature before it was signed by the governor.

One additional bill related to the Research and Development Tax Credit under the auspices of the Manufacturers Tax Incentives & Credits (after many iterations) made it through the Legislature and was signed by the Governor. Rep. Jeff Weninger initially sponsored

HB2492 but was ultimately driven by Sen. Frank Pratt's SB1416 that covered multiple different programs. The state's enhanced R&D tax credit was to sunset in 2018 but this bill extended the credit through the 2021 tax year.

Our 2017 legislative priorities and results show a great session with several successes:

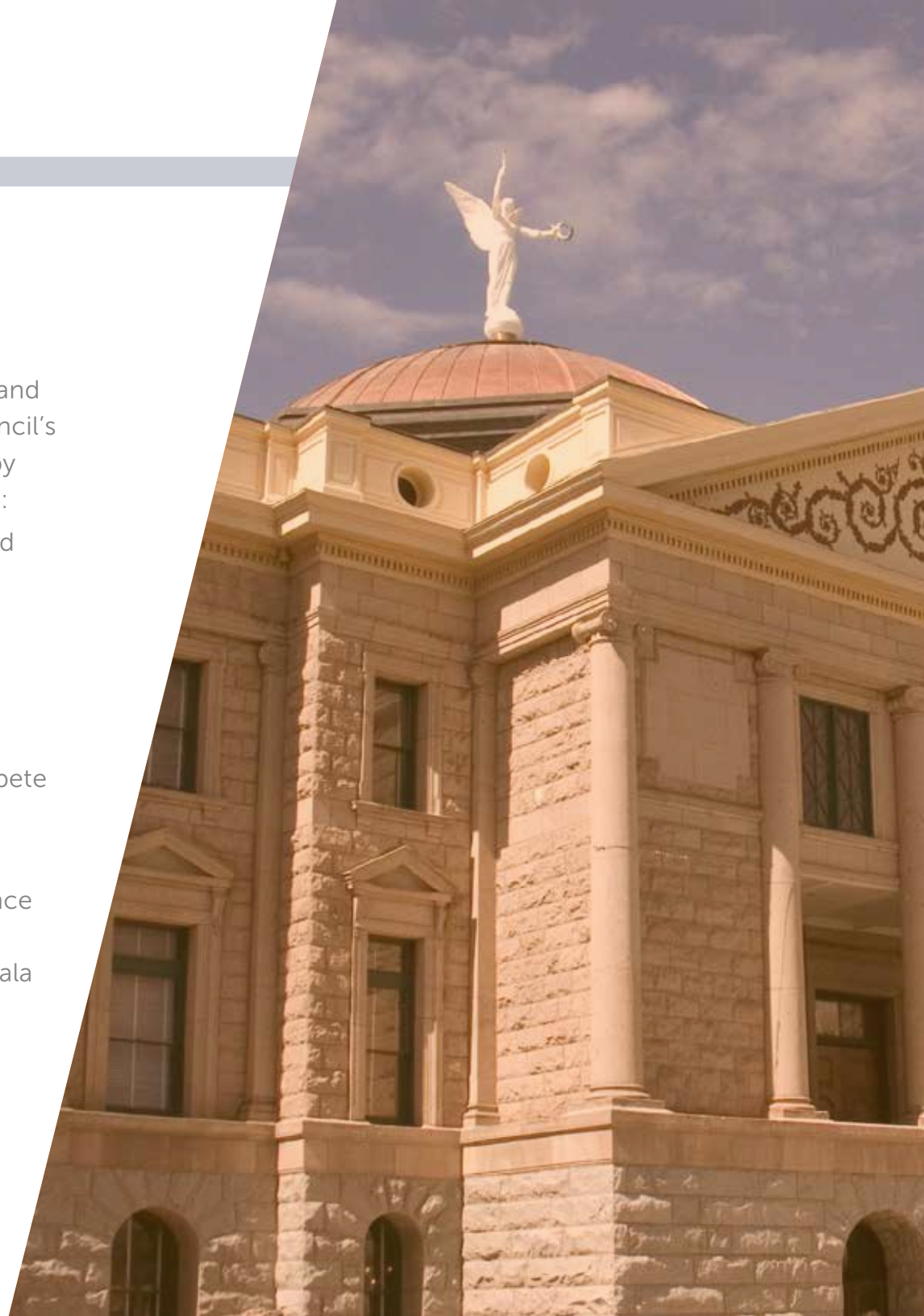
- Recapitalize the Angel Investment Tax Credit – **Success**
- Maintain current levels of credit for the Research and Development Tax Credit program and support policies to create value for stranded tax credits earned by companies investing in Arizona – **Success in extending the enhanced credits**
- Appropriately fund the state's education system, including pre-K, K-12, postsecondary and joint technical education district (JTED) – **Partial Success**
- Restore funding for 9th-grade career technical education (CTE) – **Moved to 2018 Session**
- Create and fund a job training program – **No Action**

2017 Public Policy Guide

Each year, the Arizona Technology Council produces its detailed Public Policy Guide, made available on the Council's website and mailed to our membership base and Arizona lawmakers. In creating this document, the Council's Public Policy Committee relies heavily on our mission by preparing key ideas, goals, and legislative initiatives that:

- Improve the business climate for technology-based companies
- Provide sources of risk capital that encourage entrepreneurship
- Create an environment that supports science and technology-related job retention and creation
- Attract, train and retain the talent required to compete in a global innovation economy

The 2017 Public Policy Guide was awarded the Excellence in Communications Award by the Arizona Society of Association Executives (AzSAE) at their annual awards gala in December.



SIGNATURE EVENTS

Ongoing Series



after5 Technology Mixers

The after5 Tech Mixer is the Council's premier networking event. Designed to bring together technologists, entrepreneurs, service providers and prospective members in a relaxed, after-work setting, this series attracts up to 100 attendees each month. Hosted by a Council member company, the after5 series is free for members. Light hors d'oeuvres and refreshments are provided by the host company. The events typically are held at technology companies, giving guests an opportunity for a tour or product demonstrations. In Phoenix, every fourth after5 is a VIP reception held after the quarterly Council Board meeting.

2017 Results:

Number of Phoenix events: 7
Number of Tucson events: 10
Total attendance in Phoenix: 715
Total attendance in Tucson: 1,253



Lunch and Learn Series

The Lunch and Learn Series is presented by a member company on a rotating basis. The purpose of the series is to provide an opportunity for members to learn about a topic or product from a variety of industries while enjoying lunch with other business professionals. Lunch and Learn events are always free for Council members to attend.

2017 results

Number of Phoenix events: 45
Number of Tucson events: 15
Total attendance in Phoenix: 1,062
Total attendance in Tucson: 318



Council Connect Series

The Council Connect series is our signature luncheon. Held on the third Wednesday of every month in Phoenix, this event aims to tackle a diverse group of hot-button issues facing the technology industry. Open to both Council members and non-members, this series brings together more than 50 technologists and business professionals for lunch and an engaging discussion every month.

2017 results

Number of Phoenix events: 11
Total attendance: 272



VIP Tech Mixer Networking Events

Held in conjunction with the Arizona Technology Council's quarterly Board of Directors meeting, the VIP Networking Events include attendees from the Council's board; Council members; and prospective members.

2017 results

Number of events: 4
Total attendance in 2017: 350

Annual Conferences + Expos



Legislative Day

The Council's 2017 Legislative Day gave members and non-members the chance to meet key lawmakers while learning about what is happening at the Legislature and public policy related to Arizona's technology industry. Members had the opportunity to advocate for and demonstrate the importance of the Council's legislative priorities, especially the recapitalization of the Angel Investment Tax Credit. The event was followed by a legislative mixer at the Council's Phoenix office.

2017 results

Total Attendance: 45



MedTech Conference

The Council held its inaugural MedTech Conference, bringing together health care innovators, influential policymakers, and other health care service professionals committed to promoting and supporting the industry in a uniquely multifaceted environment designed to showcase Arizona's innovative medical technology. The conference was designed to advance industry discussion from key perspectives through expert panel sessions, keynote speakers, and product exhibits to provide opportunities in education, business development, capital formation, and networking. Speakers included Vivek Kopparthi, co-founder and CEO, NeoLight; and Dr. Nick van Terheyden, chief medical officer, NTT DATA.

2017 results

Total attendance: 178



Cybersecurity Summit

The Council and the Arizona Cyber Threat Response Alliance/Arizona Infragard (ACTRA) presented the fourth annual Cybersecurity Summit. In 2017, the Summit was an opportunity for government and business executives to learn about threats, vulnerabilities and consequences related to data security and privacy matters. This educational summit provided actionable solutions, as numerous Council and ACTRA member organizations showcased their available resources, products and services geared toward helping protect intellectual property and customer data. Keynote speakers included Adm. Thad Allen, executive vice president, Booz Allen; Ori Eisen, founder and CEO, Trusona; and Michael Overly, partner, Outsourcing and Information Technology Group, Foley & Lardner.

2017 results

Total Attendance: 318



Aerospace, Aviation, Defense & Manufacturing Requirements Conference

Each year the Council collaborates with the Arizona Commerce Authority to stage the state's only Aerospace, Aviation, Defense and Manufacturing Conference. For defense prime contractors, the event offers the chance to take the spotlight to explain their needs to subcontractors. For smaller manufacturers and service providers, they can talk directly with A&D decision-makers to learn how to best meet their requirements and showcase their capabilities. 2017 marked the sixth year of the event and speakers included keynotes from Robert Witwer of Honeywell and Grant Anderson of Paragon Space Development, and panels featuring speakers from Titan Industries, Raytheon, PADT, Flexera Software, Benchmark Electronics, and Tucson Embedded Systems.

2017 results

Total Attendance: 165

Annual Conferences + Expos (cont.)



CEO Retreat

The two-day CEO Retreat gathers business owners, presidents and CEOs for golf, networking, panels, presentations and workshops. The first day invites attendees to play in a golf scramble with prizes for closest to the pin and longest drive, followed by a networking reception. The second day of the CEO Retreat features substantive content focused on leadership and includes a workshop and luncheon keynotes address by a high-profile business leader. In 2017, the 11th annual event was relocated to Prescott from Sedona.

2017 results

Total Attendance: 110 Attendees



Smart City Summit

In 2017, the Council and Sustainability Transition Consulting (SusTranCon) presented the inaugural Smart City Summit: Share Your Smarts. The purpose of the Summit was to share advances in the implementation of communication technology for development of smart cities, smart universities, and smart schools. Panel topics included education, transportation, cybersecurity and IoT.

2017 results

Total Attendance: 176 Attendees



Marketing Technology Summit

Presented by the Arizona Technology Council and the Phoenix chapter of the Business Marketing Association, the ninth annual Marketing Technology Summit focuses on the unique marketing and technology requirements facing business marketers in the 21st century. Members of marketing departments can learn about cutting-edge marketing methods, technologies and applications of emerging best practices. They can also connect with leading marketing resources through the event's sponsor expo. The 2017 event featured speakers from Parchment, Everstring, Nuanced Media, KEO Marketing, Toshiba, Intel, Apptus, Bloguettes, ClearVoice, Symmetry Software, meltmedia, Ideas Collide, and Satrix Solutions, with a keynote from Tamara McCleary, CEO, Thulium.

2017 results

Total attendance: 225



2017 Golf Tournaments

The Council hosts annual golf tournaments in the Phoenix and Tucson areas for members and non-members. In January, 120 golfers registered for the tournament at Troon North Golf Club in Scottsdale. In May, 114 golfers played at The Golf Club at Dove Mountain. Both events included lunch, raffle prize drawings, and an awards ceremony.

2017 results

Number of Events: 2

Total attendance in 2017: 234



2017 Southern Arizona Tech + Business Expo: Where Technology and Manufacturing Connect

The turnout at the 2017 Southern Arizona Tech + Business Expo at the Tucson Convention Center was the largest ever, with 378 registered attendees. The keynote speech on surface mining technology was presented by Denise Johnson, group president for resource industries, Caterpillar Corp. Other highlights included a presentation about Vector Space Systems' plans to revolutionize insertion of small satellites into low Earth orbit and Monrad Engineering's design for high-tech lighting at the proposed Rosemont mine that will not contribute to light pollution as earlier technologies have, protecting dark skies for the dozens of astronomical telescopes clustered in Southern Arizona.

The Quarles & Brady 2017 Tech + Business Expo Awards were presented to:

- Control Vision – Southern Arizona Manufacturer of the Year.
- Pima Community College – Southern Arizona Member Organization of the Year Award
- Critical Path Institute – Southern Arizona Innovator of the Year
- Staff Matters – Distinguished Service to the Council

2017 results

Total Attendance: 378



Cybersecurity Lunch Forum

In 2017 the Council and Arizona Cyber Threat Response Alliance (ACTRA)/ Arizona InfraGard hosted the third annual Cybersecurity Lunch. The Forum allowed government and business leaders to learn about the threats, vulnerabilities and consequences related to data security and privacy matters. This educational forum provided actionable solutions, as numerous real-world practitioners discussed their available resources and experiences geared toward helping protect intellectual property and customer data.

2017 results

Total Attendance: 112



Annual Conferences + Expos (cont.)

The Governor's Celebration of Innovation

The Governor's Celebration of Innovation (GCOI) is the Arizona Technology Council's annual awards gala hosted in partnership with the Arizona Commerce Authority to honor technology leaders and innovators from across the state. The 14th annual GCOI event in 2017 attracted more than 820 attendees and 45 exhibitors showcasing their innovations. The 2017 event also featured Uber and Waymo self-driving cars on display. Bob Parsons and Gov. Doug Ducey were both in attendance and spoke at our 2017 event.

Fourteen awards were presented during the Oscar-style awards presentation to technology companies, community leaders and students from throughout the state. The 2017 event was held for the first time at Rawhide Events Center in Chandler.



2017 results

Total Attendance: 815

2017 GCOI AWARD WINNERS

AccountabillT Lifetime Achievement Award

Bob Parsons, American entrepreneur and philanthropist, founder of GoDaddy

Ed Denison Business Leader of the Year

Jeffry Pruitt; founder, CEO, and chairman; Tallwave and Tallwave Capital

Innovator of the Year - Large Company

PacSci EMC

Innovator of the Year – Startup Company

Akos MD

Innovator of the Year – Small Company

Paragon Space Development Corporation

Innovator of the Year – Academia

Professors Jeffrey Pyun and Robert Norwood, Novel Polymetric Materials, The University of Arizona

Judge's Award

Digital Citizen Academy

Chairman's Award

Robert Witwer, Honeywell

Teacher of the Year Award Winner

Marni Landry; Center for Research in Engineering, Science, and Technology (CREST); Paradise Valley High School

Teacher Honorable Mentions

Pradip C. Misra, Bagdad High School

Future Innovators of the Year Award Winners

Somil Jain and Sachin Jaishankar, Hamilton High School, Chandler

Joseph Galasso, Galasso Homeschool, Tucson

Seoyoon Kim, BASIS, Peoria

Vilina Mehta, BASIS, Scottsdale

Future Innovators of the Year Honorable Mentions

Ava Christensen, Empire High School, Tucson

Heaven May Murphy, Tombstone High School, Tombstone





MARKETING + COMMUNICATIONS

Promoting the technology industry and publicizing the benefits and activities of the Arizona Technology Council is key to growing our membership and gaining awareness of the state's technology industry. We are always looking for opportunities to expose our members and our programs.

Public Relations

The Council uses a proactive public relations (PR) program led by Phoenix-based PR firm TechTHiNQ. The strategic effort strengthens the Council's brand in the media and positions the Council as the go-to source for information on the technology industry in Arizona. As a commentator and analyst, AZTC President + CEO Steven G. Zylstra writes regular columns in the *Phoenix Business Journal*, *AZ Business Magazine*, *InBusiness*, *TechConnect*, and *Arizona Journal of Real Estate & Business* to contribute to the overall publicity for the technology industry and related businesses in Arizona. In 2017, the Council issued 17 press releases on topics such as efforts to support passage of key technology legislation, like the refunding of the Angel Investor Tax Credit, as well as announcements of Governor's

Celebration of Innovation award finalists and winners. More than 100 stories appeared in the media as a result. Additionally, Zylstra and the Council were included in or asked to contribute to multiple national and local publications regarding hot topics in technology in 2017. Some of those publications included *Popular Mechanics*, *The Arizona Republic*, *KJZZ* and *Arizona Capitol Times*.

2017 results

Number of press releases: 17

Number of published stories: 105

Website

aztechcouncil.org serves as the primary resource for information about the Council and the technology industry in Arizona. Information on the website includes industry and Council events, member news, resources for Council members and the local technology sector, and the Council's membership directory.

2017 results

Average Monthly Site Visits: 5,023

TechConnect Magazine

TechConnect is the only magazine that has covered Arizona's science and technology community for more than a decade. Launched by the Arizona Technology Council in 2005, the magazine marked the milestone of releasing its 50th issue in 2017. Produced in partnership with the Arizona Commerce Authority, the digital publication provides news about the state's leading companies, emerging companies and their technologies, as well as the latest industry trends and critical issues that drive Arizona's technology ecosystem. The themes in 2017 were "The Future", "Additive Manufacturing", "Internet of Things" and "Disruptive Technology." In addition to the magazine, "extra" stories were published on the TechConnect blog.

2017 results

Number of Issues: 4

Circulation: 37,512



AZ Business Magazine

Readers of AZ Business magazine receive in-depth news and analysis on Arizona's technology community provided by the AZTC President + CEO Steven G. Zylstra. Since 2012, Zylstra has authored his technology column for each issue of the bimonthly magazine, focusing on various technology sectors, notable leaders, important news, public policy, and more. The articles provide highlights on the success, opportunities and growth, as well as economic and public policy pain points within Arizona's technology industry.

2017 results

Circulation: 30,000

TechTalk Email Newsletter

The *TechTalk* e-newsletter, expertly designed by partner meltmedia, is published on the third Wednesday of every month. The newsletter provides segments from the Council's blog, member updates, general business and lifestyle tips, promotional and industry news, and profiles on technology professionals and the Council's annual sponsors.

2017 results

Number of Newsletters Sent: 12

Number of Total Recipients: 29,915

TechFlash

In 2017, the Council continued to contribute a weekly technology blog published by the *Phoenix Business Journal*. Featuring industry thought leaders and influencers, the blog provides insight into Arizona's science and technology industry. The blog is read by more than 14,000 people each week.

Guest bloggers in 2017

Steven G. Zylstra, Arizona Technology Council

Eric Miller, PADT

Kjell Stakkestad, KinetX Aerospace

Russ Yelton, Pinnacle Transplant Technologies

InBusiness

The Council maintains a special relationship with InMedia Company to publish an eight-page editorial section three times annually in the monthly *InBusiness* magazine. Reported and written by Council Editor Don Rodriguez, with contributions from staff and Council members, the content focus includes the Council's role and impact on the statewide technology community, public policy developments and event updates.

2017 results

Readers per issue: 98,000

Social Media

The Council loves to engage with our members, partners, and friends on social media platforms. In 2017, we published updates on Facebook, LinkedIn, Twitter, and Instagram. We use these channels to communicate Council news, member updates, new member and sponsor spotlights, industry information, event promotions, and the accomplishments made by the Council and our many amazing members.

2017 results:

TWITTER

Number of Followers in 2017: 7,090

Increase in Number of Followers from 2016: 5,084

LINKEDIN

Company Page Followers in 2017: 2,688

Increase in Company Page Followers from 2016: 1,029

FACEBOOK

Number of Likes in 2017: 2,789

Increase in Number of Likes from 2016: 168

INSTAGRAM

Number of Followers in 2017: 592

Increase in Number of Followers from 2016: 238

Number of Posts in 2017: 219

Increase in Number of Posts from 2016: 24

TECH EMPLOYMENT

IT Workforce Development

The Arizona Technology Council furthered its support of enabling the state's K-12 students to gain coding and programming skills in the classroom. Students engaging computer science skills employ logical thinking and math reasoning capabilities that already are highly sought in Arizona's workforce. The Council became a founding partner in CSforAZ (Computer Science for Arizona), a statewide initiative bringing together a coalition focused on accelerating CS education and teacher development of Arizona K-12 schools.

These statewide CS education efforts with support from the Council have resulted in the legislative addition of computer science fulfilling a high school mathematics credit, funding and development underway for Arizona K-12 Computer Science Standards, initializing creation of CS pathways for teacher training and professional development, and enabling and engaging teachers statewide with curriculum and teaching resources in collaboration with Code.org, the National Center for Women & Information Technology, CSforAll, and Google (more information is available at csforaz.org.)





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AZ Cybersecurity Workforce Collaborative

Availability of a skilled labor force has become the top priority for companies looking to expand or relocate. According to a recent study by the U.S. Chamber of Commerce Foundation, approximately 49 percent of employers indicated they were unable to fill open positions. At the same time, 50 percent of U.S. college graduates are unemployed or underemployed. This skills gap is impacting the ability of companies to expand. In Arizona, there are more than 6,000 unfilled cybersecurity positions. Nationwide, nearly 300,000 positions are unfilled, with more than 2 million openings anticipated by 2020.

The Greater Phoenix Chamber of Commerce Foundation (GPCF) and the Arizona Technology Council (AZTC) are working collaboratively with employers, educators, and community partners to develop solutions that better address identified skill gaps by aligning needs with education and training.

GPCF workforce collaboratives were conceptualized through the Industry Leadership Councils of Phoenix Forward and the Greater Phoenix Chamber of Commerce's economic development initiative focused on business retention and expansion. The AZ Cybersecurity Workforce Collaborative is made up of a wide variety of companies that have cybersecurity as the core function or a component of their businesses. The group consists of industry professionals, educators, and training partners working to address talent shortages of security analysts at the junior, mid, and senior levels. The Cybersecurity Workforce Collaborative has partnered with members of the Council to lead and advance this critical work to develop a continuum of workplace experiences and to share best practices that help develop the cybersecurity talent needed in Arizona.

A robust action plan has been developed in four key areas:



The work of the GPCF collaborative is being informed by the U.S. Chamber Foundation Talent Pipeline Management initiative's framework and tools, helping create more strategic and intentional partnerships between business and education and training partners. One of the Collaborative's first projects was the development of a cybersecurity analyst career pathway. Next came an industry-led curriculum review of a local cybersecurity program that was nationally certified by the National Security Agency and Department of Homeland Security to ensure it produces talent to meet industry needs. The intent is to expand this program across the region.

AZ Cybersecurity Workforce Collaborative members have supported outreach and awareness events for students and

the public, maximizing the use of the two Arizona Cyber Warfare ranges. The Collaborative also is partnering with the Center for the Future of Arizona's Pathways to Prosperity early college and career high school network to implement cybersecurity programs of study. In addition, the Arizona Technology Council Foundation and the Collaborative sponsored a week-long cyber skill building and career awareness camp for high school students. The Collaborative also is exploring apprenticeship programs for entry and mid-tier talent development. It also produced and launched the website AZCyberTalent.com and premiered a new career awareness video.



TECHTERRA PROGRAM

TechTerra Program + Technology Recycling Events

AZTC members have opportunity to have unwanted computer and electronic equipment picked up and recycled throughout the year at no cost as part of the Council's TechTerra Recycling Program.

In 2017, more than 170,000 pounds of unwanted electronic equipment were picked up from member companies for recycling. These donations are tax-deductible and a percentage of the proceeds help support the Arizona Technology Council Foundation.

The program is done in partnership with Westech Recyclers, a Phoenix-based electronic recycling and asset management company.

In addition, Council member companies hosted locations for dropping off waste during two Technology Recycling Day events. More than 38,000 pounds of computer and electronic equipment were collected for recycling.



2017 BUSINESS ESSENTIALS PROGRAM

The Arizona Technology Council's Business Essentials Program was launched to provide significant and exclusive discounts on the products and services our members need the most. In 2017, ten companies were active in the program.

2017 Business Essentials Program Partners

- Employee Benefits Program (Arizona Technology Health Care Pool), presented by EMI Health
- Inbound Marketing Services + Sales Alignment, presented by Prism Global Marketing
- Arizona Technology Council Multiple Employer 401(k) Plan, presented by UBS Financial Services, Inc. and Slavik401k
- Telephony + Cloud Hosting Services, presented by Trans-West Network Solutions
- General Liability, E&O, + Cyber Insurance, presented by Infinity Insurance Partners
- Free Electronic Recycling, presented by Westech Recyclers
- Job Postings + Recruitment Marketing Software, presented by LocalWork.com
- Technology Recruiting Services, presented by AZ Tech Finders
- Sales + Management Training, presented by Sandler Training
- Arizona Technology Council Transformational Leadership Program, presented by ImpaQ Solutions



Arizona Technology Health Care Pool

The Council has partnered with EMI Health to provide technology companies with a unique way to come together to leverage their buying power by purchasing health care benefits in a combined risk pool. This pool helps to lower costs and provides better long-term cost control. EMI Health's self-funding mechanism also provides the possibility of a refund of the surplus if the pool performs better than expected while limiting the financial exposure traditionally associated with self-funding.

Here are some important facts:

- Pool launched in 2014
- 23 employer groups participating
- 8 members enrolled

- Annual renewal average: 8%
- Multiple medical plan options
- Dental and vision plans also are available through EMI Health

To learn more about how this plan can help improve your employee benefits program and reduce costs, contact the Council's endorsed broker partner:

KAREN GOLDBERG

President – Corporate Benefit Solutions, LLC
480.528.0656
karen@corpbenefitsolutions.com



Arizona Technology Council Multiple Employer 401(k) Plan

The Arizona Technology Council has partnered with UBS Financial Services, Inc. to provide member companies a unique way to leverage the buying power of the Council by participating in a Multiple Employer 401(k) Plan (MEP). This MEP significantly lowers the costs of a 401(k) plan, eliminates much of the administrative burden of a company, and provides the most comprehensive fiduciary protection allowed by the Department of Labor. Investment committee meetings, 5500s, and audits are eliminated for each adopting company, and adopting members are still able to customize their plan design and the retirement benefits they offer their employees.

See the facts:

- MEP started in 2014
- 18 employers
- \$9.2 million in plan assets
- 486 participants

To learn more about how this plan can help improve your employee benefits program and reduce costs, time and fiduciary responsibility, contact the Council's endorsed retirement plan partner:

MICHAEL J DIGRAZIA

CFP®, CIMA® Institutional Consultant
Portfolio Manager
Senior Retirement Plan Consultant
UBS Institutional Consulting Group

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www.ubs.com/team/southwest

STANDING COMMITTEES



2017 Standing Committees

1. Additive Manufacturing Committee
2. Ambassador Committee (Phoenix)
3. Ambassador Committee (Tucson)
4. Business Intelligence + Data Analytics Committee
5. Cybersecurity Committee
6. Game Industry Committee
7. Internet of Things (IoT) Committee
8. Law + Technology Committee
9. MedTech Roundtable
10. Optics Valley Committee
11. Public Policy Committee
12. Startup + Entrepreneurship Committee
13. Women in the Workforce Committee (Phoenix)
14. Women in the Workforce Committee (Tucson)
15. Workforce Development + Education Committee

Additive Manufacturing Committee

The Additive Manufacturing (AM) Committee serves as a forum for local participants in the AM community to educate, collaborate and promote this technology. Additionally, this Committee serves as a rallying point for large and small businesses to influence national certification and standards organizations, ensuring that pending regulation and legislation is appropriate and achievable, and promotes growth of AM technologies within Arizona. The Committee is co-chaired by Joe Manzo, CEO, Titan Industries, and Dhruv Bhate, associate professor (AM), Arizona State University, with Brian Krupski, the Council's director of membership services, serving as the staff liaison. The Committee hosts a general session every other month, and has created subcommittees on workforce development and research and development that meet in the interim and are tasked with producing action items to advance the industry.

Ambassador Committee (Phoenix)

The mission of the Ambassador Committee in Phoenix is to build an exceptional community, advocate for a strong business climate and provide value to Arizona Technology Council members. Ambassadors serve the Council and its members by striving to improve the level of personal customer service. The Committee is chaired by Michael DiGrazia, UBS Financial with staff support from Brian Krupski, the Council's director of membership services.

Ambassador Committee (Tucson)

Members of the Tucson Ambassador Committee serve as advocates for technology innovation and boosters of the Council. The Committee is led by Chair Garrett Kowalewski, CEO, Staff Matters, and Vice Chair Art Geiger, director, MLogica, and staffed by Jeff Sales, executive director, Southern Arizona Regional Office.



Business Intelligence + Data Analytics Committee

The mission of the Business Intelligence & Data Analytics Committee is to help companies execute their business strategy and effectively compete via data-driven decision making. The Committee is chaired by Michael Lane, principal consultant, Point B, with staff support from Brian Krupski, the Council's director of membership services. The Committee hosted speakers on data science across various industries and attracted many new members in the BI&A profession to join the group. The 2017 Marketing Technology Summit hosted a Business Intelligence & Data Analytics panel.

IoT Committee

The mission of the Internet of Things (IoT) Committee is to provide a platform for people to learn, collaborate, advocate, and disseminate information about how IoT can help organizations create real-time business solutions in a sensor-enabled, analytics-driven world. The committee is co-chaired by Curt Cornum, vice president-chief solution architect, Insight, and Vignesh Rajamani, senior associate, electrical engineering & computer science practice, Exponent, and Deborah Zack, the Council's senior director of membership services, is the staff liaison.

In 2017, the Committee held nine meetings on the second Wednesday of the month. Normal attendance was 25. There are 106 active members on the committee list. Speakers came from all over the IoT technology stack — from education to product development.

Game Industry Committee

The newly formed Game Industry Committee's mission is to explore and advance game initiatives and possibilities in the entertainment realm, as well as professional and educational settings in ways that benefit Arizona's technology industry. The Committee was launched in January 2017 and is co-chaired by Ben Reichert, CEO, Game CoLab; and Alan Gershenfeld, president, E-Line Media, with staff support from Brian Krupski, the Council's director of membership services. The Committee serves as a platform for software developers, game designers, technology decision-makers, educators, and game enthusiasts to learn about the trends, advances and future of online games, and to collaborate, partner, and share information with the Arizona technology industry. During the 2017 Phoenix Comicon, committee members hosted a 5,000-square-foot pavilion to raise awareness of the industry. During the fall, the Committee created an eSports subcommittee to position Phoenix as an eSports hub for the Southwest.

Cybersecurity Committee

The Cybersecurity Committee allows members to learn about cyber threats and the means of providing protection by serving as a platform to share best practices. The Committee is co-chaired by Phillip Guttilla and Ashley Gleckler, attorneys with Polsinelli PC, with staff support from Council Executive Emeritus Ron Schott. In 2017, the Committee continued the now annual Cybersecurity Summit. The Council's Law & Technology Committee also partnered on this event, offering parallel tracks covering both the legal and technology aspects of cybersecurity. The Committee conducted events at the Arizona Cyber Warfare Range and helped promote the Phoenix area's second Cyber Warfare Range at Grand Canyon University.

STANDING COMMITTEES CONT.

Law + Technology Committee

The Law + Technology Committee provides relevant information regarding the laws that affect member companies. As technology accelerates, the legal implications and impacts on businesses are a focus of this Committee. The Committee is chaired by Fred Bellamy, shareholder, Ryley Carlock & Applewhite, and is supported by staff liaison Council Executive Emeritus Ron Schott. In 2017, the Committee partnered with the Council's Cybersecurity Committee for the Annual Cybersecurity Summit, an all-day event that merged the technical and legal implications with mixed panels to meet attendees' interest.

MedTech Roundtable

The MedTech Roundtable was created to bring together executive leadership from medical device, medical software, and telehealth companies to share best practices and physician and investor networks, and promote peer-to-peer group discussion with the intent to help each other accelerate growth. With staff support from Brian Krupski, the Council's director of membership services, the Roundtable has continued to feature guest speakers addressing common challenges for growth with moderated discussions. In February 2017, the Council attracted 250 participants to its inaugural MedTech Conference, featuring a 16-company MedTech showcase, panels, and a keynote by Dr. Nick van Terheyden, chief medical officer, NTT DATA. In the fall, the Committee relaunched under a new structure led by Co-Chairs Dan Hurley, CTO, Solera Health, and Kent Dicks, CEO, Life365.

Optics Valley Committee

The newly energized Optics Valley Committee has assumed leadership within the optics community statewide to coordinate education, promote innovation, and market the region's products and technologies. Its members actively promote the advancement of optics and photonics worldwide. These technologies are integral to a vast array of products ranging from cell phones to medical diagnostics. The Committee's co-chairmen, John Dennis and Jack Schumann have traveled internationally on behalf of the optics industry in Arizona, as well as worked with the Arizona Commerce Authority to establish the Arizona Optics Pavilion at Photonics West, the most important optics and photonics gathering in the nation.

Public Policy Committee

The Public Policy Committee supports the Arizona Technology Council by advocating for technology companies at the local, state, and federal levels. The Committee works with Public Policy Partners to monitor the impact that legislation has on the health and growth of Arizona's technology industry. Jason Bagley, Intel, and Rachel Aja and Greg Ensel, Cox Communications, served as the Committee Co-Chairs and were supported by Council President + CEO Steven G. Zylstra and Executive Emeritus Ron Schott.



Startup + Entrepreneurship Committee

In 2017, the Startup + Entrepreneurship began with leadership from Chair Brad Jannenga, founder, SaaS Industries, and morphed from operating as a standing committee to an application-only advisory board with the requirement that all members be founders themselves. Dealing with some growing pains and Jannenga leaving the chair position, the Committee focused on rebuilding the group and elected a new chair, Kimberly Roland, director of entrepreneur programs, Better Business Bureau of Arizona, in late 2017. A rebrand of the Committee was contracted with local agency Resound Creative and the group looks forward to showcasing its new brand and recruiting more members in 2018. In addition to the chair, current members include Daniel Schenck, senior attorney, Clark Hill; Stephen Viramontes, founder, AssureVote; and Bob LaLoggia, CEO, AppointmentPlus. Staff liaison is Lauren Witte, the Council's director of marketing + communication.

Women in the Workforce (Phoenix)

Council employees Deborah Zack, senior director, membership services, and Lauren Witte, director of marketing + communications, took on the Phoenix Women in the Workforce initiative for 2017. While there were no formal meetings, three major events were facilitated over the year. The first, Lady Leaders: How to Thrive in a Male-Dominated Industry, was a panel held in March and featured Jenny Poon, founder, CO+HOOTS; Olenka Cullinan, founder, Rising Tycoons; Shawn Linam, CEO, Qwaltec; Karin Harris, founder, eGreen IT Solutions; and moderator, Sheila Kloefkorn, CEO and founder, KEO Marketing. Our second event, Women in Washington, featured Rep. Kyrsten Sinema and was held at Skysong in August. Last was the panel event Own Your Confidence, featuring women from ecommerce leader Yandy.com, held at Gate6 in October. Attendance at the three events totaled more than 150.

Women in the Workforce (Tucson)

The year 2017 was one of growth for Tucson's Women in the Workforce group. The Committee held three events addressing a variety of topics. The first event featured Lisa Lovallo, vice president, Cox Communications, who spoke on her career and the lessons learned as she rose through the ranks, across academia then industry. The second and third events were panel discussions, each with a unique focus. Planning is underway to expand the topics in 2018 and extend outreach to include more women in the technology and tech support fields.

Workforce Development + Education Committee

The Workforce Development and Education Committee's mission is to raise awareness and generate support for policies, programs and initiatives designed to build Arizona's technology workforce. The Committee is led by Co-Chairs Cathleen Barton, former education manager, Intel, and Molly Castelazo, founder, Castelazo Content, and is supported by Council Executive Emeritus Ron Schott and President + CEO Steve Zylstra. In 2017, the Committee partnered with the Greater Phoenix Chamber of Commerce on assessing the educational needs for cybersecurity skills and talents in the state and launching AZCyberTalent.com. The project is ongoing.



FUNCTIONAL COMMITTEES

Finance Committee

The Arizona Technology Council's Finance Committee monitors the financial activities of the Council and lends guidance when necessary. In addition to Council President + CEO Steven G. Zylstra, members include Robert Rasmussen, director, technology strategy, Honeywell; Eric Lewis, partner, EY; Greg Kertman, vice president, relationship manager, Alliance Bank of Arizona; Kate Hickman, senior vice president, treasury management, Western Alliance Bank; Jerry Proctor, president, JVP Strategic Consulting, LLP; and Leland Snook, director, Arizona Public Service. The Committee meets monthly and lends its expertise to the economic health of the Arizona Technology Council.

Executive Committee

Convening each quarter of the year, the week before scheduled board meetings, the Executive Committee of the Council helps to shape the content of the board meetings. The members of the Committee during 2017 were Michael Guggemos, chief information officer, Insight Enterprises; Jacque N. Westling, partner, Quarles & Brady; Eric Lewis, partner, EY; David Tuhy, general manager, NSG Software Division, Intel; Michael Hawksworth, president, MSS Business Transformation Advisory; Alex J. luorio, senior vice president, supplier marketing and business development, Avnet; Mark Goldstein, president, International Research Center; Dan Mazzola, clinical assistant professor, information systems, W. P. Carey School of Business, Arizona State University; and Robert Witwer, retired, Aerospace Advanced Technology, Honeywell. Overall, the Executive Committee had strong attendance at every meeting. This team has both diversity of expertise and a strong dedication to seeing the Council move in a positive direction. They work together monitoring the Council's adherence to its mission.

Investment Committee

The Council's Investment Committee monitors the investments made available to the Arizona Technology Council Multiple Employer 401(k) Plan (MEP) participants. With their guidance of the plan, the Council's 401(k) plan nearly doubled in participation during 2017. The members of the committee are Steven G. Zylstra, president + CEO, Arizona Technology Council; Jack Trierweiler, controller, MSS Technologies; Jennifer Rojas, CEO, NextJen HR Consulting; David Brown Wilson, principal owner, DB Wilson LLC; and Debbie Hann, COO, Arizona Small Business Association. Additional advice and information regarding the investments comes from Michael DiGrazia, Thomas Tenney, and Bill Sobers, UBS; and John Slavic and John Shultz, Slavic401k. The transition of our Multiple Employer 401(k) Plan (MEP) funds to Slavic401k proved to be a very good choice as they have been very instrumental in fulfilling all the fiduciary and administrative responsibilities for the Plan.







PEER GROUPS

The Executive Roundtable and the Marketers' Network in Phoenix and the CEO Network in Tucson are professionally facilitated, peer-to-peer boards of advisors assembled to help business leaders address issues facing their companies.

Each group provides a confidential, noncompetitive environment for sharing experience-based knowledge to solve business problems faced by every C-level executive and marketing professional.

Phoenix Executive Roundtable

For the tenth year, the Council was pleased to form a Phoenix-based Executive Roundtable. The 2017 group of 10 C-Level executives from second-stage companies was facilitated by Mark Kirstein and Linc Miller of Sandler Training. The meetings followed a structured protocol, featuring topics that were relevant and productive for participating business leaders.

2017 Phoenix Executive Roundtable Members:

Mark Yeager, Yeager Marketing
Joe Feyereisen, Reach IPS
Neil Jacques, In-Position Technologies
Ryan Flannagan, Nuanced Media
Brian Yelm, Technologyville
Dennis Becker, Mobivity
Ray Zuckerman, ServerLIFT
Sumit Seth, Naamly
Kathryn Odland, Global Patent Solutions
Brad Smith, TicketForce

2017 Tucson Aerospace, Aviation, Defense, + Manufacturing CEO Network

In its eighth year, the 2017 Tucson CEO Network continued to bring senior business leaders together in a comfortable and confidential atmosphere to discuss business issues specific to member companies, their industry and the local economy as a whole. These executives, drawn from an array of non-competitive companies, share valuable experience, insights and advice with other members of the group. Meetings are held on a rotating basis at member companies, where tours are conducted and best practices highlighted.

2017 Tucson CEO Network Members:

Grant Anderson, Paragon Space Development Corporation
Sergio Blacutt, Guardvant
Jim Cantrell, Vector Space Systems
Paul DeHerrera, Universal Avionics
Phil Guest, Securaplane Technologies
Dennis Kenman, Tucson Embedded Systems
Craig Mast, Mastek-InnerStep
James E. Millerd, 4D Technology
Lee Payne, Dataforth
Howard N. Stewart, AGM Container Controls
Manuel Teran, Aztera
Roberta Miyashiro, Facilitator
Alex Rodriguez, Vector Space Systems, Moderator
Jeff Sales, Arizona Technology Council, Executive Director, Tucson

2017 Marketers' Network

The 2017 Marketers' Network in Phoenix offered an opportunity for members to discuss their most difficult challenges and decisions with colleagues in the industry. The Marketers' Network is framed after the Vistage model and gives members access to a group of professionals who understand their challenges and pressures because they have similar responsibilities.

2017 Marketers' Network Members:

Lexie Bohnert, A&D Digital Solutions
Michele Bonjour, Scientific Technologies Corporation
Molly Koernke, Insight Enterprises
Nicole Maas, Kitchell
Andrea Neece, Arizona Lodging & Tourism Association
Sean Ornelas, TicketForce
Lisa Sorg-Friedman, Pragmatic Marketing
Chrisal Valencia, Local First Arizona
Sheila Kloefkorn, KEO Marketing, Facilitator
Lauren Witte, Arizona Technology Council

STEM EDUCATION PROGRAMS

Arizona Technology Council Foundation

The Arizona Technology Council Foundation facilitates and funds programs and initiatives that support science, technology, engineering, and mathematics (STEM), including the Arizona SciTech Festival, the Arizona Middle School and High School Science Bowls, Generation Tech Support, United Skates of America, the Chief Science Officers program, and AZSTEM School Community of Practice. The Foundation also works to bring together technology-oriented non-profits and industry and academic organizations to collaborate on strengthening the STEM pipeline in Arizona.

Arizona SciTech Festival

The Arizona SciTech Festival has grown into not only the state's largest science, technology, engineering, and math (STEM) collaborative, but the third largest nationally. The Festival offers Arizona residents a myriad of informal education opportunities aimed at building awareness and engagement. In 2017, more than 1,450 organizations — including schools, businesses, and industry associations — worked together to facilitate more than 1,500 STEM-based celebrations in more than 60 Arizona cities during the months of February and March. Events drew more than 410,000 attendees from across the state, including many rural and underserved populations. The Festival's mission is to promote STEM education while highlighting its impacts in everyday life. Attending events and engaging in the many hands-on experiences gives children and adults alike a new perspective on the prevalence and importance of STEM. The goal is to inspire them to pursue related fields of study and STEM-related careers. The Foundation partners with the Arizona Commerce Authority, Arizona Board of Regents, Arizona State University, The University of Arizona, The Arizona Technology Council, and the Arizona Science Center for the annual Festival.

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Dr. Jeremy Babendure, Executive Director

In October 2016, Dr. Jeremy Babendure, executive director of the Arizona SciTech initiatives, together with ASU and the Arizona Science Center was awarded a four-year National Science Foundation grant to expand the Festival to Arizona's rural areas. Four regions are participating in the Rural Activation and Innovation Network (RAIN): Cochise County (Southeastern Arizona), Graham and Greenlee counties (Eastern Arizona), the Verde Valley of Yavapai County (Central Arizona), and Southern Navajo and Apache counties (White Mountains). RAIN Rural Innovation Councils (RICs) from each region are leading and supporting the expansion of local informal science education projects, experiences, events, and competitions to stimulate community members' STEM interest and engagement. To date, RIC members have assessed and mapped their regions STEM assets, developed strategic plans, and provided resources and funding for local activities (www.4azrain.org).

Chief Science Officers (CSO) Initiative

A key goal of the CSO program (chiefscienceofficers.org) is to place youth squarely in the center of STEM promotion, experience, and community action, ultimately strengthening the 21st century STEM workforce. The program is modeled after student government with sixth to 12th grade students elected by their peers. CSOs champion communication of and interest and engagement in STEM and innovation on and off campus. Basic programming includes leadership training and planning STEM engagement opportunities to ensure they reflect their peers' interests. CSOs also streamline schools' connection to local scientists, and STEM professionals and organizations, working with these entities to offer their peers and community members hands-on experiences that build STEM awareness and workforce skills. Collaboratively, CSOs function as a unified "cabinet," engaging in local, state, and national STEM conversations to change the perception of STEM (or STEAM when the arts are included); transform school and community culture; and broaden participation for all students and community members.

Since its inception in 2015, the program has experienced significant growth within the state as it has garnered national and even international attention. The 2017-2018 Arizona cohort consists of 320 CSOs from 140 schools, up from 250 CSOs in 120 schools during the previous year. Also, 99 Title I schools are represented. Of the latest CSO group members, 11 are third year and 64 are second year. Returning CSOs are important to the program as they help support new members by providing peer-to-peer mentoring. They gain critical workforce communication and interpersonal skills working with program staff and SciTech Jedis (STEM mentors) in delivering Leadership Training Institute curriculum and engaging with local, community, state, and national policy and education leaders. For example, Arizona's Level II CSOs met with Gov. Doug Ducey at the state Capitol in October. During their meeting, CSOs engaged with the Governor on their collective and individual efforts to promote STEM education in their communities and across Arizona and discussed public policy within STEM.

Beyond Arizona, the initiative in 2017 was launched in three regions: St Louis, Mo., Saginaw, Mich.; and Ashland, Ore. (Southern Oregon). The St. Louis region counted 30 CSOs from schools in Indiana, Missouri, and Tennessee. The Michigan initiative recruited 50 CSOs from 19 schools. Oregon recruited 25 CSOs from 11 schools, including two that are Title I. There are several regions in the planning process for 2018-2019.

The National Science Foundation (NSF) awarded the AZTC Foundation and the Institute for Learning Innovation an Innovative Technology Experience for Teachers and Students research grant in September 2016 to evaluate the CSO program and the effectiveness of the K-12 and business/industry/community partnership model. The support is aimed at understanding if and how the presence of a CSO within a school significantly raises interest in STEM among the general student body; if and how an active CSO cohort within a community increase participation of businesses and industries; and how the model, by combining formal and informal settings, increases student interest in and awareness of STEM careers, and encourages students to engage and persist in the STEM educational pipeline and strive for careers in STEM. An NSF supplement awarded in August 2017 extends the evaluation to national and international regions, as well as understanding the impact of seasoned (i.e., second and third year) CSOs on incoming CSOs in an established program and CSOs and Rainmakers (organizers) in new initiatives.



STEM EDUCATION PROGRAMS cont.

Arizona Science Bowls

The Arizona Middle and High School Science Bowls are statewide Jeopardy-style competitions focused on STEM topics. The events are open to all Arizona middle and high school teams and are held at the ASU West Campus in partnership with ASU's New College of Interdisciplinary Arts and Sciences, and the School of Mathematical and Natural Science. The competitions draw over 32 teams of four to five students, reaching over 320 students each year. The Science Bowl is nationally facilitated by the U.S. Department of Energy and winners of the regional events in Arizona go on to compete at the national event in Washington, D.C. Over the last decade, the Arizona Science Bowl events have reached thousands of students and have been successful in promoting excellence in STEM education while furthering the cause to build a world-class workforce in Arizona. Thank you to the sole sponsor of these events, Solugenix.

2017 Arizona Middle School Science Bowl Winner

BASIS Chandler Team #1

2017 Arizona High School Science Bowl Winner

BASIS Mesa Team #1

United Skates of America

In partnership with United Skates of America, the Sparks Igniting Young Minds and Bodies Thru STEM and Physical Fitness Program provided 737 students from Arizona Title I schools — Moon Mountain Elementary, Balsz Elementary, and Larry C. Kennedy in Phoenix; Imagine Prep in Coolidge; Edison in Mesa; and Hartford Sylvia Encinas Elementary school in Chandler — the opportunity to engage in a STEM experience at local skating rinks. Students visited Great Skate Glendale, Skateland Chandler and Skateland Mesa to learn how the concepts of science, technology, engineering, and math are integrated into everyday experiences and exercise. Sparks STEM educators and school staff/teachers work together to customize STEM lessons that relate directly to classroom learning. In 2017, the Science of Roller Skating: Motion and Rink Design curriculum was used. Following a one-hour STEM lesson held at the rink, the students received a hot meal and enjoyed roller skating for two hours. Teachers reported that the students understand the information so much more after participating in the hands-on STEM learning activity that Sparks provides. This was the last year that the Sparks initiative was supported by the Foundation as the schools take it over.

AZSTEM School Community of Practice (AZSTEM School COP)

The AZSTEM School Community of Practice (azstemcop.org) connects teams consisting of students, parents, teachers, administrators, education agencies, STEM experts, businesses and industries, professional associations, and community members with other school teams to share STEM education best practices and lessons learned. Formed as part of the STEM Funders Network's STEM Ecosystems Initiative in 2016, the Community of Practice is led by Arizona SciTech, Arizona Science Center, Intel, and the Maricopa County Education Service Agency. There are 48 schools participating in the initiative. Of these, 27 are Title I schools serving populations ranging from 42 percent to 100 percent minority (primarily Hispanic) and a significant number of English language learners (up to 70 percent in one school).

The Community of Practice network seeks to create a vibrant community that engages school and district administrators, educators, parents, students, and community representatives; provide a forum for translating research on best practices in STEM schools into practice through local dialogue and exchange while appreciating local or state-specific contexts; and support the development of local and shared norms and standards around the concept of STEM/STEAM, and in extension, evidence-based practices for effective STEM/STEAM education and school reform in general.





IN THE COMMUNITY

Community Involvement

Tucson Holiday Food Drive

Again in 2017, members participated in the Arizona Technology Council's Holiday Food Drive in Tucson, collecting more than two tons of food for distribution by the Community Food Bank to the needy in Southern Arizona. Edmund Optics was the 2017 trophy winner, based on the amount of food donated per employee. The company's engineers calculated the average density of food products then set out to collect the heaviest foodstuffs, which propelled them to victory!

Camp Soaring Eagle

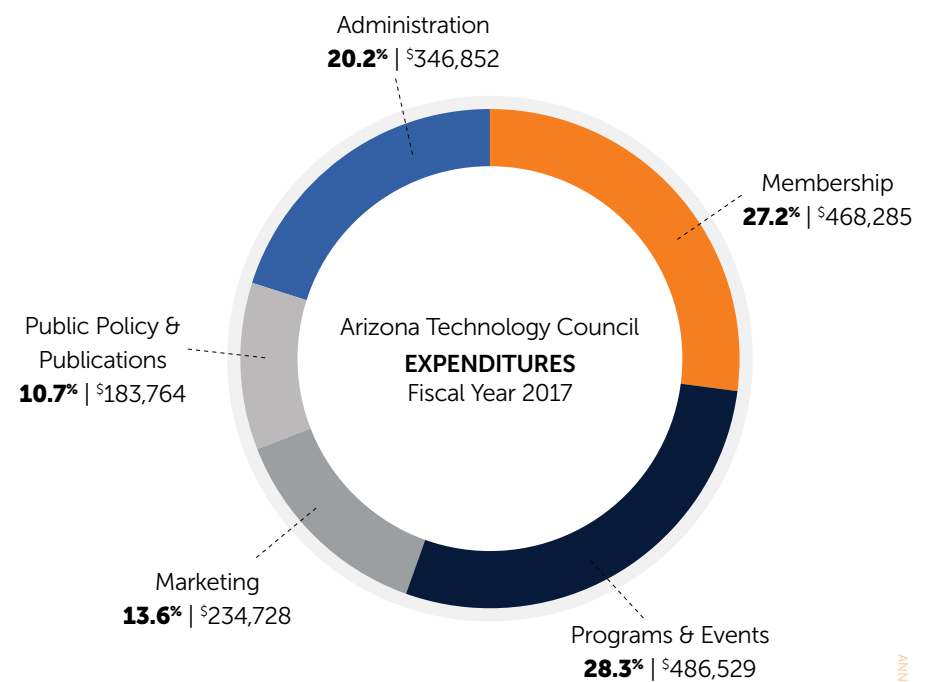
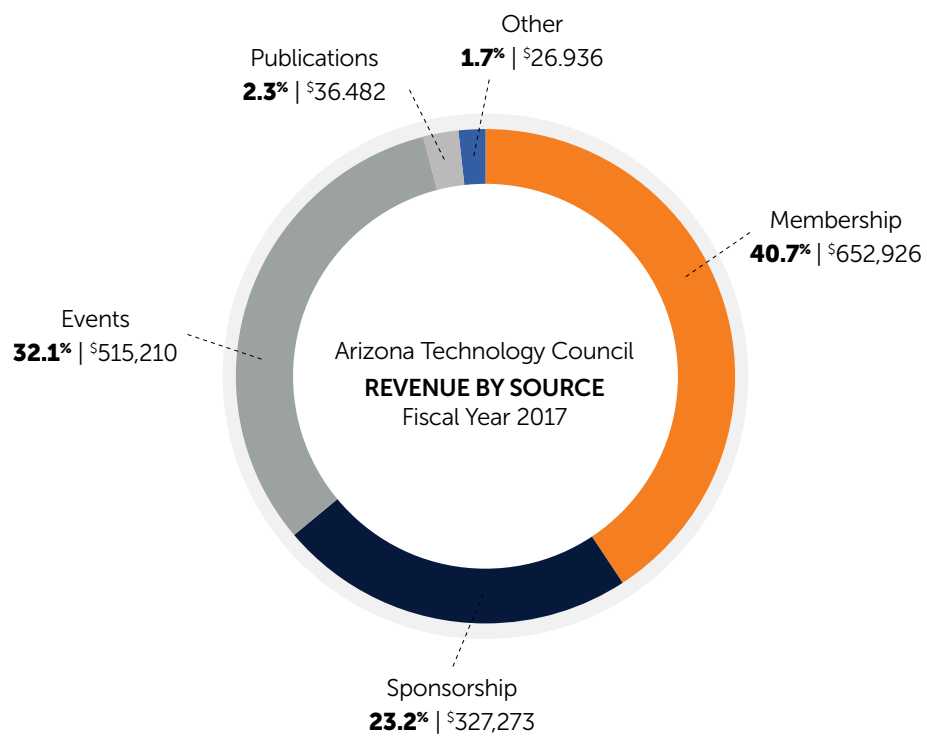
For the past nine years, the Council has supported Camp Soaring Eagle, a medically supervised camp for seriously ill children and their families. In 2017, proceeds from the CEO Retreat's golf tournament were provided to benefit the organization.

Tech the Halls

In its fourth year, the Phoenix Ambassador Committee hosted its annual Tech the Halls Holiday Mixer. The night featured a virtual reality snowball fight simulation provided by University of Advancing Technology and Microsoft, an expo showcasing Ambassador companies, great music by Marley Taylor, and lots of holiday cheer. The event raised \$400 through a raffle to benefit SySTEM Phoenix schools. In addition, attendees were allowed to bring STEM toys in lieu of paying the admission fee. All donations benefited the Phoenix Children's Hospital and its One Darn Cool School.



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