TECH COUNCIL
CHRONICLE

JUNE 2024

TECH COUNCIL
OF DELAWARE

**Tech Ecosystem
Edition**

TECH
COUNCIL
OF DELAWARE

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TECH COUNCIL OF DELAWARE

Introduction

The founding goals of the Tech Council of Delaware were to build and expand inclusive tech talent pipelines, create a strong tech ecosystem in Delaware, and increase the state's position and perception as a tech hub. While much of the Council's early efforts focused on workforce development and tech talent initiatives, the Council was also intentional about making progress toward creating a strong tech ecosystem. It quickly became clear that Delaware already had a tech ecosystem with great work happening across the state. As such, a new tech ecosystem did not need to be created from scratch. Accordingly, the Council prioritized contributing to the existing tech ecosystem to make it stronger and more prominent in the region.

When the Council was originally formed, there was no document listing the technology and tech-related organizations, places, and people comprising the state's tech ecosystem. Over time, Council leadership was able to identify and connect with many of these organizations and people, recognizing their important role as key stakeholders in the tech space. These groups were invited to join the Council for the purposes of maximizing resources, leveraging expertise, and aligning initiatives to create a cohesive, integrated, and strong tech ecosystem. In 2023, as part of the rebranding of the organization from the Delaware IT Industry Council into the Tech Council of Delaware, we created a collaborative framework so that the many siloed parts of Delaware's tech ecosystem could have a central node of connectivity—both to maximize the state's impact on all tech stakeholders and to increase our competitiveness as an east coast tech hub. Accordingly, we engaged in reciprocal membership agreements with local chambers of commerce, created strategic partner arrangements with affiliate companies, designed six unique membership types applicable to various stakeholder groups, and created multiple tech ecosystem committees to advance tech projects and initiatives in a collaborative and unified manner.
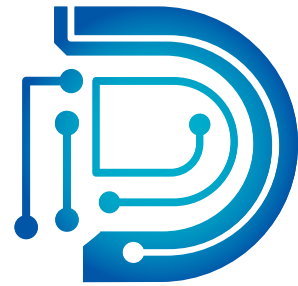
In an effort to elevate the many great technology-related endeavors and initiatives happening across the First State, the Tech Council of Delaware embarked on a Storytelling Campaign comprised of separate, yet related, publications focused on each of the Council's three core goals. This particular publication centers on the tech ecosystem. Since the term 'ecosystem' is often used but rarely understood, it is important to define the term. Many definitions exist but simply put, an ecosystem is the interaction between organisms within a physical environment and all of their interrelationships in a particular area or geographic space. Scientific and technical, right?! So, what is Delaware's tech ecosystem? It is the interactions between tech companies and tech people such as leaders, business owners, policy makers, and professionals (organisms) within the state of Delaware (physical environment) and their connections to each other (interrelationships). Delaware has a unique and plentiful tech ecosystem with many connection points and relationships across its organizations and people. Strong tech ecosystems are productive, responsive, adaptable and resilient, ensuring that all of the organisms in the ecosystem's environment can thrive and flourish. In essence, we are stronger when our connections and interrelationships are aligned, purposeful, and beneficial to everyone.

Creating a strong tech ecosystem is a lofty goal for any Council or tech hub, and one that all tech councils and associations across the country seek to achieve yet face significant challenges in accomplishing. With that in mind, the original intent of this publication was to serve as a single-source reference guide highlighting the various tech endeavors, initiatives, and place-based locations so that any reader would have a clear, well-informed sense of Delaware's tech ecosystem and its component parts. While it was a noble objective to make this publication all-encompassing of Delaware's tech ecosystem components, it was not realistic – for various reasons. That said, the Tech Council of Delaware is pleased to showcase and elevate the technology contributions of its sponsors, members, and strategic partners since the organization's inception. This publication highlights the Council's contributions towards strengthening Delaware's tech ecosystem.

The Tech Council of Delaware plays an important role in the state's tech ecosystem and we hope you enjoy reading and seeing the many ways we are making Delaware's tech ecosystem strong, vibrant, interconnected, and beneficial to all of its stakeholders.

TECH COUNCIL
OF DELAWARE

Council
Stories

Filling a Tech Ecosystem Gap

Written by
Abby Lee Mosconi

Technical.ly
NEWS FOR TECHNOLOGISTS AND ENTREPRENEURS

Creating a Tech Bootcamp

Delaware native Ben duPont, venture capitalist and co-founder of Zip Code Wilmington, is dually invested in the state's burgeoning tech scene, with the bootcamp organization being a member of the Tech Council of Delaware and a workforce training provider.

"For Delaware to have a bright future, it needs to stay relevant," duPont said. "And what's relevant is tech. The future is coding."

Ten years ago, duPont saw a glaring gap in Delaware's labor market: Companies had a growing need for tech talent, but there was a shortage of software developers.
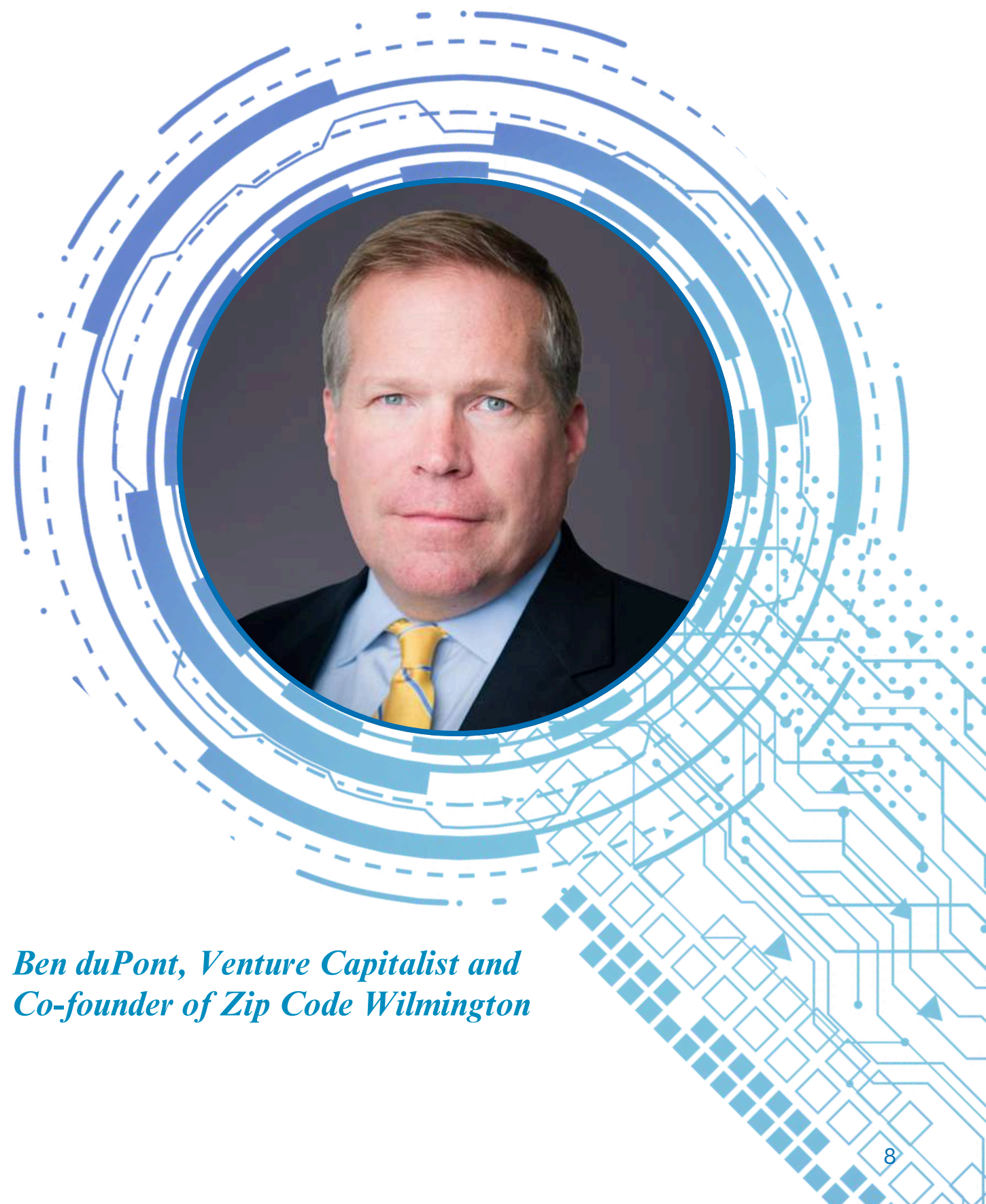
By 2015, he worked with other local leaders to create Zip Code Wilmington — a nonprofit coding bootcamp that provides affordable training for students and career changers looking to become software developers and data engineers.

ZIPCODE
<WILMINGTON>
SCHOOL OF CODING

> "For Delaware to have a bright future, it needs to stay relevant," duPont said. "And what's relevant is tech. The future is coding."
>
> *Ben duPont, Venture Capitalist and Co-founder of Zip Code Wilmington*

"It was a bigger success than we expected," duPont said. "We're coming up on 700 grads now, 80% of whom work in Delaware, all earning over $100,000, two years after graduation."

The startup launched almost a century after his grandfather, Pierre S. duPont, during a period of legal segregation, donated six million dollars to build over 100 schools for Black and Indigenous students so that they would have access to quality education.

"But Zip Code is only one cog in a big wheel," duPont said. "It's critical that there are other cogs. That's why the Tech Council of Delaware's work is so important. We need places where everyone can gather, collaborate and thrive."

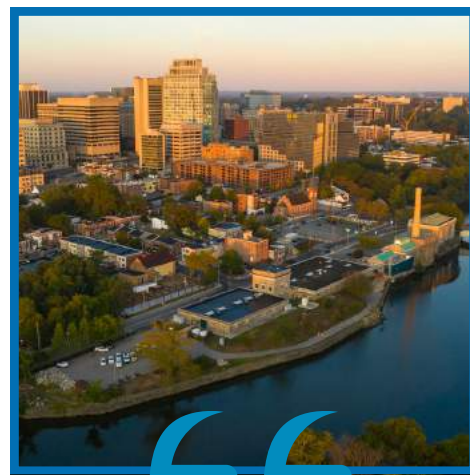Building upon duPont's efforts, the Council continues to strategically fill gaps in Delaware's tech ecosystem.

Ben duPont, Venture Capitalist and Co-founder of Zip Code Wilmington

Stakeholder Leadership: *JPMorgan Chase & Co.*

Written by
Abby Lee Mosconi

Technical.ly
NEWS FOR TECHNOLOGISTS AND ENTREPRENEURS

> **Delaware is increasingly seen as an emerging tech hub nationally."**
>
> *Jennifer McDermott, Global Technology Hiring Transformation & Higher Education Engagement Lead*

About JPMorgan Chase & Co.

JPMorgan Chase & Co. is a leading financial services firm based in the United States of America, with operations worldwide. JPMorgan Chase & Co. has $4.1 trillion in assets, and 310,000 employees worldwide. The Firm is a leader in investment banking, financial services for consumers and small businesses, commercial banking, financial transaction processing, asset management, and is a key player in the First State's tech ecosystem.

In October 2020, JPMorgan Chase & Co. commissioned a report titled, Delaware's IT Talent Strategy: A Roadmap for Building an Inclusive Tech Workforce. The report was published through Delaware Prosperity Partnership and laid important groundwork for the Tech Council of Delaware's strategic focus during its three-year start-up phase. Recognizing that a start-up entity such as a tech council needs sustainable funding to operate, JPMorgan Chase & Co., along with a handful of other investors, made a multi-year financial commitment to launch the Council within Rodel.

Contributing towards strengthening the state's tech ecosystem, the firm engaged in business convenings held by the governor about the state's tech workforce, served on the Tech Leaders Roundtable committee, hired countless tech bootcamp and college graduates from local programs, and recently announced plans to expand its branch footprint in Delaware. In addition to these significant efforts, JPMorgan Chase & Co. is the largest private sector employer of tech talent in Delaware.

When asked about what needs to happen in order to continue developing Delaware's tech ecosystem, Jennifer McDermott, Global Technology Hiring Transformation & Higher Education Engagement Lead stated, "As we continue to develop Delaware's tech ecosystem, strong relationships between companies, educators, and talent suppliers will help us build a strong, supportive community for technologists.

Our collaboration as part of the Tech Council of Delaware helps us provide professional development opportunities such as networking, knowledge sharing, and upskilling as industry needs shift. This unification, supported by marketing initiatives to help spread the word, has helped us get to where we are now and will be essential as we continue to strengthen the local tech community."

The Tech Council of Delaware was tasked with increasing Delaware's position and perception as a tech hub in the Mid-Atlantic region and beyond. McDermott also shared that, "Delaware is increasingly seen as an emerging tech hub nationally. Growing industries, like healthcare and advanced manufacturing, have a rising demand for IT professionals. A few hours from Boston, DC, New York City, and Baltimore, Wilmington, Delaware is positioned perfectly for growth of innovation and technology in the years to come. However, there is a need for employers to come together with government and communities to build an inclusive tech talent pipeline that will meet the increasing need for talent. When we all come together via the Tech Council of Delaware, we can achieve a greater impact."

A greater impact is certainly what the Tech Council of Delaware, JPMorgan Chase & Co., and other tech stakeholders aim to achieve for the many businesses and workers that call the First State home.

JPMORGAN CHASE & CO.

Creating a Strong Foundation

> **We are honored to have been entrusted to launch and incubate the Council to ensure the organization has a solid foundation to perform its important work, which benefits students, employers, and the state overall."**
>
> *Paul Herdman, President & CEO*
> *Rodel*

The second original goal of the Tech Council of Delaware was to create a strong tech ecosystem, of which the Tech Council of Delaware would serve as a cornerstone. The Council was officially formed in October 2021, as the Delaware IT Industry Council, with investments from public and private partners in Delaware and nationally, but its origins began about seven years prior.

In 2014, leaders from Rodel and the State of Delaware traveled to Switzerland to deepen their understanding of career pathway models and industry councils. In parallel, Tech Hire Delaware was established by then-Governor Markell to build a local tech talent pipeline in response to the growing need for skilled tech workers across the state.

Five years later, in 2019, Tech Impact released a strategy brief titled, *Delaware Thriving: The Case for Investment in Delaware's Tech Talent Pipeline*. Delaware Technical Community College's new Office of Work-Based Learning allocated resources from their team to continue convening stakeholders. Rodel would then go on to perform a national landscape analysis of leading industry councils to determine how the Council could be structured and positioned with a dedicated team.

In October 2020, JPMorgan Chase & Co. commissioned a report titled, *Delaware's IT Talent Strategy: A Roadmap for Building an Inclusive Tech Workforce*, produced and published through the Delaware Prosperity Partnership, which laid important groundwork for the Council's strategic focus over the next three years. Later that year, Tech Impact, along with Governor Carney and Rodel, convened over 30 employers to formally launch the Delaware IT Industry Council as a working concept, with the first official council meeting taking place in December 2020.

As the Council was taking shape, an initial advisory council worked with Rodel to lay the foundation for the formal launch. A website and company brand was created, and virtual working sessions were held to determine organizational goals. Recognizing the need to form a legal entity to support Council operations, Delaware Community Foundation and Rodel established the Delaware IT Industry Council as an LLC within Rodel in October 2021. Rodel, and other leaders, secured $3.2M in start-up capital and performed a national search for an executive director.

Zakiyyah Ali was selected for the role and began in January 2022. She would go on to hire Joshua Berkow, director of operations, and Vishakha Jha, director of education, to round out the Council's new team. The team rebranded the Delaware IT Industry Council into the Tech Council of Delaware to ensure parity with other councils and to advance the original goals which were to build and expand inclusive tech talent pipelines, create a strong tech ecosystem in Delaware, and increase Delaware's position and perception as a tech hub.

With a solid foundation in place, the Tech Council of Delaware is positioned to evolve with the ever-changing technology industry, mobilize members and partners for collective impact, and ensure that the state, region, and nation knows and believes that Delaware is a Tech Hub!

About Rodel

Rodel's mission is to strengthen Delaware's public education system and workforce by connecting partners to advance and implement sustainable solutions.

Public education is a complex, interconnected system—one that ties into nearly every facet of Delaware society, from local economies to community health. That makes it vitally important for a wide range of voices, research, and information to inform our decisions.

That's where Rodel comes in. Like the humble bee, our team helps to cross-pollinate ideas from our neighborhoods, our local institutions, and experts from across the world—that may someday bloom and lead to successful outcomes for our children.

Rodel
A GREAT EDUCATION
CHANGES EVERYTHING

A Technologist's Perspective

Written by
Abby Lee Mosconi

Technical.ly
NEWS FOR TECHNOLOGISTS AND ENTREPRENEURS

Sharing Industry Expertise

Having played a role in the strategy behind Pittsburgh's thriving tech ecosystem — a well-known tech hub led by by the Pittsburgh Tech Council with thousands of members — Stephanie Eldridge knows more than a few things about the importance of a strong tech council.

The Pittsburgh native now lends her expertise to the Tech Council of Delaware, leveraging her experiences as a tech culture influencer, veteran technologist (Booz Allen Hamilton, JPMorgan Chase & Co.), and co-founder and CEO of Code Differently, to offer valuable insights and guidance as a member of the Council's 2022 Advisory Council.

"It takes all of us working together in order to build the talent, the ecosystem and the lifestyle that will attract tech companies to our area," Eldridge said. "If we're all going on the same journey, we have to be willing to go in the same direction."

CODE DIFFERENTLY

"It takes all of us working together in order to build the talent, the ecosystem and the lifestyle that will attract tech companies to our area."

Stephanie Eldridge, CEO
Code Differently

As the Council's first tech advisor, her contribution to Delaware's rising tech ecosystem began when she joined the hiring panel to select the Council's inaugural executive director. She went on to serve as one of four advisors responsible for guiding the Council's early work, building a team, and rebranding the organization from the Delaware IT Industry Council to the Tech Council of Delaware.

Today, Eldridge remains an active member and partner of the Tech Council of Delaware, advocating for tech meet-ups and hack-a-thons. For her incredible work so far, she was awarded the Council's '2023 Workforce Provider Member of the Year' award at its annual year-end Thanks-A-Brunch Celebration.

"I want people to understand that the Tech Council is not just another organization, it's a verb," she said. "It's about taking action to build a better tech ecosystem for Delaware and doing the work to grow it."

Stephanie Eldridge, CEO
Code Differently

Leader on Loan Program

> **"Bank of America is committed to supporting local institutions to advance their mission in various ways," said Bank of America Delaware President Chip Rossi. "Our Leader on Loan program is one tangible way we provide expert resources to our nonprofit partners in Delaware."**
>
> *Chip Rossi,*
> *Delaware Market President*
> *Bank of America*

Created in 2017, the Bank of America Leader on Loan program is a unique and valuable way for the bank to contribute expertise to local communities. Loaned executives in the program dedicate their time and talents to nonprofits for six to 24 months, with the bank covering their salary and benefits.

BANK OF AMERICA

Bank of America's Delaware Market provided the Rodel Foundation, a local nonprofit, with a loaned executive to support the nonprofit's efforts to incubate a new tech association, the Delaware IT Industry Council. said, "Bank of America is committed to supporting local institutions to advance their mission in various ways," said Bank of America Delaware President Chip Rossi. "Our Leader on Loan program is one tangible way we provide expert resources to our nonprofit partners in Delaware."

In the Fall of 2021, Bank of America's Leader on Loan hit the ground running by analyzing the tech labor market landscape, with a focus on the gaps between tech talent demand and the available supply of qualified tech talent. This one key project led to the identification of potential collaborations and workforce providers the Tech Council should be working with.

This is just one example of many projects Bank of America's Leader on Loan program helped with. Overall, the program had a significant and positive impact on the Tech Council of Delaware and Delaware's tech ecosystem by helping us bring our vision to life and positioning the Tech Council for continued growth.

About Bank of America

Bank of America is one of the world's leading financial institutions, serving individual consumers, small and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the United States, serving approximately 69 million consumer and small business clients with approximately 3,800 retail financial centers, approximately 15,000 ATMs (automated teller machines) and award-winning digital banking with approximately 57 million verified digital users. Bank of America is a global leader in wealth management, corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry-leading support to approximately 4 million small business households through a suite of innovative, easy-to-use online products and services. The company serves clients through operations across the United States, its territories and more than 35 countries.

TECH COUNCIL OF DELAWARE

Initiatives & Events

COUNCIL REBRAND
& RELAUNCH

As the inaugural executive director of the Tech Council of Delaware, Zakiyyah Ali quickly got to work in January 2022 by building a team and connecting with leaders of peer organizations across the country. In March 2022, the Delaware IT Industry Council (D-ITIC) joined the Technology Councils of North America (TECNA) and attended TECNA's annual summer conference held in Pittsburgh, PA that year. This event provided an invaluable opportunity for D-ITIC leaders to learn from fellow tech council executives, benchmark against peers in similar markets, and gain insights from TECNA members on strategies for building an impactful new council.

Following the conference, D-ITIC leaders reflected on advice from TECNA members and industry research, leading to the decision to rebrand the organization as the Tech Council of Delaware. The rebranding aimed to position Delaware's tech council similarly to other tech councils and emerging tech hubs nationwide, ensuring operational efficiency, financial stability, and long-term success.

The Council collaborated with Launch Point Labs to define a new, modern brand identity on par with similar tech council, associations, and regional tech hubs. The team created a new website and implemented an association management platform. This platform would facilitate paid memberships, promote member benefits, manage committees, foster engagement, highlight sponsors, and support an e-commerce store. Now launched, the new Tech Council of Delaware website allows members to access unique benefits such as data fact sheets, a custom data dashboard, industry events, a career center, courses and workshops, discounts, workforce services, a member directory, news, and research.

From its origins as the Delaware IT Industry Council, the Tech Council of Delaware is working to establish the First State as an emerging tech hub. The Council convenes technology leaders and industry stakeholders to strengthen the state's tech community. Members and strategic partners participate on committees to collaborate and leverage their expertise, insights, and resources for greater impact. The Council is proud of the following results and accomplishments and the positive impacts on youth, career seekers, employers, and Delaware's tech industry.

- Implemented six membership types for key stakeholder groups
- Co-led the Workforce Center for Precision Medicine application for Economic Development Administration (EDA) Tech Hubs Program for Phase 2 funding
- Co-led the Good Jobs Challenge grant application for EDA workforce funding
- Formed the First State Tech Partnership, a sectoral partnership for the tech industry
- Implemented the award-winning Yes, We Tech! summer internship program
- Designed the Certified Cybersecurity Professional Program
- Designed the Bloom Energy Advanced Manufacturing Training Academy
- Facilitate five tech ecosystem committees:

  1. Tech Leaders Roundtable for employers and senior tech leaders
  2. Tech Talent & Workforce Committee for education and workforce providers
  3. Tech Community Partners Collaborative for community-based organizations
  4. Tech Professionals Network for aspiring and current tech professionals
  5. Diverse Tech Entrepreneurs Committee for Black & Hispanic tech start-up founders

- Host an annual Tech Ecosystem Conference for the regional tech community
- Launched the American Dream Academy & Learner Support Initiative in 2023
- Promoted the Amazon Future Engineer Scholarship & Internship to high school seniors
- Created the Tech Thursdays happy hour & networking series
- Host the Tech Data Deep Dive webinar series
- Produce Tech Data Fact Sheets and Supplements

The Tech Council of Delaware is pleased with the results of these many efforts, programs, and the impacts on the tech community, but change is on the horizon. The Council's new three-year strategic plan will take effect on July 1, 2024, featuring a clearer focus designed to maximize impact and fill gaps in Delaware's tech ecosystem. Delaware's growing tech ecosystem will continue to benefit from the Council's renowned high-quality programming and initiatives. Simultaneously, new engagement and mobilization strategies are being adopted to position Delaware as a tech hub, prioritize tech workforce diversity, and strengthen the regional tech ecosystem.

From the Tech Council of Delaware's early days as the Delaware IT Industry Council to its rebranded, refocused look and feel, one thing remains the same – we are all about results!

TECH COUNCIL OF DELAWARE

Initiatives

TECH DATA DEEP DIVE

The Tech Council of Delaware wants to make the First State a national leader in developing and hiring diverse tech talent. To continually assess the state of the tech industry and tech jobs in Delaware, the Council developed three informative fact sheets that are available online to members, stakeholders, and the general public. The fact sheets serve as a convenient quick reference guide containing valuable information about Delaware's tech job market, demographics, workforce diversity, and comparisons to national metrics.

In addition to the fact sheets, the Council developed a custom tech data dashboard as an additional benefit for members. Dashboard displays and accompanying metrics provide a detailed, interactive visualization of the state's tech industry and talent infrastructure and will assist the Council, industry leaders, and educational institutions with building our state's future workforce. The dashboard is updated regularly and quarterly webinars are held to explain the data and discuss trends.

Initiatives

THANKS-A-BRUNCH
ANNUAL CELEBRATION

The Tech Council of Delaware hosts an annual year-end Thanks-A-Brunch appreciation celebration to acknowledge the sponsors, members, and strategic partners who shared their valuable time and insights with the Council during the year. The 2022 celebration acknowledged the industry leaders who supported the early evolution of the Council and highlighted plans for re-branding the organization into the Tech Council of Delaware.

The 2023 celebration included a year in review and an update on the forthcoming strategic plan development process. Attendees watched a trailer for the Impact Networks documentary and received a book of the same title to gain insights on ways to create non-hierarchical structures to advance the Council's work in an equitable manner via distributed power amongst stakeholders. The keynote address was delivered by former Director, Delaware State Housing Authority, Eugene Young, Jr. which was a call-to-action to stay committed to developing technology partnerships and programs that positively impact residents and career seekers, particularly those in public housing seeking to better themselves financially and economically. Special acknowledgements highlighted the contributions of the Council's strategic partners for their invaluable efforts. Appreciation awards were given for the following categories:

Program Supporter of the Year
Bank of America

Workforce Provider Member of the Year
Code Differently ~ Stephanie Eldridge

Community Organization Member of the Year
PMG Consulting ~ Adara Scholl

Corporate Member of the Year
Artesian Resources Corporation ~ Pierre Anderson

Sponsor of the Year
Amazon

TECH COUNCIL OF DELAWARE

Events

TECH THURSDAYS

In 2023, the Tech Council of Delaware launched its 'Tech Thursdays' Happy Hour & Networking series with a focus on connecting Delaware's tech community in a fun and engaging atmosphere. These gatherings are designed to provide tech professionals, employers, and industry leaders with a unique and enjoyable environment to network and forge new connections.

Past events have included a special night commemorating the 50th anniversary of hip-hop and its tech evolution, a competitive yet light-hearted evening of cornhole and axe throwing, duckpin bowling, and the Tech Council of Delaware's one-year anniversary celebration with music by a live jazz musician. Each event is meant to support the expansion of professional networks, provide enjoyment, and create a fun and vibrant tech scene in Delaware.

> " As a lifelong Delaware resident, senior tech leader, and champion of workforce diversity, I am glad that we have the Tech Thursdays happy hour events where aspiring and current tech professionals can meet up, connect, and network. I made it a point to be a regular attendee at Tech Thursdays as a way to ensure I am paying it forward for the next generation of tech leaders and technologists that call Delaware home. We owe it to our industry to be intentional about cultivating and supporting tech talent, no matter where that talent works or what that talent looks like."
>
> **Pierre Anderson**
> Senior Vice President & Chief Information Officer
> Artesian Resources Corporation

TECH COUNCIL OF DELAWARE

Events

TECH ECOSYSTEM CONFERENCE

The Tech Ecosystem Conference, hosted by the Tech Council of Delaware, stands as a prime example of the council's dedication to enriching and advancing the local tech community. This annual conference began in 2023 as a single-day event, offering Tech Ecosystem Committee members an opportunity to break away from their daily routines, immerse themselves in the dynamic world of technology, and engage in collective impact. By its second year, in 2024, the event's growing popularity and the rich potential of Delaware's tech scene prompted expansion to a two-day event that is open to the region.

The Tech Ecosystem Conference showcases the best of Delaware's tech sector, featuring presentations from industry leaders, insightful discussions from innovative entrepreneurs, and keynotes that inspire and educate. It serves as the state's premier tech gathering, shining a spotlight on investable businesses, forward-thinking technologists and funders, and influential ecosystem leaders. With a mix of professional insights, networking opportunities, great food, and cool swag, the Tech Ecosystem Conference captures the essence of what it means to be part of Delaware's thriving tech community. This event not only highlights the Council's role in fostering a vibrant tech environment but also reinforces the organization's commitment to connecting professionals across all levels of expertise, backgrounds and sub-sectors within the industry.

TECH COUNCIL OF DELAWARE

Events

TECH ECOSYSTEM
COMMITTEES

An original goal of the Tech Council of Delaware was to create a strong tech ecosystem in Delaware. There are many aspects that comprise Delaware's tech ecosystem and a strong foundation has already been established. From exciting start-ups and award-winning tech bootcamps, colleges and universities, to the rapidly expanding life sciences sector, and the nearly 19,000 IT and tech professionals working in the state. To strengthen the state's tech ecosystem, the Tech Council of Delaware convenes and connects ecosystem stakeholders to foster greater collaboration, generate innovative solutions to common challenges, and maximize the collective expertise and resources of partners to achieve goals.

The following Tech Ecosystem Committees launched between 2023-2024:

- Tech Leaders Roundtable
- Tech Talent & Workforce Committee
- Tech Community Partners Collaborative
- Diverse Tech Entrepreneurs Committee
- Tech Professionals Network

The engagement of these committees will change to ensure alignment with the Tech Council of Delaware's new three-year strategic plan, effective July 1, 2024.

" From our financial services sector to fintech and municipal positions, career seekers have many options to develop thriving and successful tech careers in Delaware. While Code Differently is doing its part to ensure diverse and inclusive tech talent pipelines exist in Delaware, I am immensely proud of serving on the Tech Talent & Workforce Committee with my fellow educators and workforce development peers. The more our committee realizes that we are all working toward, and striving for, the same thing – a strong, competent (and gainfully employed) tech workforce – the easier it will be for us to continue breaking down silos to foster true, meaningful collaborations that result in tangible outcomes for the residents we train, develop, and serve."

Stephanie Eldridge, Chief Executive Officer
Code Differently

Tech Ecosystem Committees

TECH COUNCIL OF DELAWARE

TECH COUNCIL
OF DELAWARE

Ecosystem Partners

PROPEL | The National Center for Precision Medicine
PROPELLING PRECISION MEDICINE WITH EQUITY AND LEADERSHIP

PROPEL: The National Center for Precision Medicine works to improve national health equity and economic opportunity by focusing on the growth of Greater Philadelphia's Precision Medicine industry.

Healthy communities are created only by a coordinated commitment among their members, leaders, and innovators. PROPEL: The National Center for Precision Medicine presents a vision for Greater Philadelphia's progress through development of advanced technologies, and the industry and workforce that supports them, to propel Greater Philadelphia as a global innovation leader. PROPEL drives national economic security by improving health and equitable economic outcomes for our most underserved communities.

Formed in response to Greater Philadelphia's designation as a Tech Hub by the United States Economic Development Administration, PROPEL's Lead Member is Ben Franklin Technology Partners of Southeastern Pennsylvania, supported by over 50 regional partners.

What is "Precision Medicine?"

Precision Medicine, also called personalized medicine, is a modern healthcare approach that considers each person's unique genes, surroundings, and lifestyle when providing medical treatment.

Precision Medicine in Greater Philadelphia

These innovations, all created, developed and deployed in the Greater Philadelphia Region, are Precision Medicine at its core:

- Spark Therapeutics receives first ever FDA approval for gene therapy
- University of Pennsylvania uses CAR-T to cure childhood leukemia
- Temple University used CRISPR technology in clinical trials to cure HIV
- Children's Hospital of Philadelphia cures childhood deafness through Gene therapy
- Wistar/UPenn scientists lay the foundation for universal blood cancer immunotherapy
- University of Pennsylvania technology forms basis for mRNA-based vaccine technologies
- ChristianaCare spin-out CorriXR advances gene editing technology for squamous-cell carcinoma of the lung
- The National Institute for Innovation in Manufacturing Biopharmaceuticals (NIIMBL) at the University of Delaware officially launches program to develop, economically viable, shared manufacturing process and analytical platforms for Adeno-Associated Virus (AAV) gene therapy vectors
- Christiana Care, Drexel University and U Penn demonstrate the benefits of treating mild forms of chronic hypertension during pregnancy in a trial including 70% non-white participants.

Why here? Why now?

The life sciences assets of the Greater Philadelphia Region (GPR) are well known, but continuously under-recognized and under-supported despite the groundbreaking new technologies emerging from our research institutions and life science companies. The payoff of turbo-charging an underperforming powerhouse such as the GPR could be huge given its latent potential. Leveraging the $1 billion in NIH funding and $1 billion in venture capital in the relevant industries makes the Hub a valuable force multiplier to fill the gaps between other sources and builds confidence we can achieve sustainability beyond the 5-year funding period and the 10-year horizon.

To be driven by its proposed use of funding from the US EDA's Tech Hubs Program, PROPEL will accelerate the promises of Precision Medicine by leveraging the dynamic life science and health assets resident within the GPR. The region possesses, and the award will support, all five pillars necessary for global competitiveness and lays the foundation to become a Living Laboratory:

TECHNOLOGY—What is created here can stay here.

COMMERCIALIZATION—We can make it here, build companies here and keep it here.

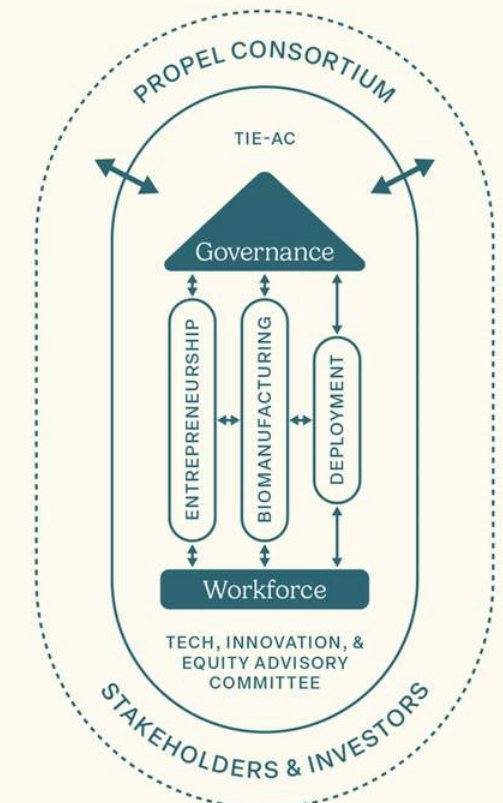DEPLOYMENT—We can test it here, validate it here and deploy it here.

WORKFORCE—We can train people here and keep them here.

SPACE—We can locate companies here and keep them here.

PROPEL will build solutions so each pillar ensures diversity, equity and inclusiveness in the development of a technically competent, inclusive, community-conscious workforce, matched by increased opportunities for leadership and company formation. In turn, this ensures sustainability and continuous impact even after EDA funding ends. This integration of the region's significant assets leads directly to global competitiveness of the region with equitable delivery of these products, tools and interventions to the region, End-to-End Precision Medicine.

WHAT ARE WE DOING?

The technology focus of PROPEL is based on RNA/DNA technologies as applied to Cell & Gene Therapy (C&GT), Gene Editing, Vaccines and Therapeutics—all different modalities of Precision Medicine. These differences are also reflected in the components for successful commercialization and deployment: The workforce needed at bench level biotech is different from the workforce needed for manufacturing, clinical trial management, data management and public health. Manufacturing technologies and deployment strategies vary from C&GT and vaccines. Collectively, this speaks to the need for a centralized, organized, facile structure that can address targeted needs and anticipate new trends.

PROPEL CONSORTIUM
TIE-AC
Governance
ENTREPRENEURSHIP · BIOMANUFACTURING · DEPLOYMENT
Workforce
TECH, INNOVATION, & EQUITY ADVISORY COMMITTEE
STAKEHOLDERS & INVESTORS

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PROPEL's Initial Steering Committee

Ben Franklin Technology PArtners Southeastern Pennsylvania · UNIVERSITY OF DELAWARE · NIIMBL The National Institute for Innovation in Manufacturing Biopharmaceuticals · TECH COUNCIL OF DELAWARE · PHILADELPHIA WORKS INC. · HSX · Drexel UNIVERSITY · DREXEL UNIVERSITY College of Medicine · Virtua Health · DELAWARE INNOVATION SPACE

"I am a firm believer that Delaware is a tech hub. As the co-chair of the Tech Leaders Roundtable, it is clear that my c-suite technology peers are committed to promoting the vast business and career opportunities the First State has to offer. As we deepen our relationships with each other, we know that more can and should be done to ensure that the economic prosperity in our state's tech and innovation economy is experienced by all of our residents and workers. The Council offers the opportunity for us to collaborate and lead inclusive initiatives on behalf of Delaware and for the benefit of all Delawareans—this is what good tech hubs do for their stakeholders and I am proud of Delaware's tech hub."

Pete Steiner, Director - Financial Services Practice
The Precisionists, Inc. (TPI)

"Human ecosystems thrive when there is high trust among members, sustained collaboration, and an unwavering commitment to '*do the work*' required to produce excellent results and positive impacts in our society. Productive relationships are essential! Aligning with like-minded, values-driven partners is how amazing transformations happen. Several Council members read the *Impact Networks* book by David Ehrlichman to deepen our understanding of how to foster a better, more effective council. We documented the book's most insightful learnings and key takeaways on a Mural whiteboard during a five-part series of virtual discussions held between February 15 - June 13, 2024. The below quotes are particularly relevant as the Tech Council of Delaware enters a new phase of leadership, partnerships, and contributions to Delaware's tech ecosystem."

Zakiyyah Ali, Executive Director
Tech Council of Delaware

"Networks are nothing without the right people, and convenings are the moments that create collective transformation."
Impact Networks book, page 104

"Engaged participants are the lifeblood of networks. When participants are engaged, they are showing up, saying yes, and contributing to the network and its purpose."
Impact Networks book, page 185

"The network mindset shift can also be characterized as an evolution of focus *from me to we*, or from "ego-system awareness" to "eco-system awareness.""
Impact Networks book, page 31

What is Technical.ly?

JOIN US AND FIND OUT!

Technical.ly is a news organization that connects and challenges a community of technologists and entrepreneurs who are invested in where they live. We believe innovation should come from anyone anywhere to ensure all communities thrive. In 2024, we celebrate 15 years of independent journalism.

In all of this, the most important ingredient is YOU. How can you be part of the Technical.ly community?

- **Read** our original reporting, published daily across five markets: Baltimore, DC, Delaware, Philadelphia and Pittsburgh
- **Sign up** for our newsletters, your daily or weekly guide to the latest local tech and business news
- **Follow us** on LinkedIn and Instagram to see all the highlights and add your comments
- **Attend** the annual Technical.ly Builders Conference May 9 during Philly Tech Week Presented by Comcast

If you believe what we do is important, there are three ways to support our work.

1. Become a client.
Market your small business services, job openings and regional strengths.

2. Look for our Preferred Partners Program.
Use the service providers we've vetted and recommend to support your business and career.

3. Support the Technical.ly Journalism Fund.
Contribute via your company or as an individual to power our reporting on tech and entrepreneurial pathways.

Technical.ly

NEWS FOR TECHNOLOGISTS AND ENTREPRENEURS WHO ARE INVESTED IN WHERE THEY LIVE.

LAUNCH POINT

FUELING THE GROWTH OF NONPROFITS AND SMALL BUSINESSES

A venture firm of builders.

Launch Point Labs provides access to coaching, capital, and a suite of services. Our team is comprised of experts who jump in and help build successful businesses and nonprofits across the country.

BRANDING + WEBSITE

MARKETING + SOCIAL MEDIA

STRATEGY + DEVELOPMENT

FUNDING + ENGAGEMENT

TECHIMPACT®

The Data Innovation Lab

Leveraging advanced data analytics and artificial intelligence to help organizations solve complex problems.

How We Approach Data Challenges

We partner with governments, foundations, and local organizations to help them make a stronger impact in their communities. Our team of data scientists, data engineers, visualization developers, and a cohort of Fellows from around the world works side-by-side with our partners to solve complex data problems.

EVALUATIONS

ASSESS IMPACT AND OPTIMIZE PROGRAMS WITH COMPREHENSIVE EVALUATION AND MEASUREMENT SERVICES TAILORED SPECIFICALLY FOR NONPROFIT ORGANIZATIONS.

PREDICTIVE MODELING, MACHINE LEARNING, & AI

USE CUTTING-EDGE TOOLS AND ALGORITHMS TO SUPPORT GEOSPATIAL ANALYSIS, PROGRAM OUTCOME PREDICTION, OPTIMIZE OUTCOMES, AND ENHANCE PROGRAM EFFECTIVENESS.

DATA ARCHITECTURE & WAREHOUSE SETUP

EVALUATE AND LEARN WHAT SYSTEMS AND PRODUCTS WORK BEST FOR EACH ORGANIZATION'S DATA NEEDS AND HOW AND WHERE IT SHOULD LIVE.

OUR WORK IN PRACTICE

Delaware Health Force Analysis & Dashboard
Partnered with the Delaware Academy of Medicine / Delaware Public Health Association to build an interactive, publicly accessible tool to quantify the healthcare workforce gap and to ensure access by decision makers.

Eviction Moratoria Prediction
Developed a model in partnership with DSHA to predict communities at risk of evictions, allowing them to better assess communities in need of emergency rental assistance.

Social Impact Reporting & Evaluation
Developed application to help nonprofit organizations quantify their social impact on the community, helping them make more informed data-driven decisions.

Wastewater High-Risk Substances Dashboard
Developed a dashboard to visualize opiate consumption in the community across New Castle County in partnership with NCCO, DHSS, Biobot Analytics, and NCC Police.

To learn more about Tech Impact's Data Lab visit
techimpact.org/datalab