



# LAND IN THE UNITED STATES

## NASHVILLE, TENNESSEE

While Nashville has gained fame for its country music stars, the region's robust economic growth has been driven by healthcare management, manufacturing, logistics, finance and insurance industries.



### Key industries

- > Corporate headquarters
- > Business & financial services
- > Healthcare
- > IT & communications
- > Logistics & transport
- > Arts & entertainment

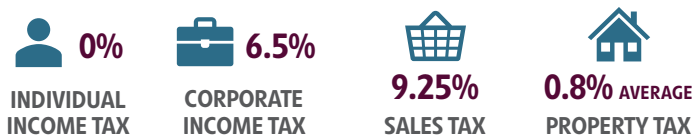
Hospital Corporation of America is Nashville's most successful homegrown company and is a nationwide leader in hospital companies. Other major companies with regional headquarters or R&D facilities include Nissan, Dell, Asurion, Saint Thomas Health and Electrolux.

Australians in Nashville can seek business assistance from Austrade's office at the **Australian Consulate-General New York** and connect with other expats through the **Australians in Nashville Facebook group**.

## ECONOMIC DEVELOPMENT CENTRES

- > **Nashville Area Chamber of Commerce** regional member organisation that strives to create economic prosperity
- > **Mayor's Office of Economic & Community Development** encouraging local job creation by connecting business owners to technical, financial and market resources
- > **Tennessee Department of Economic & Community Development**

## TAXES + INCENTIVES



### Top incentive programs

- > **Fast Growing Business Employment Incentive** grant per job created by small businesses; up to \$50,000 grant per company
- > **Job Tax Credit** offset up to 50 per cent of franchise & exise tax; eligible if creating 25 new positions within 36 months

## ACCELERATORS + INCUBATORS

According to 2017 Kauffman Index of Startup Activity, the Nashville metro area ranked fourth in the US for Growth Entrepreneurship (a measure of scalability) and 29th for Startup Activity.

- > **Launch Tennessee** statewide incubator with corporate partners
- > **Nashville Entrepreneur Center** music, publishing and health tech
- > **Jumpstart Foundry** seed-stage incubator; healthcare
- > **Nashville Business Incubation Center** incubator offering education, management and technical services

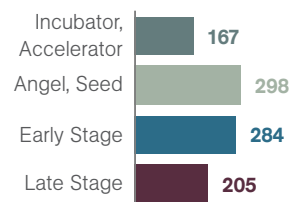
## INVESTOR LANDSCAPE

Nashville's venture landscape is small, ranked the 24th metro region.

Rank	Metro region	VC funds invested since 2010, USD	# VC rounds since 2010	Exit value since 2010, USD
1	SAN FRANCISCO	\$165 billion	13,102	\$123 billion
24	NASHVILLE	\$2.0 billion	596	\$0.8 billion

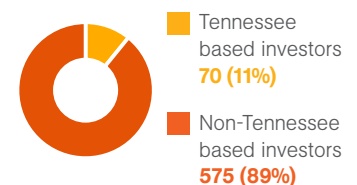
### VC DEAL STAGE

Nashville company deals since 2010



### INVESTOR LOCATION

Nashville company deals since 2010



### Top local investors

- > **Nashville Capital Network** partnership of over 100 investors
- > **Claritas Capital** late stage VC and private equity investing; healthcare, tech platforms, business services
- > **Petra Capital** business & tech enabled services, healthcare
- > **Pharos Capital** private equity; healthcare to improve patient outcomes or lower costs

## UNIVERSITY ENTREPRENEUR PROGRAMS

- > **Vanderbilt University Summer Business Institute** (Owen School of Management) 4 week summer bootcamp for undergraduates
- > **Belmont Center for Entrepreneurship** student ventures
- > **Lipscomb Center for Entrepreneurship** student ventures

**References:** Census Bureau (2010), Bureau of Economic Analysis, American Community Survey (2012-16), TN.gov, PitchBook Data Inc. (2018), Kauffman Index (2017).

**Notes:** PitchBook venture ecosystem analysis conducted for the period January 2010 - July 2018. Top investors and incubators selected based upon recent activity.

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