



**Brian Holland**  
Board Chair

December 9, 2025

Honorable Don Mial  
Chairman  
Wake County Board of Commissioners  
P. O. Box 550  
Raleigh, NC 27602

Dear Commissioner Mial,

The Capital Area Workforce Development Consortium Agreement between Wake, Johnston, Lee, Chatham, and Orange Counties specifies that the Chairman of the Wake County Commissioner's Board serves as the Consortium's Chief Elected Official. The Chief Elected Official is the appointing authority for members of the Workforce Development Board and the signatory official for various Consortium documents.

Enclosed is the application for Terrence DeFranco, Chief Executive Officer of IotaComm, who expressed interest in appointment to the Capital Area Workforce Development Board. Ms. Pat E. Sturdivant, CAWD Executive Director, and I interviewed with Mr. DeFranco and feel he would be an asset to the board. He was also nominated to be a part of the board by the Chamber for a Greater Chapel Hill-Carrboro. As Chair of the Board, I request that Terrence DeFranco be appointed as a member of the Capital Area Workforce Development Board, representing the private sector, with a term of January 1, 2026 – December 31, 2028.

If you have additional questions after reviewing the membership application, please contact Ms. Sturdivant at 919-856-6048.

We look forward to working with you in continuing our successful service to the businesses and citizens of Wake, Johnston, Lee, Chatham, and Orange Counties.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Brian Holland'.

Brian Holland  
Board Chair

cc: Pat E. Sturdivant

Enclosures

"PARTNERSHIPS FOR WORKFORCE EXCELLENCE"

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Post Office Box 550 • Raleigh, North Carolina 27602-0550  
Office: (919) 856-6040 • Email: [capitalareawdb@wake.gov](mailto:capitalareawdb@wake.gov)

Equal Opportunity Employer/Program. Auxiliary aids and services are available upon request to individuals with disabilities.

**Profile****Which Boards would you like to apply for?**

Capital Area Workforce Development Board: Submitted

**Please select your first Board preference: \*** Capital Area Workforce Development Board**Please select your second Board preference: \*** Capital Area Workforce Development Board**Please select your third Board preference: \*** Capital Area Workforce Development Board**Please select your fourth Board preference: \*** Capital Area Workforce Development Board**Please select your fifth Board preference: \*** Capital Area Workforce Development Board**Please select your sixth Board preference: \*** Capital Area Workforce Development Board

Terrence

First Name

DeFranco

Last Name

Middle Initial

200 West Franklin Street, 3rd Floor

Street Address

Suite or Apt

Chapel Hill

City

NC

State

27516

Postal Code

**What district do you live in?**

None Selected

Mobile: (917) 825-7410

Primary Phone

Home: (919) 442-8531

Alternate Phone

tmdefranco@iotacomm.com

Email Address

IotaComm, Inc.

Employer

CEO

Job Title

**If you live in an Extraterritorial Jurisdiction Area, select Yes:**

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Yes  No

**In order to assure countywide representation, please indicate your place of residence:**

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None Selected

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**Interests & Experiences****Why are you interested in serving on a Board or Commission?**

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I believe dedicating time to help lead and guide organizations from a board level is a great way to impact community. Boards can focus on supporting leaders to execute on missions aligned around a sense of purpose.

**Work Experience**

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I spent 13 years as an investment banker on Wall Street. In 2004, I embarked on an entrepreneurial career. I was the founder of a software analytics company that was sold in 2012. I began my current company in 2013 and have been the CEO of IotaComm since then.

**Volunteer Experience**

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I've served on several non-profit boards, including Visions and Pathways in Bridgewater, NJ, an organization dedicated to providing food and shelter to temporarily displaced children. I also served on several other non-profits and am now the Executive Director for the Center for Sustainable Innovation, an organization dedicated to leveraging technology for community impact.

**Education**

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BA, Economics UNC-CH MBA, Kenan Flagler Business School, UNC-CH

**Comments**

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[Terrence\\_DeFranco\\_Resume\\_2025.pdf](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

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Please upload a file

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**Demographics**

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Date of Birth

Terrence DeFranco

**Gender \***

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 Male**Ethnicity \***

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 Caucasian

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**Other****How did you become aware of Wake County volunteer opportunities?**

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 Current Wake County Volunteer**If you selected "Other" above, how?**

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Please upload a file

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**ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS**

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners, found [here](#).

## TERRENCE DEFRCANO

917.825.7410 | [tmdefrancogmail.com](mailto:tmdefrancogmail.com) | [LinkedIn](#)

## LEADING WITH A SENSE OF PURPOSE

Empowering Teams to Drive Positive Change

Leverages an **innovative mindset and corporate finance background** to create and execute **organizational strategies that fuel sustainable growth**. Proven ability to **build and lead companies through a combination of organic growth and acquisition**. Rallies technical and non-technical teams around a common sense of purpose resulting in **improved profitability, performance, and value** for all stakeholders.

Innovation | Sales | Governance | Risk Management | Collaborative Leadership | Strategic Planning | Empathy | Partnerships  
Shareholder Relations | Analytics | Strategic Communications | Financial Management | Business Development | Negotiations

### CAREER HIGHLIGHTS

- **Experience spans the public and private sectors including 10+ years in Investment Banking** identifying value in core assets, aligning financials, strategy, and people, and executing transformation strategies to create successful businesses.
- Extensive Board involvement includes chairing the audit committee of a publicly traded company, **supporting the CEO** and gaining 100% support among investors and Board members **through a substantial re-organization and \$25M business transformation**.
- **Engaged key executives from Fortune 500 companies** (Mastercard, PriceWaterhouse, Morgan Stanley, and others) to join the Edentity Board of Directors, led the company through the economic downturn, and eventually negotiated a profitable sale.
- Negotiated partnerships with multinational systems integrators including Amazon, Semtech, and Crown Castle **immediately tripling Iota Communications' revenue growth**.

### EXPERIENCE

**IotaComm, Inc.** | Chapel Hill, NC

2018 – Present

*Chief Executive Officer*

- Led post-merger integration including changes in overall strategy, personnel, and processes; adopted agile processes to accelerate go-to-market initiatives resulting in 60% fixed cost reduction and improvement in shareholder equity of \$80M+ in 2 years.
- Achieved industry-wide recognition for technology innovation in wireless communication and simultaneously driving 2-3X value in spectrum asset value.
- Raised private capital in excess of \$50 million during early stages, and managed communications to nearly 2000 stakeholders.
- Built and led high technology organization from the R&D phase, to commercialization, to eventually signing major customers and partners.

**Solbright Group, Inc.** | Newark, NJ

2013 – 2018

*Chief Executive and Accounting Officer*

- Created and executed a detailed business plan for the launch of a new business for a PE-backed company that grew from startup to \$16 million annual run rate in 5 years; simultaneously overseeing all finance and reporting activities.
- Achieved commercialization of core product 6 months ahead of schedule and under budget.
- Negotiated, structured, financed and closed 2 strategic acquisitions leading to new lines of revenue and over \$80M in revenue backlog.

**Edentity, Inc.** | Newark, NJ

2004 – 2013

*Founder & Chief Executive Officer*

- Spearheaded the creation of an identify fraud solution and technology development company; raised \$10M in early-stage financing from institutional and high net worth investors.
- Successfully guided the company through development stage, a public listing, a subsequent de-listing and restructuring amid an economic downturn, eventually achieving profitability and ultimate sale.
- Negotiated and closed numerous customer and partnership agreements with major industry players

**Baird, Patrick & Co., Inc.** | New York, NY

1997 – 2004

*Director, Investment Banking*

- Managed private investment banking for a NYSE-member firm; areas of expertise included technology, communications, and energy.
- Led 5-person investment banking team that handled all aspects of private M&A, capital raising and joint venture transactions for middle market companies, with transaction sizes ranging from \$5 – \$50M.

### EDUCATION

**The University of North Carolina at Chapel Hill**

MBA, Kenan Flagler School of Business | BA, Economics

### CURRENT & FORMER BOARDS & ASSOCIATIONS

Board Director, Iota Communications, Inc. | Board Member, Continental Automated Building Association | Board of Trustees, Visions and Pathways | Board of Trustees, Lehigh Valley Academy | Member, Association of Certified Fraud Investigators

**2025 Chamber Officers**

**Betsy Harris**, Chair, Armacell, LLC  
**Elie Abou-Rjeileh**, Vice Chair, Olmaz Jewelers  
**Dan Lehman**, Immediate Past Chair, UNC Health  
**Sweta Adkin**, Treasurer, Adkin CPA PLLC  
**Creighton Blackwell**, Chair of the Partnership, Coastal Credit Union  
**Robert Saunders**, General Counsel, Brooks Pierce Law Firm  
**Aaron Nelson**, Secretary, The Chamber President & CEO

**2025 Board of Directors**

**Mayor Jess Anderson**, Town of Chapel Hill  
**Jesus Avendaño**, Gonzalez Painters & Contractors  
**La-Tasha Best-Gaddy**, Infinity Bridges  
**Alex Brandwein**, Brandwein's Bagels  
**Elizabeth Cheek**, Carolina Club  
**Mayor Barbara Foushee**, Town of Carrboro  
**Rory Gillis**, Triangle Media Partners  
**Kelly Holcombe**, BCBS of NC  
**Daniella Jaimes-Colina**, Piedmont Health  
**Jeff Kurtz**, Ram Realty  
**Anna Latta**, Hendrick Subaru Southpoint  
**Joel Levy**, Joel I Levy, CPA PLLC  
**Greg Lewis**, Sycamore at Chatham Mills  
**Scott Maitland**, Vice Chair, Community Impact, Top of the Hill  
**Chris McClure**, UNC-Chapel Hill  
**Earl McKee**, Orange County Commissioners  
**Jim McNeely**, Vice Chair Government Affairs Restoration1  
**Judy Miller**, Good Works Funding  
**Jennifer Player**, Habitat for Humanity  
**Eliazar Posada**, Posada Strategy Consulting  
**Caroline Riggsbee**, Pinnacle Financial Partners  
**Lauren Rivers**, Rivers Agency  
**Michael Rodriguez**, Subway  
**Sara Stephens**, Duke Energy  
**Ray Trapp**, Families & Communities Rising  
**Julia Wright**, Enbridge Gas NC

**Chamber Staff**

**Aaron Nelson**, President & CEO  
**Jensen Ashman**, Director of Community Engagement | Assistant to the President  
**Alissa Cook**, Director of Programs & Events  
**Taylor Gay**, Business Success Navigator  
**Luke Jackson**, Business Support Specialist  
**Hayley Loftus**, Events & Communications Coordinator  
**Ian Scott**, VP for Advocacy  
**Aury St. Germain**, Vice President for Member Success and Engagement  
**Jamie Strom**, Finance Manager

**Pat E. Sturdivant**  
**Executive Director**  
**Capital Area Workforce Development Board**  
**5942 Six Forks Road**  
**Raleigh, NC 27609**

December 1, 2025

Dear Ms. Sturdivant,

The Chamber for a Greater Chapel Hill-Carrboro is pleased to nominate Terrence DeFranco, Chief Executive Officer of IotaComm, for appointment to the Capital Area Workforce Development Board. IotaComm is a technology company specializing in smart infrastructure, IoT connectivity, and data-driven building solutions, with an expanding presence in North Carolina and a strong commitment to workforce innovation and regional economic growth.

IotaComm is an active member of the Chamber for a Greater Chapel Hill-Carrboro, and Terrence has demonstrated consistent leadership in supporting regional business development, emerging technologies, and equitable workforce advancement.

We are proud to strongly encourage his appointment to your board.

If you have questions about this nomination, please feel free to contact me.

Sincerely,



Aaron Nelson  
President & CEO  
[anelson@carolinachamber.org](mailto:anelson@carolinachamber.org)

Thank You to Our Community Champions!



THE UNIVERSITY  
of NORTH CAROLINA  
at CHAPEL HILL