



TENNESSEE
TITANS

EXECUTIVES

AMY ADAMS STRUNK

CONTROLLING OWNER AND CO-CHAIRMAN, BOARD OF DIRECTORS



Amy Adams Strunk assumed the role of controlling owner of the team in March 2015. She also serves as the co-chairman of the franchise's Board of Directors.

In her time as controlling owner Strunk has transformed the franchise through her vision, commitment and decisions that have set the team on an ascending trajectory. She hired Jon Robinson as General Manager and Mike Vrabel as Head Coach, while installing Steve Underwood first and then Burke Nihill to the position of President/CEO. Additionally, she has annually committed significant resources to upgrade Nissan Stadium and the team's practice facility, Saint Thomas Sports Park. Strunk also continues to grow the administrative staff for the franchise with significant additions across all departments.

All those changes translated to success on the field as the Titans went from a three-win team in 2015, to 9-7 records in each of the past four campaigns, playoff berths in two of the last three years and a trip to the AFC Championship game last year. It was the franchise's first appearance in the AFC Championship game since 2002, and the streak of four consecutive winning seasons is the longest in the "Titans era" (1999-present).

In the spring of 2018, she collaborated with Nashville city officials to secure the 2019 NFL Draft for downtown Nashville. By any measure, the 2019 NFL Draft was the most successful in NFL history, drawing a record 600,000 fans to downtown Nashville over the three-day event and setting television ratings records. The Draft resulted in \$224 million in economic impact and \$133 million in direct spending for the Tennessee economy, which were both NFL high-water marks. In June of 2019, Strunk was honored by the Tennessee Sports Hall of Fame as the "Tennessean of the Year," for her role in bring the NFL Draft to Nashville and her work to transform the franchise into a consistent winner.

Two years ago, the Titans launched the "We Stand For" campaign, designed to bring attention to the causes that are important to the team's

players, coaches and executives. In July 2019, Strunk presented \$450,000 in grant funding to 10 local non-profit organizations to help aid their causes. Strunk also was a leader in the community following the tornado which struck Nashville and Middle Tennessee in 2020, stepping up to donate \$1 million from the Titans Foundation to the Community Foundation of Middle Tennessee to help those affected by the disaster.

One of the daughters of Titans franchise founder K.S. "Bud" Adams, Jr., Strunk was raised on football and is proud of her father's role in founding the American Football League as well as the decades of leadership he provided not only to the Titans franchise, but also to the National Football League. Her goal is to build upon that legacy and establish the Titans as one of the league's elite franchises.

An independent businesswoman for more than 30 years, Strunk is the owner and president of both Kenada Farms and the Little River Oil and Gas Company. She has been significantly involved in the family's farming and ranching businesses, including serving as the vice president of Bud Adams Ranches, Inc. These ventures provided her valuable knowledge about customer service as well as the opportunity to manage a diverse range of employees and business operations, and these experiences have shaped her management style.

"I believe in hiring good people and letting them do their jobs," said Strunk. "Everything should revolve around what's best for the Titans and not around the owner. While I talk frequently with the leaders of the Titans as I do with all of our family's companies, the people in our football operations need the control and latitude necessary to create an exciting and competitive team.

"Our business staff needs the same freedom in order for our organization to reach its full potential and to continue to create a first-class fan experience at Nissan Stadium. Decisions will always be made based on what is the best for the team to reach our goals of becoming one of the elite franchises of the NFL and enriching the communities of Nashville and middle Tennessee.

"Nashville is one of the most dynamic and rapidly growing cities in the nation with a very promising future," said Strunk. "We are proud to be a part of Nashville and Middle Tennessee, and we want the Titans to be a leader in providing opportunities for people and businesses in the city and the region to achieve their dreams."

Engaged in the process of improving all aspects of the franchise, Strunk has the best interest of the football team and the fans on her mind as she makes her decisions. As evidence of that engagement, the Titans have become one of the best home teams in the NFL, posting a 20-8 home mark in the last 28 games leading into the 2020 season.

Last fall, the team also broke ground on a significant addition to Saint Thomas Sports Park, which will more than double the footprint and will allow all departments to be under one roof, after spending many years spread out over multiple locations. Additionally, the team will refurbish a number of football areas that have been untouched since the building opened in 1999.

In 2016, Strunk was appointed to the NFL's Hall of Fame Committee. Her appointment continues a family legacy, as her father was a long-time member of the committee. Additionally, in 2017, Strunk was named to the



Amy Adams Strunk was named the 2019 Tennessean of the Year by the Tennessee Sports Hall of Fame.

Board of Trustees for the Pro Football Hall of Fame. In 2018, she added an appointment to the NFL's Super Bowl and Major Event Advisory Committee.

A graduate of the University of Texas with a degree in history, Strunk is an avid horse enthusiast whose other interests include farming, ranching, tennis and a variety of other outdoor activities. She also served as a volunteer coach of both the boys and girls varsity tennis teams at her daughter's high school.

Never one to turn down a challenge, during the 2017 offseason, Strunk accepted an invitation to skydive with members of the Army's Golden Knights to kick off draft week.

Strunk is married to her husband Bill. She has three children — Tracy, Tommy, and Blanche, who are all avid sports fans and outdoor enthusiasts.



Strunk announced an expansion of Saint Thomas Sports Park in December 2019.

BURKE NIHILL

PRESIDENT/CEO



Burke Nihill is in his fifth season with the Titans and his first as the team's President/CEO. Prior to becoming President/CEO in May of 2020, he was elevated in February to Senior Vice President/Business Operations & Chief Legal Officer. He originally joined the organization as General Counsel in 2016 and was elevated to Vice President and General Counsel in 2019.

In his previous roles with the team, Nihill oversaw the club's legal and human resources functions and worked on club initiatives related to state and local government, company culture, and general business planning and strategy for both the Titans and Nissan Stadium. During his time with the Titans, he has participated in the negotiation of club contracts with team sponsors, media rights partners, stadium vendors, and major concert and event promoters. Nihill was instrumental in Nashville's effort to secure and execute the 2019 NFL Draft. He also was tasked with overseeing the renovation and expansion of Saint Thomas Sports Park.

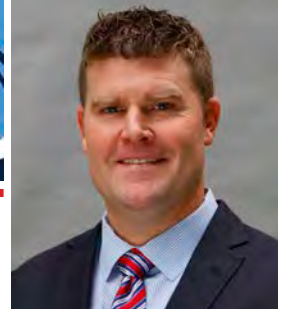
Before joining the Titans, Nihill gained 15 years of professional experience in several industries. He held legal and management roles at VMware, an international software company based in Silicon Valley. Prior to VMware, he served as Associate General Counsel at OfficeMax Incorporated and as a private attorney at a Chicago law firm.

Nihill received his bachelor's degree in Business Administration from Illinois Wesleyan University and his law degree with honors from Chicago-Kent College of Law.

Nihill resides in Franklin, Tenn., with his wife, Holly, and their three children, Emma, Jack, and Chase.

JON ROBINSON

EXECUTIVE VICE PRESIDENT/GENERAL MANAGER



Jon Robinson enters his fifth season as the team's general manager. He was hired in January of 2016 and was promoted in 2017 to executive vice president/general manager.

Robinson's work in his first four years helped the team go from three wins in the season prior to his arrival to four consecutive 9-7 seasons, earning playoff berths in two of the past three seasons and a spot in the 2019 AFC Championship Game for the first time since 2002. He became the fifth general manager in franchise history to have the team in the playoffs within his first two full seasons. Robinson also is the only general manager during the "Titans era" (1999-present) to oversee four consecutive winning seasons.

The roster constructed by Robinson in 2019 featured the NFL's leading rusher (Derrick Henry), the NFL's leader in passer rating (Ryan Tannehill), the leading rookie receiver (A.J. Brown) and four Pro Bowl players (Henry, Tannehill, defensive tackle Jurrell Casey, punter Brett Kern). With this success, the 2020 offseason presented a number of challenges with 15 players reaching the end of their contracts. He was able to retain many key members, including Tannehill, Henry, tackle Dennis Kelly and outside linebacker Kamalei Correa. Additionally, he extended contracts with Kevin Byard and Ben Jones, who were scheduled to reach free agency following the season, prior to the 2019 season kicking off. In free agency the team added outside linebacker Vic Beasley, cornerback Johnathan Joseph and special teamer/linebacker Nick Dzubnar. In the draft, the Titans selected tackle Isaiah Wilson, cornerback Kristian Fulton and running back Darrynton Evans in the first three rounds.

In the 2019 offseason, Robinson added key veterans to bolster the roster, engineering a trade with Miami that brought Tannehill to the team, while also adding guard Rodger Saffold, wide receiver Adam Humphries and outside linebacker Cameron Wake. Robinson also was able to keep two key contributors on the roster, re-signing S Kenny Vaccaro Kern. On draft day, Robinson added Mississippi State defensive lineman Jeffery Simmons in the first round and Brown from Ole Miss in the second round.

Early in the 2018 unrestricted free agent signing period, Robinson targeted a pair of former New England Patriots: cornerback Malcolm Butler and running back Dion Lewis. During the 2018 NFL Draft, Robinson used trades to move up three times as he selected linebackers Rashaan Evans and Harold Landry.

During the 2017 offseason, Robinson used free agency to address needs on defense and special teams. Most notably, he spearheaded deals for cornerback Logan Ryan (New England), safety Johnathan Cyprien (Jacksonville) and special teams Pro Bowler Brynden Trawick (Oakland).

In the 2017 NFL Draft, Robinson spent first-round picks on wide receiver Corey Davis (fifth overall) and cornerback Adoree' Jackson (18th overall). It marked the first time the franchise had a pair of first-round draft selections since 1987. Overall, the members of the 2017 draft class combined for 76 games played and 42 starts as rookies.

In his first year as an NFL general manager, Robinson's leadership and decision-making helped the Titans triple their win total from the previous season, finishing 9-7 in 2016 after a 3-13 finish in 2015. The six-win improvement tied for the most in franchise history (1967 and 1974) and doubled the previous club benchmark for the most wins in the first year under a new general manager (three by Bum Phillips in 1975).

Within the first four months at his post, Robinson pulled the trigger on several key personnel decisions. On March 9, 2016, he made his first major acquisition, swapping fourth-round draft picks with the Philadelphia Eagles

in exchange for running back DeMarco Murray. The trade provided major dividends in 2016, as Murray led the AFC and ranked third in the NFL with 1,287 rushing yards.

Around the same time, Robinson began to work the free agent market. Ben Jones and wide receiver Rishard Matthews highlighted the haul, and both were instrumental in helping to transform the Titans offense into the 11th-ranked unit in the NFL in 2016. Jones started all 16 games and keyed a rushing attack that ranked third in the league, while Matthews set career highs with 65 receptions (tied for the team lead), a team-high 945 receiving yards and a team-high nine touchdown receptions. The latter number tied for sixth in the NFL and tied for ninth in franchise history.

On April 14, 2016, two weeks before the NFL Draft, Robinson and the Titans dealt the first overall pick to the Los Angeles Rams in one of the biggest trades in recent NFL history. The Titans gave up the No. 1 pick and a fourth-rounder in order to receive the 15th overall pick, two second-rounders and a third-rounder in 2016, plus the Rams' first- and third-round picks in 2017. From 1990–2015, there were seven trades involving the No. 1 overall pick, but this was the first since 2004, when the San Diego Chargers selected Eli Manning with the first pick and dealt his rights to the New York Giants.

The Titans had their hands at one point or another on 17 selections in the 2016 draft due to five different trades (including one trade in 2015), and in the end, they ended up with a class of 10 players, including four of the top 45 picks. Robinson swung a draft-day trade with the Cleveland Browns to move back up to the eighth slot to choose Michigan State tackle Jack Conklin.

All 10 members of Robinson's first draft class played in at least one game in 2016. They accumulated a total of 110 games played and 38 starts, including 16 starts at right tackle by Conklin. The eighth-overall pick capped his successful rookie campaign by being named first-team All-Pro by Associated Press. Other rookies in 2016 who made significant contributions included Henry, Byard and fifth-round wide receiver Tajaé Sharpe. Byard earned first-team All-Pro honors and a Pro Bowl berth in his second season.

Robinson arrived in Tennessee with a wide range of experience from working his way up on the personnel side of the NFL. From 2014–2015, he served as director of player personnel for the Buccaneers and oversaw both college and pro departments as the team rebuilt its roster. The 2015 Buccaneers draft class made a significant impact, including four rookie starters: quarterback Jameis Winston, tackle Donovan Smith, guard Ali Marpet and linebacker Kwon Alexander.

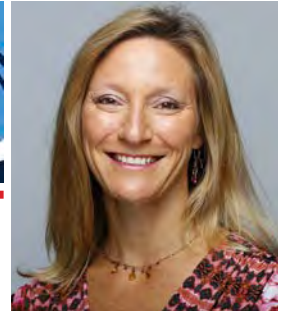
Prior to joining Tampa Bay, Robinson spent 12 years with the New England Patriots, including his last five years (2009-13) as the director of college scouting. In the five years heading up their college scouting, the Patriots added a number of key components to their roster that won the Super Bowl in 2014, including wide receiver Julian Edelman, defensive back Devin McCourty, tight end Rob Gronkowski, tackle Nate Solder and defensive end Chandler Jones. He joined the Patriots as an area scout in 2002, a role he served for four seasons. Robinson then spent two years (2006-07) as a regional scout, before being promoted to assistant director of college scouting in 2008 and then director of college scouting in 2009. In his time scouting for the Patriots the team won 10 division titles, four conference titles and two Super Bowls (2003, 2004).

Robinson played three years at Southeast Missouri State as a defensive lineman after starting his college career at the Air Force Academy. Following

his college career as a player, he spent one season (1998) coaching at his alma mater and three years (1999-2001) coaching at Nicholls State.

A native of Union City, Tenn., Robinson and his wife, Jaimie, have two daughters, Taylor and Bailey.

He and his wife are deeply involved in the Juvenile Diabetes Research Foundation (JDRF), as the disease affects their oldest daughter, Taylor. In 2018, the Robinsons chaired the JDRF Gala in Nashville which raised over 1.8 million dollars for diabetes research.



Jenneen Kaufman is in her 24th season and her 12th as Senior Vice President/CFO for the Titans in 2020. Kaufman spent her first 11 seasons as the team's controller before being promoted to Vice President/Controller in 2008.

Kaufman is responsible for financial reporting, budgeting and the Collective Bargaining Agreement audit for the franchise. She also oversees the accounting of ticket and suite sales, sponsorships and broadcast revenues, player and staff payroll, while assisting with special projects. In addition, she oversees the accounting for Nissan Stadium, including concerts, Tennessee State University football games, the Music City Bowl and other events; and served as human resources liaison for all Titans employees in Nashville from 1999-2014.

In 2008, Kaufman was selected to attend the NFL's Stanford Program for Managers, which included a wide range of educational programs designed for league executives.

Before joining the Titans, Kaufman was Vice President of Finance and Human Resources for the American Cancer Society from 1995-97. She previously worked for Arthur Andersen LLP (1992-95) as an audit division senior accountant.

A native of Knoxville, Tenn., Kaufman graduated summa cum laude with a B.S. in Business Administration from the University of Tennessee. She earned her CPA certification in 1994 and is a member of the Tennessee Society of CPA's, serving as the chair of the Sports and Entertainment Conference Committee.

For the past 18 years, Kaufman has participated in the Tennessee Society of CPA's Accounting Academy, promoting accounting to high school students throughout Tennessee. Kaufman is featured in an award-winning video produced by the American Institute of Certified Public Accountants. The video is played for high school and college students across the country seeking to get into the accounting field.

In 2011, she was named one of Nashville's "Most Powerful Women" by the Nashville Post and subsequently honored during a luncheon by Nashville's premier business publication.

An active member of the Nashville community, Kaufman serves on the United Way Board and the Downtown Partnership Board. She also volunteers at her church and speaks at various financial seminars in Nashville.

She and her daughter, Maggie, reside in Nashville, Tenn.

GIL BEVERLY

SENIOR VICE PRESIDENT/CHIEF MARKETING & REVENUE OFFICER



Gil Beverly enters his second season with the Titans and his first as Senior Vice President/Chief Marketing & Revenue Officer. He joined the team in 2019 as team's Vice President of Brand, Marketing & Communications. In this new role, he will direct Ticketing, Marketing, Corporate Partnerships, Digital Communications and Community Impact.

In his first season with the Titans, Beverly challenged and guided departments to find new and innovative ways to engage with fans. Highlights on the marketing side included a joint venture with Lipscomb University on the development and launching of the cartoon character "Titans Man," a series of Pop Up Shop parties to introduce new merchandise to a younger demographic and "Titans Art Rush," an art show that featured Titans-centric photos and artwork. On the ticketing side, the team introduced a digital season ticket for new fans, the "Fireball Fast Pass," and a season ticket member reward program, "The 22nd Element." The digital content team debuted several new content series, including a three-part series on Marcus Mariota that originated from Hawaii. The team's community relations outreach was also a focal point and rose to new heights in response to the tornadoes that swept through middle Tennessee in March 2020, and in July 2019, hosting a community engagement panel with players and local agencies addressing issues in the Nashville community with \$450,000 distributed in grants.

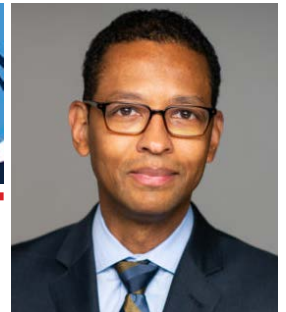
Before joining the Titans, Beverly worked as Vice President, Partnership Solutions for Learfield IMG-College. In this role he oversaw the development of marketing & sponsorship programs across over 200 collegiate athletics departments and other related sports properties. In doing so, he helped to create and drive partnerships with a range of Fortune 500 companies including Allstate, Nissan and State Farm, among others.

Prior to his experience at Learfield, Beverly served as Vice President College Sports Marketing for ESPN. In doing so, he was involved in development of sponsorship architecture and promotional strategy around various media properties including the College Football Playoff, SEC Network, College GameDay and Tournament Challenge, among others.

A native of Evanston, Ill., Beverly graduated from the undergraduate division of the Wharton School of Business at the University of Pennsylvania. He then went on to secure his MBA from the Warsaw Sports Marketing Center at the University of Oregon.

ADOLPHO BIRCH

SENIOR VICE PRESIDENT/BUSINESS AFFAIRS & CHIEF LEGAL OFFICER



Adolpho Birch is in his first season with the Titans as Senior Vice President, Business Affairs & Chief Legal Officer. He joined the organization in 2020 after spending 23 years at the NFL headquarters in New York.

Birch's responsibilities with the Titans include legal affairs, human resources, government relations, and business planning and strategy.

As an advisor to Commissioners Paul Tagliabue and Roger Goodell, Birch served in many senior-level roles throughout his time at the league office.

Most recently, from 2015 to 2020, Birch served as the NFL's Senior Vice President of Labor Policy & League Affairs. His broad range of duties covered labor negotiations, litigation matters, government relations, player engagement, employee development and the league's critical response team. He helped develop, administer and enforce policies respecting the integrity of the game and the reputation of the league, including those on substances of abuse, performance-enhancing drugs, gambling and criminal misconduct.

Working with government officials, he also advanced the NFL's legislative, political and regulatory interests on key issues such as youth concussion laws, the league's tax status and the FCC's blackout rule.

In supervising the NFL's player engagement efforts, which encompass a number of programs to support player and employee off-field success, he helped improve access to continuing education, financial education, career development and clinical assistance.

Additionally, he served on several executive working groups and cross-organizational committees including those related to sponsorship, legalized sports betting, media advertising policy, and disaster relief.

Birch began his career with the NFL as Labor Relations Counsel from 1997 to 2007. His primary responsibility in that role was the enforcement of the league's Collective Bargaining Agreement, including player and club contract and injury grievances, benefit matters and salary cap disputes. He later was promoted to Vice President of Labor Policy and Player Development (2007–2010), Senior Vice President of Law and Labor Policy (2010–2012), and Senior Vice President of Labor Policy and Government Affairs (2012–2014).

Prior to his work in the league office, Birch clerked for the Honorable Thomas A. Wiseman, Jr., Chief Judge of the U.S. District Court for the Middle District of Tennessee. He then worked in private practice in Houston as an associate at Fulbright & Jaworski and later a labor and litigation boutique.

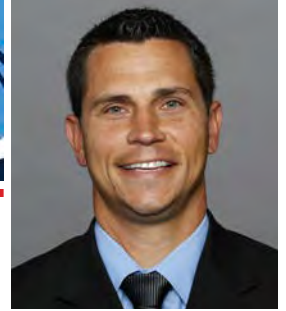
A Nashville native and graduate of Father Ryan High School, Birch attended Vanderbilt University Law School as a Patricia Roberts Harris Scholar, serving on the Editorial Board of the Vanderbilt Law Review and earning his juris doctorate in 1991. He did his undergraduate work at Harvard University, where he graduated with honors in government.

Birch is involved with several professional and philanthropic organizations, including Vanderbilt University Board of Trust (Secretary); Sports Lawyers Association (Board of Directors); Partnership for Clean Competition (Board of Governors); Business of Sports School, New York City (Industrial Advisory Board); and Why Not Sports? (Advisory Board).

His father, A.A. Birch, Jr., was the first African-American Chief Justice of the Tennessee Supreme Court and became the first judge to serve at every level of the Tennessee judiciary. In 2006, the city of Nashville named its new criminal justice building after him.

RYAN COWDEN

VICE PRESIDENT OF PLAYER PERSONNEL



Ryan Cowden is in his 21st NFL season and his fifth with the Titans. In 2018, he was promoted to Vice President of Player Personnel. He originally joined the franchise as the Director of Player Personnel.

Cowden oversees all areas of the scouting department, both college and pro, including advance scouting, free agency preparation, and evaluation of players in the NFL and all other professional leagues. In addition, he assists with college scouting and preparation for the NFL Draft.

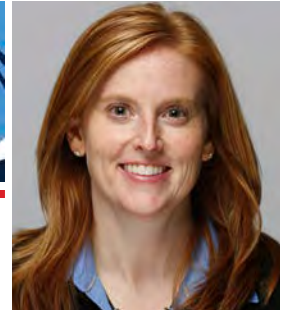
He joined the Titans in 2016 after 16 years with the Carolina Panthers. In Carolina, Cowden last held the title of Assistant Director of College Scouting, a position he held for two years. Prior to that role, he served as the team's National Scout/Senior College Scout for two years (2012-14) and was a national scout from 2008-12.

Cowden originally joined the Panthers as a scouting assistant in 2000. He became an area scout in 2001 and was responsible for the southeast area from 2001-07. During his time in Carolina, the franchise won two NFC titles, five division crowns and advanced to the playoffs six times.

Cowden and his wife, Dana, have a son, Noah, and a daughter, London.

BROOKE ELLENBERGER

VICE PRESIDENT OF TICKETING



Brooke Ellenberger enters her sixth season with the Titans after joining the Titans in March of 2015. She spent 11 years with the Houston Astros, including her last three years in Houston as the Senior Director of Ticket Operations and Strategy.

In her time with the Titans, Ellenberger has grown the team's ticket office and developed a plan to improve both engagement and customer service for the season ticket members. Under her leadership, the team also implemented digital ticketing, a variable pricing model, innovative ticket packages and a rewards program for season ticket members.

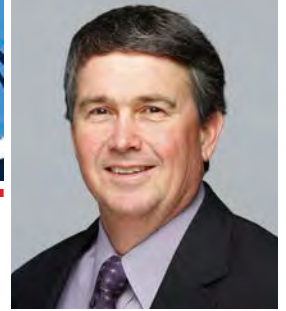
She originally joined the Astros in 2004 as the Ticket Systems Manager and worked her way up through the ticket office, holding various titles.

Before working for the Astros, Ellenberger spent four years with the New Orleans Saints. She joined the organization as ticket sales representative and was the Box Office Manager at the time of her departure to the Astros.

A native of Rock Hill, S.C., Ellenberger graduated with a degree in Marketing from Clemson University.

BOB FLYNN

VICE PRESIDENT OF FACILITIES AND GAME DAY OPERATIONS



Bob Flynn joined the Titans in 2015 as the team's Vice President of Facilities and Game Day Operations.

In his role for the Titans, he oversees both Nissan Stadium and Saint Thomas Sports Park. More specifically, he is responsible for all aspects of stadium operations on game day and the fan experience. He also serves as the point person for scheduling additional events at Nissan Stadium. Since his arrival, Nissan Stadium has hosted many unique events, including the Rolling Stones, Guns 'N Roses, Beyoncé, Taylor Swift, Kenny Chesney, Ed Sheeran, Eric Church, Monster Jam and a Topgolf event. Under his direction, the stadium has hosted top-flight soccer matches including Nashville Soccer Club, the She Believes Cup, a Gold Cup soccer semi-final, International Champions Cup and games featuring both the U.S. National Men's team and the Mexican National Team.

Flynn previously served as Senior Director of Corporate Partnerships for the Nashville Predators and was an Arena Football League general manager, including four years with the Nashville Kats.

With the Predators, Flynn was responsible for soliciting, retaining and closing sales of corporate partnerships, including major accounts with Vanderbilt University, AT&T, Jack Daniel's (Brown Forman) and Tropicana Evansville. In addition to developing and designing new sellable inventory, Flynn assisted with several Nashville Predators Foundation initiatives, including the Predators Foundation Wine Festival and Tasting.

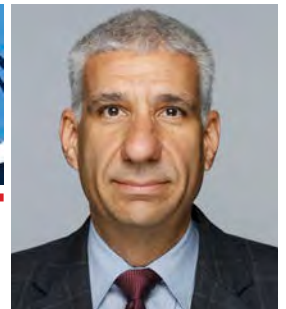
Prior to joining the Predators, Flynn developed the re-launch of the Nashville Kats under NFL management. He was responsible for all business operations of the Arena Football team, including marketing, advertising, ticket sales, sponsor partnerships and game operations. He also directed the hiring of all front office and game day staff, coordinated team travel and maintained the fiscal budget for all operating costs of the team.

Flynn began his AFL career with the Orlando Predators from 1991-98, serving as Chief Operating Officer, Sponsorship Manager and Marketing Manager. He later became Vice President of Operations with the AFL's Los Angeles Avengers from 1999-03. In that role he was in charge of all aspects of startup operations, including name selection, sponsorship development, marketing, ticketing, game presentation and football operations.

Flynn earned a B.A. in History and Master's in Sports Administration from the University of Florida. He received the Barry Trotz Award for Community Involvement in 2013 and sits on the Events Committee for the Nashville Sports Council.

VIN MARINO

VICE PRESIDENT OF FOOTBALL ADMINISTRATION



Vincent Marino is in his 14th season with the Titans and 10th as Vice President of Football Administration in 2020. He originally joined the organization in 2007 as the Senior Director of Football Administration after spending 18 years at the NFL offices in New York.

Marino's primary responsibilities include the management of the Titans' salary cap and player contract negotiations. He interacts closely with Titans General Manager Jon Robinson on numerous football-related issues.

Marino also serves as the Titans liaison with the NFL office regarding labor and contract issues as well as player personnel matters. In 2014, he was selected to participate in the prestigious NFL's Career Development Symposium at the Wharton School of Business in Philadelphia. Currently, he is a member of the NFL Player Insurance Trust; and additionally, he sits on the appeals panels for the NFL Player Tuition Assistance Plan and the NFL Severance Pay Plan.

During his time with the NFL's Management Council, Marino spent eight years in the Player Personnel Department (Analyst, 1990-95; Manager/Player Personnel, 1995-98) and eight years in Labor Operations (Sr. Manager of Labor Operations, 1998-03), the last three as the Director of Labor Operations (2003-06). Marino gained expertise in various capacities and his experience includes: being a primary club contact for player contract valuations, enforcing the rules of the CBA (collective bargaining agreement), salary cap regulation and participating in a strategic group related to forming the CBA between the league and the players.

Additionally, he has assisted the league in Super Bowl game operations and has served as a replay communicator at numerous games during his tenure. He originally joined the NFL as an assistant in the Public Relations department, where he spent two years.

Born and raised in the Bronx, N.Y., Marino graduated from the Bronx High School of Science and went on to earn summa cum laude honors from Fordham University. While at Fordham, he earned a communications degree and is a member of Phi Beta Kappa.

Marino and his wife, Nikoleta, have two sons: Nikolas and Alexander.



Ralph Ockenfels is in his 23rd season with the Titans, 15th as a vice president and 30th overall in the National Football League in 2020. He was named Vice President of Corporate Sponsorships in 2019, after serving as Vice President of Marketing and Broadcast & Digital Rights for the previous four seasons.

In his current role, Ockenfels oversees a wide array of Titans revenue generating concepts, sponsorship platforms and marketing assets.

Under his leadership, the team has seen growth in both new and existing partnerships. The team announced on June 25th, 2015 it had secured a dynamic, new 20-year naming rights agreement with Nissan North America to rename the Titans' home Nissan Stadium. He served the same role for the previous naming rights agreement with LP Building Products in 2006.

In addition, the team announced major marketing extensions with additional marquis partners. Both Pinnacle Financial Partners and LP Building Products announced long-term extensions and were also secured as enduring team partners under his management. In 2016, he spearheaded the highly innovative Nissan "Hall of Greats" displays in the concourses of the stadium that honor the best players in Tennessee Titans history and showcasing their stellar careers in two-tone blue. The "Hall of Greats" provides a unique state-of-the-art interactive area for fans to enjoy at every event at Nissan Stadium and to learn more about Titans greats via interactive player photos, statistics, and video highlights.

Ockenfels helped launch the Titans' syndicated feature television show, "Titans All Access," which enters its 18th season in 2020 and brings Titans programming into multiple television markets throughout the Mid-South region as well as spearheading sales on Titans pre-season games. "Titans Blitz" made its debut in 2016, bringing another piece of television programming to the Middle Tennessee market. In 2018, he also helped launch the all-new "Titan Up Tailgate Party," a free, fan-friendly tailgate party featuring live music, Titans cheerleaders and an array of sponsored interactive areas for fans to enjoy prior to kickoff. In 2017, he organized the first of its kind Miller Lite Ride Share Lounge at Nissan Stadium to help promote safe rides and improve traffic flow.

He was also instrumental in launching the highly creative and nationally recognized "Aloha Y'all" campaign welcoming Titans quarterback Marcus Mariota to Tennessee less than 24 hours after the 2015 NFL Draft pick was announced. Ockenfels also spearheaded the annual innovative celebration of Tennessee Titans fans with the Coke "Hall of Fans" campaign at Nissan Stadium.

His community involvement includes serving as a board member on Big Brothers and Big Sisters of Middle TN and working with Tennessee Donor Services to promote organ donation. In addition, he launched the Nissan "Titans of Taste" charity dinner to aid deserving Tennessee non-profit agencies in an impactful way during the 2015 season going forward. The event in 2019 benefited Boys and Girls Clubs of Middle Tennessee and raised approximately \$90,000 in one evening.

Prior to joining the Titans, Ockenfels was the Assistant Director of Marketing for the Green Bay Packers from 1992-98 after joining the team as an intern in 1991. Ockenfels served on the advance team for the Packers in Super Bowls XXXI and XXXII and Super Bowl XXXIV for the Titans.

A native of Iowa City, Iowa, Ockenfels earned his B.A. from the University of Northern Iowa and M.S. from Western Illinois University. He and his wife, Jannette, reside in Franklin, Tenn.