



...by entrepreneurs for entrepreneurs.

## Message from the Board

## Useful Links

Dear vtTA Members & Supporters,

As we start the New Year, we once again will work with the Vermont Legislature, government officials and others to support, promote and advocate on behalf of Vermont's technology business sector. We were pleased to participate in the "Vermont Economy Pitch - Priority # 1 on Day One" on January 7 hosted by Vision to Action Vermont and Lt. Governor Phil Scott and attended by a cross-section of legislators. Our main message - one that we will carry throughout the session - was that the technology business sector has a positive impact on the state's economy, it represents an economic growth opportunity for Vermont, and that it should be encouraged and supported.

We have a number of exciting events for the beginning of the year, and we hope you can join us.

Our [Lunch & Learn event on January 21](#) will focus on workforce development programs and grants for tech businesses. And then at our [Feb.18 Lunch & Learn](#) we'll hear from Paul Budnitz of Ello.

Two networking events also are on tap. Join us for a tech-themed [State of the Union watch party and social event](#) on Tuesday, Jan. 20. And then on Feb. 12 the vtTA is partnering with FirstLight for a [networking event and FirstLight open house](#).

Not yet a member of the vtTA? The New Year is a good time to join. You can sign up [here](#).

**Jeff Couture**  
Executive Director, Vermont Technology Alliance

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## Upcoming Events

### State of the Union Watch Party - Tech Social Event

[January 20, 2015, 7:30 p.m. - 10 p.m. - ECHO Lake Aquarium]

Join fellow tech business enthusiasts for a fun, social event and State of the Union watch party. Enjoy complimentary drink, food and a discussion

## Become a Sponsor

We have sponsorship opportunities in our newsletter, for our Lunch & Learn events, on our website, and much more.

on tech in Vermont.

For more information and to register, click [here](#).

## Lunch & Learn: Workforce Development for Tech Businesses

[January 21, 2015, noon to 2 p.m. - Community College of Vermont, Winooski]

Guest speakers Beth Demers, director of workforce development programs in the Vermont Department of Economic Development, and Michele Kupersmith, workforce education and training Coordinator with the Vermont Department of Labor, will discuss education and training programs and grants available to Vermont employers to help them develop a skilled workforce, with a focus on the needs of tech businesses.

For more information, click [here](#).

## LaunchVT Seminar 2

[February 11, 2015, 5:30 p.m. - 7 p.m. - ArtsRiot, Burlington]

LaunchVT holds its second seminar in support of this business pitch competition awarding cash and in-kind resources to entrepreneurs who deliver plans for a new business enterprise that demonstrates exceptional potential.

For more information, click [here](#).

## Networking Event and Open House at FirstLight

[February 12, 2015, 5:30 p.m. - 7:30 p.m. - FirstLight, Williston]

FirstLight and the Vermont Technology Alliance invite you to a networking event and Open House at FirstLight's data center facility in Williston, VT. Stop by to meet the talented team, learn about the company's exciting developments, take a tour of the data center and network with Vermont tech and business leaders.

To register for this event, please click [here](#).

## Lunch & Learn: Say Hello to Ello's CEO: Paul Budnitz discusses his social media start-up

[February 18, 2015, noon to 2 p.m. - Community College of Vermont, Winooski]

Click the link below to contact us.



Burlington entrepreneur Paul Budnitz will discuss the creation of Ello, an ad-free social network where user data is not for sale, and users can remain anonymous. Its unique design, business approach and role as a public benefit corporation have drawn much media attention.

For more information and to register, click [here](#).

## Summit: Creating Prosperity and Opportunity Confronting Climate Change

[February 18, 2015, Vermont Technical College, Randolph, VT]

The Vermont Council on Rural Development is hosting a summit on "Creating Prosperity and Opportunity Confronting Climate Change" on February 18 at Vermont Technical College in Randolph. The conference will bring together over 400 participants to explore how to confront the impacts of climate change in Vermont through economic development that can build Vermont's national reputation, create jobs, and attract youth and entrepreneurship to the state.

For more information and to register, click [here](#).

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## Vermont Tech in the News

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### In Case You Missed It: Video and Story from Economy Pitch

[Jan. 13, 2014 - Source: vtdigger.org]

Lt. Gov. Phil Scott and the advocacy group Vision to Action Vermont, held a "shark tank"/speed dating event for business organizations, including the vtTA, that were urged to tell lawmakers what changes to state policy would encourage economic development in Vermont.

For more, click [here](#).

### Made in Vermont: Greensea Systems

[Jan. 12, 2014 - Source: wcax.com]

WCAX-TV turns the lens of its "Made in Vermont" series to underwater robotics company and vtTA member Greensea Systems of Richmond.

For the story, click [here](#).

## Three keys to smart tech investing for businesses

[Jan. 8, 2015 - Source: burlingtonfreepress.com]

John Burton of NPI says many Vermont companies struggle with technology budgeting because of a weak link between technology planning and budgeting. A fresh perspective that accounts for constraints such as cash flow, spending impacts and the timing of major initiatives is recommended.

Read the commentary [here](#).

## Amazon Retaliates Against Vermont Sales Tax Law

[Jan. 7, 2015 - Source: burlingtonfreepress.com]

Amazon.com Inc. has barred Vermont residents and companies from earning money by referring customers to the Amazon website - a response, the company says, to a Vermont tax law. Vermont is one of six states whose residents are ineligible for the program, according to an Amazon Web page.

For more, click [here](#).

## Vermont ranks 4th on list of top moving destinations in 2014

[Jan. 5, 2015 - Source: vermontbiz.com]

Vermont ranks number 4 on the list of top U.S. moving destinations in 2014, according to an annual study released by United Van Lines, the nation's largest mover. In 2014, more residents were moving into Vermont than out of Vermont with 59 percent of moves being inbound. United found that 37 percent of people moving to Vermont were doing so because of a new job.

For more, click [here](#).

## Precyse Partners with Vermont HITEC

[Jan.1, 2015 - Source: press release]

Precyse Performance Solutions and Vermont HITEC announced a partnership to fill Precyse's current and future medical coding workforce development needs in Vermont. The two organizations are now recruiting candidates for the first session of a medical coding education program to train candidates as at-home medical coders for Precyse.

For more, click [here](#).

## Digital innovation brings new vitality to rural Vermont

[Dec. 26, 2014 - Source: vtdigger.org]

Paul Costello, the executive director of the Vermont Council on Rural Development , discusses how Vermont's history of innovation continues today with Vermont's tech companies and the opportunities broadband is bringing to Vermont communities, highlighted in the final report on the Vermont Digital

Economy Project.

For more, click [here](#).

## ECFiber expands with investments in 2014

[Dec. 25, 2014 - Source: press release]

The East Central Vermont Fiber Optic Network (ECFiber), based in Royalton is wrapping up its third full year in operation with almost 1,000 paying customers spread across 12 area towns. The ECFiber network now extends along 200 miles of rural Vermont roads.

For more, click [here](#).

## NuHarbor Security Recognized by CIO Review

[Dec, 2014 - Source: CIO Review]

NuHarbor Security has been listed by CIO Review as one of the Top 20 Most Promising Amazon Web Services Solution Providers. CIO Review evaluated hundreds of solution providers and shortlisted the ones at the forefront of tackling challenges faced in the industry

For more, click [here](#).

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## Featured Member

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### SecurShred

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SecurShred provides secure service solutions to the handling and disposal of confidential information and electronics. SecurShred specializes in paper shredding, [document imaging](#), [off-site records storage](#), electronic media storage and electronics recycling. SecurShred services Vermont, New Hampshire, New York and Massachusetts. Its paper, electronic media and hard drive destruction services have been AAA certified by the National Association for Information Destruction (NAID) for mobile and plant-based operation.

For more information, visit [www.securshred.com](http://www.securshred.com)

Would you like to see your company highlighted? Know of a company the vtTA should be talking about? Send us an email at [newsletter@vtta.org](mailto:newsletter@vtta.org)

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## New Member Update

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The Vermont Technology Alliance continues to welcome new members. New members joining the vtTA in the past month include [Digital Aurora](#), [Generator](#) and the [Vermont Information Consortium](#).

If you're not a member, please consider joining us. Members support the outreach and advocacy work of the vtTA and receive discounts on our sponsored events, access to our Career Center and networking and business opportunities.

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## Useful Information & Links

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### UVM Certificate Programs for Professionals - Spring 2015

The University of Vermont's Center for Leadership and Innovation 2015 professional certificate programs are open for enrollment. All seminars will be held at the DoubleTree Hotel Burlington. For more information, click [here](#).

Stay connected and subscribe to the [UVM brainwaves blog](#).

### SCORE Roundtable Series - The Art of Selling

You might have the perfect product or an in-demand service, but if you are not selling or feel uncomfortable selling, your business will not succeed. In this roundtable, Rick Royer, SCORE Mentor and sales professional with 30+ years of experience, will discuss what comes first - sales or profits, methods of generating sales, how to build a sales team, and more.

**Date/Time:** Tuesday, February 03, 2015 - 5:30-7:00 pm

**Location:** New England Federal Credit Union, 141 Harvest Lane, Williston, VT

To sign up for this seminar, click [here](#).

### Vermont Works for Women Offering IT Training Program

Step Up to Information Technology is a new, nine-week program for women interested in the field of information technology. The program is being offered by Vermont Works for Women from January 21 through April. Classes will run Monday and Wednesday evenings and Saturdays, followed by six weeks of Monday-only classes that focus on helping women find internship and work opportunities in the field.

Find more information about the program [here](#).

Know of any resources that would be helpful to vtTA members? Send us an email at [newsletter@vtta.org](mailto:newsletter@vtta.org)

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