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...by entrepreneurs for entrepreneurs.

Message from the Board

Useful Links

Dear vtTA Members & Supporters,

We had hoped to see legislation passed this year that would have addressed the definition and requirements for hiring independent contractors, since current rules have resulted in confusion and problems for employers, and lost work opportunities for independent contractors. It looked like a bill to do that had a chance of passage - unfortunately, it was not to be this year. The vtTA supports changes that balance worker protections with support for an independent and collaborative workforce in the tech industry. We'll look to next session for an opportunity to help make it easier for entrepreneurs to work independently in the tech economy and for tech businesses to hire them.

The Vermont Technology Alliance will be participating in the Vermont Career Connections Job Fair on May 19. We will discuss job opportunities in Vermont's tech sector and represent our member businesses that combined have more than 150 jobs available - both tech and non-tech positions. Be sure to check out the listing of jobs available from vtTA member businesses on our [Career Center](#).

One of the public policy priorities highlighted by the vtTA in our report [Vermont's Tech Employment - The Hidden Driver of our Economic Growth](#), is to address infrastructure needs, in particular access to high-speed broadband statewide. We're pleased to welcome Jim Porter, director of telecommunications and connectivity in the Vermont Department of Public Service as our [May Lunch & Learn](#) speaker. He will provide a progress report on Vermont's goal to bring high-speed broadband Internet throughout Vermont. We look forward to seeing you there.

Jeff Couture

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Executive Director, Vermont Technology Alliance



Renewable NRG Systems is hiring!

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*Julia Austin
Technical Services Manager
22 years with RNRG*

Upcoming Events

Vermont Career Connections Job Fair

[May 19, 2016 - Sheraton Hotel & Conference Center, South Burlington]

The Vermont Recruiters Association and the Lake Champlain Regional Chamber of Commerce is holding its third annual Career Connections job fair. A wide range of employers will be on hand at this free event. The Vermont Technology Alliance will participate and represent member businesses at the event.

Find more information [here](#).

VMEC VT Manufacturers Forum

[May 24, 2016 - Built by Newport, Newport]

The next Vermont Manufacturers Forum sponsored by VMEC will highlight Lean Culture and

Operational Transformation at Built by Newport (formerly Newport Furniture Parts), at their Newport facility.

For more, click [here](#).

vtTA Lunch & Learn - A Vermont Broadband Progress Report

[May 25, 2016 - Community College of Vermont, Winooski]



The availability of robust broadband is an economic development necessity and opportunity for Vermont, particularly for tech businesses, entrepreneurs and remote workers. Jim Porter, director of telecommunications and connectivity in the Vermont Department of Public Service, will provide an update on Vermont's goal to bring high-speed broadband Internet throughout the state.

Find more information and register [here](#).

CVEDC Leadership Seminar-How Culture & Cause Drive Engagement & Service

[June 1, 2016 - Norwich University, Northfield]

This year's Leadership Seminar by the Central Vermont Economic Development Council features Dr. Jackie Freiberg a bestselling author and one of the nation's top speakers on leadership.

For more, click [here](#).

Women's Economic Opportunity Conference

[June 4, 2016 - Vermont Technical College, Randolph]

Vermont's 20th Annual Women's Economic Opportunity Conference will feature U.S. Attorney General Loretta Lynch as the keynote speaker. The event also will include workshops throughout the day.

For more, click [here](#).

New York Venture Summit

[July 21 & 22, 2016 - New York City]

Come meet, interact and network with more than 500 VCs, corporate VCs, angel investors, investment bankers and CEOs of early stage and emerging growth companies at the New York Venture Summit. The vtTA has made arrangements for our network to receive a discount to attend.

For more, click [here](#).

Vermont Technology Alliance's Annual Sunset Dinner Cruise

[August 25, 2016 - Spirit of Ethan Allen, Burlington]

Save the date! Plan to set sail with the Vermont Technology Alliance and friends aboard the Spirit of Ethan Allen for our annual sunset cruise. Enjoy spirits and a plated dinner amid the spectacular setting of Lake Champlain. Come join us for an evening of food, fun and conversation and help support the Vermont Technology Alliance.



For more, click [here](#).

Vermont Technology News

Cybersecurity Firm Pwnie Express To Expand in Boston and Burlington

[May 16, 2016 - Source: Seven Days, xconomy]



The cybersecurity firm and vtTA member Pwnie Express, which also has an office in Burlington, announced that it raised \$12.9 million in venture capital, including help from VCET. The cash will help the company expand its efforts to help customers prevent hackers from gaining access to sensitive data.

Read more [here](#) and [here](#).

Special Report: VTel built out wireless system in Chittenden County

[May 15, 2016 - Source: VTDigger]

In 2010, the Rural Utilities Service awarded Springfield-based VTel \$116 million to provide broadband to unserved communities in the Northeast Kingdom and Southern Vermont. Documents from the state show that between 2011 and 2016, VTel Wireless received permits for 137 towers and antennas in Vermont. At least 28 of those permits were for addresses in more populated areas, including the Burlington area, Montpelier, Rutland and other population centers where the Public Service Department says there is competition among wireless providers.

Read more [here](#).

ECFiber Announces Coverage Plans for Six Towns

[May 11, 2016 - Source: VTDigger/Press Release]

The East Central Vermont Telecommunications District ("ECFiber") today announced plans to provide high speed, community-owned Internet to six Vermont towns in 2017. Nearly 100% of households and businesses in Barnard, Thetford, Strafford, West Windsor, Pomfret, and Pittsfield will have access to an optical fiber internet connection in 2017.

Find more [here](#).

Burlington, UVM selected for MetroLab Network

[May 9, 2016 - Source: Vermont Business Magazine]

The City of Burlington and the University of Vermont have joined the MetroLab Network, a network of 35 city-university partnerships focused on bringing data, analytics, and innovation to local government. Members of the network research, develop, and deploy technologies and policy approaches to address challenges facing the nation's urban areas.



For more, click [here](#).

A Digital Schmoozefest in Stowe

[May 9, 2016 - Source: VTSki+Ride]

Inntopia's annual "User Groups" conference brought some of the top names in the ski and travel biz to Stowe in May. Inntopia, a vtTA member, is the reservations and booking technology engine behind many of North America's largest ski resorts and has branched out to four-season resorts from Hawaii to St. Moritz.

For more, click [here](#).

Vermont Community Loan Fund Gets \$500,000 from USDA to Help microentrepreneurs

[May 9, 2016 - Source: Vermont Business Magazine/Press Release]

The Vermont Community Loan Fund will strengthen its support of Vermont's small and micro businesses thanks to a \$500,000 loan and grant combination from the US Department of Agriculture. VCLF will use USDA Rural Development's Rural Microentrepreneur Assistance Program to provide aspiring small businesses with loans and technical assistance. The deadline for applicants is June 30.

Find more [here](#).

Norwich and VSAC Team Up on Science and Technology Scholarships

[May 5, 2016 - Source: Vermont Business Magazine/Press Release]



Norwich University is partnering with the Vermont Student Assistance Corporation (VSAC) to offer science, technology, engineering and mathematics (STEM) scholarships for qualified Vermont students beginning this fall. Students identified by school representatives within each high school will be eligible to apply for this scholarship, which ranges from \$25,000-\$30,000 a year for each of four years.

For more, click [here](#).

Green Mountain Power Begins Installations of the Tesla Powerwall Home Battery

[May 5, 2016 - Source: VTDigger/Press Release]

Green Mountain Power announced it has begun customer installations of the Tesla Powerwall home battery for customers. The technology empowers customers to store power for use during outages. When paired with rooftop solar, customers can generate and store their own energy, increasing reliability and the production of clean power. GMP, a vtTA member, is the first utility in the country to install the Powerwall for its customers.

Read more [here](#).

A Bill Defining Independent Contractors Meets a Contentious Demise

[May 4, 2016 - Source: Vermont Public Radio]

An attempt to define the difference between employees and independent contractors turned into one of the most controversial bills of the 2016 legislative session. The legislation met its demise this week when a procedural maneuver, orchestrated by the leader of the House Progressive caucus, led to a decision to pull it from the House floor. But the issue isn't going away. For all the contention it's wrought in Montpelier, House Bill 867 springs from surprisingly peaceable origins. Supporters hailed it as a sensible solution to what, under current law, has been a vexing question: What's the difference between an employee and an independent contractor?

Read more [here](#).

Vermont Named a Top Location for Telecommuters

[May 2, 2016 - Source: Inc.]

Are you looking for a job where you can work from home? Your chances of finding one may partly depend on where you live. That's the surprising finding from the latest research by FlexJobs, an online service for professionals seeking telecommuting positions. Montana and Vermont are the most telecommuting states, with 7.1 percent of the population working from home.

Find more [here](#).



Nielsen and VIP Announce Analytic Integration for Beverage Industry

[April 27, 2016 - Source: Vermont Business Magazine/Press Release]

Nielsen announced the next steps in its strategic alliance with Vermont Information Processing (VIP), a vtTA member and the leading supplier of wholesaler data to the alcohol beverage industry. Beginning this month, Nielsen's scan data reports will be available within VIP's iDIG analytics and reporting tool, which will provide a one-stop view of operational metrics to over 16,000 users nationwide.

For more, click [here](#).

VITL Announces Chief Financial Officer and Security Analyst

[May 2016 - Source: Press Release]

Vermont Information Technology Leaders, Inc. (VITL) has named Robert Turnau as the new vice president of finance/chief financial officer, and Jonathan Knapp as security analyst. VITL, a vtTA member, is a nonprofit organization that assists Vermont health care providers with adopting and using health information technology.

For more, click [here](#).

SymQuest Hires Finance and Operations Personnel

[May 2016 - Source: Press Release]

SymQuest Group, Inc., a wholly-owned subsidiary of Konica Minolta Business Solutions U.S.A., Inc. and a vtTA member, announced the addition of Shelby Pousland and Kelly Barton to its Finance and operations teams, respectively. Pousland joins SymQuest as an Accounting Support Specialist, and Barton as an Administration Support Specialist.

For more, click [here](#).

Featured Member

Hardwick Software



Hardwick Software provides custom database-driven web applications tailored to specific client needs. Tools and products developed by Hardwick Software include student educational service management systems, an order and inventory management system, a time card management system, and a community calendar.

Hardwick Software takes pride in the long-term relationships developed with its clients. They work closely with clients to understand their specific needs and apply that knowledge to the development of tools that increase their productivity. They put into practice the philosophy that the client's needs drive the software design. Their software is designed so that it can be easily updated as the client's requirements change.

In 2012, based on perceived market needs, Hardwick Software developed a software kernel designed for general case management information and reporting needs. This kernel follows current HTML5 and CSS3 standards.

Using this kernel, Hardwick Software developed a product for Adult Education data management that meets almost 100% of the federal reporting requirements.

To learn more, please visit www.hardwicksoftware.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

New Member Update

The Vermont Technology Alliance welcomes businesses and individuals to join our non-profit business association. Members benefit from vtTA's advocacy, programs and services, including discounts on our sponsored events, job postings in our Career Center, and networking and business opportunities.

Sign up to be a new member [here](#).

Useful Information & Links

Read the vtTA Report on Vermont's Tech Jobs

Vermont's tech-based workforce represents the largest and fastest growing employment sector in the state. The Vermont Technology Alliance released a report highlighting the size and impact of tech jobs in Vermont called **Vermont's Tech Employment - The Hidden Driver of Our Economic Growth**.



VERMONT'S TECH EMPLOYMENT
The Hidden Driver of Our Economic Growth

SEE IT HERE



Growth. The vtTA produced this report to draw attention to tech's contributions to Vermont's economy, the economic growth potential it represents for the state's future, and to outline public policy priorities that will help us expand our tech economy.

You can read the report [here](#).

Survey on Creation of Spinoff Firms in Vermont

A new research project is being launched with the support of the Kauffman Foundation to get a better sense of the unique tech business characteristics of Vermont and how its entrepreneurial ecosystem has developed and evolved over time.

The creation of new firms, often in the form of spinoffs, is an important dynamic in entrepreneurial ecosystems. Spinoffs are defined as firms that are started by former employees of private or public companies, laboratories, universities or federal, state and local governments.

Vermont company leaders are invited to participate in a survey, available until May 30, to reach and collect information from founders of spinoffs within the state of Vermont. The data collected will help build a genealogy map representing the region's spinoff activity.

For more, click [here](#).

CCV Survey on Computer Science Curriculum

The Community College of Vermont (CCV) offers two-year associate degrees and career-focused certificate programs across Vermont and online. CCV is considering merging two computer science degree programs into one computer science associate degree that provides a consistent set of skills for general IT employment needs, and a choice of focus areas aligned with job opportunities in Vermont. CCV is seeking feedback from the tech and business community on its draft program revisions by completing a brief survey.

You can find the survey [here](#)

vtTA's Career Center



Visit the **Career Center** on the **Vermont Technology Alliance website** to browse and search job openings from vtTA members. We currently have more than 150 job openings, making it a good source for finding an opportunity with growing Vermont tech businesses.

For more, click [here](#).

"America's Greatest Makers" is Casting Season Two

Season two of the reality TV show, "America's Greatest Makers" is looking to showcase an even wider variety of innovations by using not only the Intel Curie Module, but also an advanced developer platform that can connect to a broad array of input and output devices - including cameras and displays. What smart-connected device will you make to walk away with one million dollars?

For more, click [here](#).

SCORE Small Business Roundtable Series Videos

Champlain Valley SCORE's business roundtable series has concluded for the year, but you can catch up on some sessions you may have missed by watching videos of past roundtable presentations [here](#).

Resources



Are you looking for business services, meet-up groups, government information or funding sources? Find this and more at vtTA's **resources page** posted on the **Vermont Technology Alliance website**. And be sure to let us know if there's something we should add.

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