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Message from the Board

Dear vtTA Members & Supporters,

We had an opportunity to testify before the House Commerce and Economic Development Committee in support of repealing the so-called cloud tax, which has been a concern for some vtTA members. The Senate Commerce Committee's economic development bill, S.138, includes a provision that ends the tax, and it appears the House committee will follow suit. We are hopeful our efforts will lead to the end of the tax this session. The House Economic Development Committee also is considering provisions in its own economic development bill that could be beneficial to the tech sector, including ideas to help with recruiting employees to fill tech positions in Vermont.

Of note in the senate bill are provisions to expand the Vermont Employment Growth Incentive (VEGI) program to benefit tech businesses, including areas such as information processing, information management services, computer programming services, computer design services, computer facilities management services and biotechnology.

Opportunities for tech businesses to find venture capital and other financing are the focus of our next Lunch & Learn event on April 22 in Middlebury, featuring a panel discussion with Cairn Cross, Ken Merritt and Andrew Stickney.

Jeff Couture
Executive Director, Vermont Technology Alliance

Useful Links

Upcoming Events

Energy Innovations Night at Generator
[April 16, 2015, 5:30 p.m., Generator, Burlington]

Join the Vermont Energy Investment Corporation and friends for Energy Innovations Night at Generator, designed to match people and ideas with the resources needed to advance energy innovation.
For more information, click here.

Become a Sponsor

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

Lunch & Learn: Finding Business Financing and Venture Capital

[April 22, 2015, noon to 2 p.m. - Middlebury Congregational Church, Middlebury]

Join the vtTA for its April Lunch & Learn, featuring a panel discussion on how tech and other entrepreneurs can obtain financing and capital investment for their business ventures. Panelists are Cairn Cross of FreshTracks Capital, Ken Merritt of Merritt & Merritt & Moulton and Vermont Venture Network, and Andrew Stickney with the Vermont Center for Emerging Technologies. They'll cover areas such as venture capital, seed financing and later-state expansion financing.
For more information and to register, click here
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GigHacks BTV

[May 1-3, 2015 - Dealer.com, Burlington]

BTV Ignite is sponsoring a 48-hour gigabit hackathon, where Burlington will join with four other cities to help kick off the gigabit age and expand the gigabit app ecosystem. Participants will work on projects to take advantage of gigabit networking capabilities. While each city will host its own unique event, they'll be linked to one another via video network to support shared app development.

Interested participants can register here.

Vermont Technology News

Greensea Systems Receives Entrepreneurial Loan

[April 13, 2015 - Source: VEDA press release]

Greensea Systems of Richmond was approved for a $170,000 loan as part of a package of funding for Vermont businesses announced by the Vermont Economic Development Authority. Greensea plans to invest in facility improvements and other areas and expects to increase employment from its current 12 to 20 positions.

For more information, click **here**.

Biotech plant groundbreaking in May

[April 5, 2015 - Source: burlingtonfreepress.com]

Following several delays, developers expect to break ground in May on a new biotechnology plant in

Newport that is largely funded by foreign investors and slated to create at least 400 jobs.

For more information, click **here**.

Ello gets $5M more in funding, apps 'imminent'
[April 1, 2015 - Source: burlingtonfreepress.com]

Burlington-based social network Ello announced that it secured an additional $5 million in funding, and that mobile apps for the site would be available soon. Ello also released a new version of Ello, called Beta V.2, which includes full-screen browsing and navigation, expanded search, and drag-and-drop editing.

For more information, click **here**.

Bill forms new state oversight for broadband
[March 31, 2015 - Source: vtdigger.org]

A bill that will change the oversight structure of state telecom programs passed the House in a nearly unanimous voice vote. **H.117** forms a new Division of Telecommunications and requires the division to submit a report to the Legislature each year that maps Internet speed availability across the state.

For more information, click **here**.

VT business leaders optimistic on tech hires
[March 31, 2015 - Source: burlingtonfreepress.com]

The Vermont Business Roundtable and Economic & Policy Resources announced the results of their joint survey, which shows business leaders have a neutral outlook for the Vermont economy. The professional/technical services sector had the most optimistic outlook on expected demand and employment.

For more information, click **here**.

The Hiccups of Technology in Vermont Schools
[March 27, 2015 - Source: vpr.net]

Technology is becoming increasingly important in education. But smaller enrollments, shrinking budgets and rural infrastructure have made incorporating technology more difficult for some schools than others.

For more information, click **here**.

Chittenden County Named # 1 - Tech Industry a Factor
[March 24, 2015 - Source: press release]

A Pittsburgh-based economic consulting firm, Fourth Economy, has ranked Chittenden County number one among communities with populations between 150,000 and 499,999. The county, with a population

of approximately 159,000, is poised to achieve sustainable economic growth while attracting people and investment, according to the firm, citing the area's vibrant tech industry as a factor.

For more information, click **here**.

Logic Supply Featured at Congressional Showcase
[March 24, 2015 - Source: press release]

Industrial and embedded computer manufacturer Logic Supply exhibited a range of commercial computing devices at an Internet of Things (IoT) Showcase presented by the House Energy and Commerce Subcommittee on Commerce, Manufacturing and Trade in Washington, DC on March 24. Members of the Logic Supply team, along with other industry leaders from across the country demonstrated emerging trends in the evolving IoT landscape.

For more information, click **here**.

Vermont HITEC Training Program Guarantees Jobs
[March 23, 2015 - Source: vpr.net]
A new collaboration between Triad Design Service, Burlington College and a non-profit called Vermont HITEC will train students to become technical writers. It's the latest in a number of job-training programs offered by Vermont HITEC.

For more information, click **here**.

Maponics Acquires Assets of Urban Mapping
[March 20, 2015 - Source: press release]

Maponics, a leading provider of spatial data based in White River Junction, has announced the acquisition of Urban Mapping's Neighborhood product and related assets from the Silicon Valley company. The acquisition is part of Maponics' strategy to deliver advanced geospatial solutions to the market.

For more information, click **here**.

Featured Member

Physicians Computer Company (PCC)

The Physician's Computer Company (PCC) develops practice management and medical record software and provides practice management services for pediatric offices worldwide. PCC's mission is to remove the obstacles that prevent pediatricians from practicing medicine, ranging from new regulations from the insurance industry, changing standards in quality of care, to the

increasing importance of pediatric practices as medical homes. PCC stays abreast of these changes, providing personalized attention to each practice, ensuring their success in the face of an ever-changing healthcare landscape.

Since 1983, PCC has put its clients, employees, and community first by providing unmatched pediatric expertise and service, contributing to the community, and creating a positive employee culture. In 2013, PCC formalized this mission by becoming a Benefit Corporation, legally making the welfare of pediatric practices, the health of our community and the well-being of our employees our primary objectives.

For more information, visit **www.pcc.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 continues to welcome new members. New members joining the vtTA in the past month include Michael Metz and Associates and **Hardwick Software**.

If your business is not a member, please consider joining. Members support vtTA programs and our outreach and advocacy work, and receive discounts on our sponsored events, access to our Career Center and networking and business opportunities. Sign up to be a new member **here**.

Useful Information & Links

vtTA's Career Center

Be sure to visit the Career Center tab on the **Vermont Technology Alliance website**. Member companies can post open positions, while job seekers can search positions and sign up for new posting notifications.

Current available positions listed include:

- Software Developers - Norwich University Applied Research Institutes (NUARI)
- Model & Simulation Engineer - NUARI
- Mobile Application Developers - NUARI
- Technical Service Center Manager - Draker, Inc.
- Computer Production Technician - Logic Supply
- Account Executive - OEM/ISV - Logic Supply
- Technical Analyst - iSystems, LLC
- Data Architect - iSystems, LLC
- Technology Manager - Technical Connection, Inc.
- Web Application Developer - Vermont.gov

For more, click **here**.

Government Contracting Matchmaking Event

The Vermont Manufacturing Extension Center is partnering with the Vermont Procurement Technical Assistance Center to offer a training and matchmaking event for businesses interested in government contracts. The event is May 6 - 8 at the Equinox Resort in Manchester, and is designed to foster business partnerships between government agencies and Vermont businesses.

For more information, click **here**.

"Fresh Ideas" Seminars

Fresh Ideas is a complimentary breakfast and presentation series sponsored by the UVM Center for Leadership and Development designed for rising leaders, supervisors, and managers at all levels. These networking and training forums will be held at the DoubleTree Hotel in South Burlington. Upcoming session:

- Attracting and Recruiting Talent to Your Organization - April 30. Register **here**.

vtTA's Resources Page

Check out the **resources page** posted on the **Vermont Technology Alliance website**, to find listings and links for businesses, financing, internships, government organizations, events, services and more.

Find the resources page **here**.

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