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Message from the Board

Dear vtTA Members & Supporters,

We're continuing our Vermont outreach to meet those in different regions who are interested in tech business and job development, with meetings this month in **Addison County on March 24** at the KB Coworking and Conference Center in Vergennes and in **Central Vermont on March 31** at the Vermont State Colleges building in Montpelier. The meetings are held in partnership with the regional economic development corporations, and are an opportunity for attendees to learn more about the vtTA and to discuss tech economic development and job recruitment. Those outside of these regions are also welcome to join the discussions.

Have you checked out the **vtTA's Career Center** on our website? It's been updated with more than 100 job opportunities from our member businesses, making it a great source for finding an opening with growing Vermont tech businesses. It includes technology and engineering jobs, as well as accounting, human resources, and other positions.

We'll be taking these job openings on the road next month when we represent vtTA member businesses at the **Central Vermont job fair on April 6** as part of our recruiting effort. If you'd like to make sure your business' job openings are included in the job listing, please contact Ginny at ginny@vtta.org.

Speaking of tech job recruiting, here is your last chance to participate in the vtTA's Vermont tech job recruitment survey. We welcome representatives from tech businesses, as well as non-tech businesses with tech employees, to participate. You can find the survey **here**.

Finally, the House Commerce Committee has **submitted a bill** that clarifies rules for hiring and using independent contractors. The vtTA has advocated for changes captured in the bill that simplify the test used for determining an independent contractor vs. a regular employee. Let your representative know if you support this legislation.

Jeff Couture

Useful Links

PAY MEMBERSHIP

UPDATE MY INFO

NEWSLETTER SIGN UP

TAPPINGTECH

vtTA facebook

vtTA Linked in

Follow us on twitter

Become a Sponsor

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

Click the link below to contact us.

SPONSOR US

Executive Director, Vermont Technology Alliance

Upcoming Events

Vermont State Science and Math Fair

 [March 19, 2016 - Norwich University, Northfield]

This annual fair is the only state-wide science and math fair for middle and high school students, and showcases the work of students in grades 5-12 who have won local science and math fair competitions.

For more, click **here**.

Quebec-Friendly Business Seminar

[March 23, 2016 - Hilton Hotel, Burlington]

The Alliance Française of the Lake Champlain Region, in partnership with the Vermont-Quebec Enterprise Initiative, hosts a free breakfast seminar for all businesses with a Quebec-related activity or interest.

For more, click **here**.

Tech Business Discussion in Addison County

[March 24, 2016 - KB Co-working Center, Vergennes]

The Vermont Technology Alliance, in partnership with the Addison County Economic Development Corporation, is holding a meeting at the new Kennedy Brothers Co-working and Conference center to discuss tech economic development in Addison County.

For more, click **here**.

Generator's Birthday Bash

[March 26, 2016 - Generator, Burlington]

Generator Burlington celebrates its second birthday with the theme of "Tech and Tux: Celebrating Technology and Wearables"

For more, click **here**.

LaunchVT: Bringing the Idea to Life - Starting Your Startup

[March 29, 2016 - Arts Riot, Burlington]

Now that you've developed a great idea for your startup and maybe even secured some funding, how do you manage the day-to-day operations of running a business? Come hear from experts who've made the transition.

For more, click **here**.

Central Vermont Tech Business Discussion

[March 31, 2016 - Vermont State College Building, Montpelier]

The Vermont Technology Alliance is holding a meeting in partnership with the Central Vermont Economic Development Corporation to discuss tech economic development activity, needs and potential in the Central Vermont region.

For more, click **here**.

7th Annual Central Vermont Job Fair

[April 6, 2016 - Barre Auditorium, Barre]

The Central Vermont Economic Development Corporation and the Vermont Agency of Human Services VocRehab Vermont are hosting the 7th Annual Central Vermont Job Fair at Barre Auditorium.

For more, click **here**.

UX Burlington 2016

[April 29, 2016 - Main Street Landing, Burlington]

UX Burlington is a single day, conference-style gathering, focused on what it really takes to build a great user experience on the web.

For more, click **here**.

Vermont Technology News

ECFiber Plans to Double Service Area

[March 13, 2016 - Source: Vermont Business Magazine/press release]

ECFiber, based in Royalton, announced plans to activate 110 miles of network in 2016 and build an additional 250 miles in 2017. ECFiber is a consortium of 24 towns in East-Central Vermont that is building a community-owned, fiber-optic network to deliver high-speed Internet to every home, business, or civic institution in its territory.

For more, click **here**

City of Burlington Named a TechHire City

[March 10, 2016 - Source: press release]

The City of Burlington has been named a White House TechHire community, part of a multi-sector White House initiative. The city and BTV Ignite will partner with local educational institutions and employers to train and employ 75 tech workers in 2016, and 400 tech workers through 2020.

For more, click **here.**

Federal Designation Could Bolster Burlington's Tech Jobs Scene

[March 9, 2016 - Source: Seven Days]

The designation of Burlington as a White House TechHire Community will help the city foster high-paying jobs and assist Vermont tech employers in filling the ones they are already advertising. That's according to local leaders who spoke during a press conference.

For more, click **here**.

Vermont Design Works Announces New Ownership,

Location

[March 15, 2016 - Source: press release]

Vermont Design Works (VDW) founder Andrew Allen sold the firm to long-time employee and Director of Operations Donna Bepler. And in January, VDW moved to the historic Kilburn & Gates building in Burlington's south end.

For more, click **here**

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NextCapital expands in Burlington

[March 3, 2016 - Source: Vermont Business Magazine/press release]

NextCapital announced the opening of an office in Burlington, and the intent to attract top software engineers and web developers in Vermont. NextCapital develops software platforms that help with financial planning, including savings advice, and portfolio management.

For more, click **here**.

Boston Partnering with Vermont Tech Firm to Combat Homelessness

[March 3, 2016 - Source: Boston.com]

The city of Boston will work with a Vermont-based technology company to develop an app designed to help housing advocates find shelter for homeless residents. Green River, a technology firm based in Brattleboro, was selected by the city to build the new system, as a part of an action plan to end chronic homelessness.

For more, click **here**.

How Burlington's Creative Class Explains Bernie Sanders

[March 1, 2016 - Source: Citylab]

Democratic presidential candidate Bernie Sanders is fond of citing Scandinavian and Nordic countries as his models for economic prosperity. They also bear a strong resemblance to Sanders' own Burlington, Vermont. The Burlington metropolitan area punches above its weight as a talent magnet despite its small population. Burlington has an ample share of creative class residents-more than the national average.

For more, click **here**.

Logic Supply Unveils Ultra-Compact PC

[March 2, 2016 - Source: press release]

Logic Supply introduced a new, small form factor, fanless, and ventless industrial PC at this year's Digital Signage Expo. The CL100 Series is aimed at the industrial market, but includes features suited to both commercial and consumer applications.

For more, click **here**.

SymQuest Expands in New York with Office Systems Acquisition

[March 1, 2016 - Source: press release]

SymQuest Group, Inc. announced the acquisition of Office Systems, based in Plattsburgh and Watertown, NY, a provider of digital office solutions, including copiers, document imaging, and printers. The acquisition adds to SymQuest's 186 technology professionals, and seven branch locations throughout Northern New England and New York.

For more, click **here**.

Many Vermont Schools Still Need Faster Internet Access

[February 22, 2016 - Source: Burlington Free Press]

In classrooms today, high-speed Internet connections can help students learn various digital skills often needed for success in the workplace. But in Vermont, some still lack sufficient access to the web. Over 50 percent of schools have download speeds of 100 Mbps or more, but a dozen schools have subpar Internet connections.

For more, click **here**.

State Paves Improvements for GlobalFoundries' Favored Route

[February 19, 2016 - Source: VTDigger]

The Vermont Agency of Transportation is planning to ask the Legislature to fund improvements to a truck route in the western part of Vermont following a request from GlobalFoundries. The Shumlin administration is proposing that the Legislature allocate $30,000 in fiscal year 2017 for surveying and other preparation work on Vermont Route 22A. The federal government would throw in $120,000 for preparation work.

For more, click **here**.

Vermont Tech Offering Degrees in Software Engineering

and Entrepreneurship

[February 16, 2016 - Source: Vermont Business Magazine]

Vermont Technical College announced two new degree programs that will start in the fall of 2016. Both programs expand Vermont Tech's connection to economic development in Vermont. The college's will offer its first ever master's degree, the Masters of Science in Software Engineering, and added a new Bachelor of Science in Entrepreneurship program to the college's curriculum.

For more, click **here**.

Wired for Success

[Spring 2016 - Source: UVM - Vermont Quarterly]

Across UVM, administrative leadership, faculty, and students are embracing a new ethos: that innovative research and entrepreneurship -- resulting in products and services that benefit society, promote economic development, forge meaningful connections with the community and, potentially, earn revenue for the institution -- are included among the most important functions of the modern university.

For more, click **here**.

Featured Member

Downs Rachlin Martin

Operating on the fundamental belief that anything is possible when imagination and pragmatism live side by side, Downs Rachlin Martin has grown from a two-man shop in St. Johnsbury to one of the largest law firms in Northern New England. Today, the 60-plus attorneys of DRM apply creativity and experience to solve tough legal problems, especially when it comes to protecting one of your business' most valuable assets: intellectual property.

From offices located in Vermont and New Hampshire, DRM works with clients to protect brands and innovation, commercialize and defend these creative assets, and manage intellectual property portfolios in

New England, the United States and worldwide. DRM's intellectual property practice combines in-depth experience in intellectual property and commercial law to efficiently advise clients in a wide variety of technology transactions and to help create value out of innovation. DRM's attorneys bring to the table the business acumen and focused legal skills needed to negotiate technology agreements and to structure creative partnering arrangements.

As part of the firm's ongoing commitment to the community, attorneys and employees are encouraged to participate in both regional and local chambers and industry associations, and to assist non-profits dedicated to service. Kate Foley, a DRM lawyer focusing on corporate, transactional and intellectual property matters, serves on the Board of the vtTA.

To learn more, visit **drm.com** or email Kate Foley directly.

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

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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

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 100 job openings, making it a good source for finding an opportunity with growing Vermont tech businesses.

For more, click **here**.

SCORE Small Business Roundtable Series: Power Sales Techniques to Drive Success

Champlain Valley SCORE continues its small business roundtable series on the first Tuesday of each month with "Power Sales Techniques to Drive Success," Tuesday, April 5, 5:30 - 7 p.m. at the New England Federal Credit Union in Williston.

Sales are a part of every business, especially if you are offering products or services. How do you sell effectively? In this session, Rick Royer of North Star Leasing and a Champlain Valley SCORE mentor, will discuss critical techniques that foster professional selling.

For more and to register, click **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.

Find the resources page **here**.

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