



...by entrepreneurs for entrepreneurs.

## Message from the Board

Dear vtTA Members & Supporters,

We had a good discussion at our January Lunch and Learn event on the recommendations of the Legislative committee on how to encourage and support Vermont's tech sector. You can find a copy of the report on the Vermont Legislature site: [Enhancing Vermont's Software and Information Technology Economy](#). Please share it with others who may be interested and communicate your support where you can.

The membership of vtTA continues to expand. Recent members include Fairpoint Communications, Google and Windstream communications. As we continue to work to be Vermont's voice for technology in 2013, you can stay connected with us through this newsletter, our [web site](#), [Linked-In](#) and new [Facebook](#) page. What would you like to see from vtTA this year? Let me know at [jeffcouture-vtta@comcast.net](mailto:jeffcouture-vtta@comcast.net).

**Jeff Couture**

Executive Director, Vermont Technology Alliance

## Useful Links

[PAY MEMBERSHIP](#)

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[vtTA Linked in](#)

## Upcoming Events

### Lunch & Learn with Peter Welch

[Feb. 20th - PCC Maple Conference Room]

For this month's Lunch & Learn, the vtTA welcomes Congressman Peter Welch, for a discussion on issues at the national level, with a focus on tech. Come hear Peter's perspective on Congressional programs and direction, particularly as they impact Vermont and the technology industry, followed by a discussion where you can ask questions and share your perspective on what's important to Vermont's technology sector. As a member of the subcommittees on Communications and Technology, and Commerce, Manufacturing and Trade of the [Energy and Commerce Committee](#), Peter is involved in areas important to Vermont's tech community, which should make for an interesting and informative event.

[RSVP here](#)

## Event Spotlight

**LUNCH & LEARN**

### February Lunch & Learn with Congressman Peter Welch

Wednesday, Feb. 20th, 2013  
12:00pm - 2:00pm

PCC Maple Conference Room  
20 Cascade Way  
2nd Floor Champlain Mill  
Winooski, Vermont 05404

[Directions](#)[RSVP](#)

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## Vermont Tech In the News

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### Shumlin Administration Proposes to Make Cloud Computing Tax Exemption Permanent

[Feb. 13th, 2013 - Source: VermontBiz.com]

The Shumlin administration's miscellaneous tax proposal - a mix of substantive and technical tax policy changes - would remove a sales tax on cloud computing use by businesses. The draft legislation also fleshes out the administration's much-discussed plans to tax break-open tickets and cut the state's earned income tax credit. Last year, the Shumlin administration backed a retroactive cloud computing moratorium that reimbursed businesses for about \$2 million in taxes that had already been collected. This time, the proposal would make the exemption permanent.

For more information, click [here](#)

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## Have News?

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We're interested in keeping members up to date with all technology related news in Vermont. Have a story or event you would like to share? Have a link you believe would be helpful to members? Click the button below to submit your news or event item.

[SUBMIT NEWS](#)

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## State of Tech Agenda

[Feb. 12th, 2013 - Source: vtTA]

The Vermont Technology Alliance was one of the sponsors of the "State of Tech" event at the ECHO Center in Burlington Feb. 12. The event was an opportunity for tech enthusiasts, individuals pursuing start-ups and others from small and large businesses alike to join together for a fun social event and a chance to learn what is on Vermonters' agenda for tech on the state and national level as the President delivered his annual State of the Union speech. About 50 attendees gathered to enjoy some Vermont beverages, snacks and fellowship with like-minded techies to discuss and listen to ideas on the local and national fronts. The event included a brainstorming discussion of topics that the group identified as important to supporting Vermont technology, and included areas such as marketing Vermont as a technology state, attracting employees, open source software, incubator space and STEM education.

For WPTZ video coverage, click [here](#)

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## Vermont FiberConnect Connects Green Mountain College

[Feb. 11th, 2013 - Source: VermontBiz.com]

Sovernet Fiber Corp and the Vermont Telecommunications Authority (VTA) announced today that the Vermont FiberConnect (VFC) project continues to improve broadband in Vermont's rural areas with its most recent completion of fiber service to Green Mountain College in Poultney. The new infrastructure will double the previous capacity that the college was able to obtain through the incumbent carriers in the area, allowing the small but prestigious school the opportunity to compete at the same level with much larger colleges and universities in New England's metro areas.

For more information, click [here](#)

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## Burlington Telecom Mediation Postponed Until March 12

[Feb. 8th, 2013 - Source: VermontBiz.com]

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The Early Neutral Evaluation (ENE), or mediation, in the Burlington Telecom case, scheduled to resume today, February 8, 2013, has been postponed until March 12, 2013. The Mayor's Office will not be issuing any further statement on this matter given the confidential agreement signed by all mediation participants.

For more information, click [here](#)

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## Vermont Manufacturing Firm SemiProbe Announces Rapid Expansion

[Feb. 6th, 2013 - Source: VermontBiz.com]

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SemiProbe, a global supplier of modular probe and inspection equipment for the semiconductor industry, today announced record revenue growth, expansion of their facility in Winooski, Vermont, and the addition of new employees in 2012. The company anticipates an additional 50 percent increase of its Vermont workforce in 2013.

For more information, click [here](#)

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## Vermont Video Game Developers Look to Legislature for Support

[Feb. 4th, 2013 - Source: Seven Days]

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Political gamesmanship is common at the Statehouse, but on Wednesday, legislators played games of a different kind. That afternoon, a group of local video game developers set up their iPads and gaming consoles in Room 11, and invited lawmakers to stop by and play.

For more information, click [here](#)

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## Burlington Attorney Deals with Property Law - the Intellectual Kind

[Feb. 1st, 2013 - Source: Burlington Free Press]

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Gordon E. R. Troy, attorney at law, was named one of New England's best defenders of intellectual property by Super Lawyers Magazine, a publication that profiles attorneys. Troy prosecutes trademark and copyright cases and offers legal advice for companies entering the online and technological sector. He said that he protects brands, trademarks and technological inventions around the world.

For more information, click [here](#)

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## Burlington Metro Area Near Top of Patent List

[Feb. 1st, 2013 - Source: Burlington Free Press]

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The Burlington-South Burlington metropolitan area ranked second only to San Jose, Calif., Friday in a report on patents issued by the Brookings Institution in Washington, D.C. The report described Burlington as leading the way, along with San Jose, among the most inventive metro areas in the country, with 3,951 patents per million residents from 2007 to 2011.

For more information, click [here](#)

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## Welch Renews Push to Tax Online Retailers

[Jan. 31th, 2013 - Source: VTdigger.com]

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Congressman Peter Welch, D-Vt., says he will re-introduce bipartisan legislation that would impose a sales tax on online retailers like Amazon.com and other companies that now avoid state sales tax. In a rare appearance at the Statehouse, Welch painted the issue as important both as a "basic matter of fairness," and as a tool for ensuring the survival of downtown retail shops.

For more information, click [here](#)

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## Featured Member

### PAR Springer-Miller Systems



Founded in 1984 in Stowe, Vermont, PAR Springer-Miller Systems develops comprehensive property management systems for the world's finest hotels, resorts and spas. With ATRIO® Guest Experience Management, PAR Springer-Miller Systems has pioneered and delivered a new generation of technology for the hospitality industry; moving hospitality to the cloud, a new user experience, and to a new way of doing business. PAR Springer-Miller also offers SMS|Host Hospitality Management System the first guest-centric property management system, and SpaSoft®, a fully integrated, dynamic activities management/scheduling software solution.

To learn more, visit their website at: [www.springermiller.com](http://www.springermiller.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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## Useful Information & Links

### **VT EPSCoR is pleased to provide 2 funding opportunities with awards of up to \$15,000 to Vermont based businesses.**

#### SBIR PHASE (0)

- ε Provides the opportunity to compete for up to \$15,000
- ε Deadline: May 1, 2013
- ε IMPORTANT NOTE: Follow-up SBIR funding requirements revised from initial release
- ε To see full submission guidelines, please visit <http://www.uvm.edu/~epscor/redirect/sbir>

#### USE OF FACILITIES FOR PRIVATE SECTOR

- ⌘ Provides the opportunity to compete for up to \$5,000
- ⌘ Rolling Deadline - you may submit a proposal at any time
- ⌘ To see full submission guidelines, please visit: <http://www.uvm.edu/~epscor/edir/use>

#### QUESTIONS?

Please email [epscor@uvm.edu](mailto:epscor@uvm.edu)

Or, phone (802) 656-7931

Visit us on the web at [www.uvm.edu/EPSCoR](http://www.uvm.edu/EPSCoR). Follow us on [Facebook](#), [Twitter](#) or by [RSS feed!](#)

### LaunchVT - Young Entrepreneurs Business Pitch Competition

[LaunchVT](#) is a business pitch competition that awards cash prizes to young entrepreneurs who deliver plans for a new business enterprise that demonstrates exceptional potential in today's market.

- ⌘ \$20K in Cash Awards
- ⌘ \$40K in-kind support
- ⌘ Mentoring - Each team selected will be paired with an entrepreneurial mentor.
- ⌘ No equity positions will be taken by LaunchVT

Any young entrepreneur can enter LaunchVT, with any start-up idea. To qualify, your company must be an early stage startup headquartered in Vermont. To us this means you probably haven't raised over \$50K of investment, and probably don't have more than \$100K in annual revenue.

LaunchVT encourages you to apply even if you exceed these guidelines. Their review panel will evaluate your application and determine whether or not you are an early stage start-up. Have questions? Email LaunchVT at [info@btvypg.com](mailto:info@btvypg.com) and they'll will respond as soon as possible.

<http://launchvt.com>

Organizers include Burlington Young Professionals and the Lake Champlain Regional Chamber of Commerce

**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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## Associate Members

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