



...by entrepreneurs for entrepreneurs.

## Message from the Board

Dear vtTA Members & Supporters,

Does Vermont need to improve its image as a state that welcomes and attracts technology jobs and businesses? What can Vermont do to market itself as a home for technology entrepreneurs and enterprises? The vtTA will explore these and other questions about marketing Vermont as a technology state at our next Lunch & Learn event on March 27.

Our guest speakers will be David Parker, vice president for strategy development with Dealer.com and Kathy Murphy, Vermont's chief marketing officer. Speaking of Dealer.com, the vtTA is pleased to welcome Chris Yager, director of operations at Dealer.com., as a new member of its board of directors. And speaking of the board, members gathered recently to hold a retreat to plan for the future. Key focus areas identified included: continuing to expand the visibility and membership of the organization statewide, strengthening finances, and improving operations.

**Jeff Couture**

Executive Director, Vermont Technology Alliance

## Useful Links

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## Upcoming Events

### Vermont Makers Meetup: 3D Printing Revolution

[Mar. 25th - Champlain College's Miller Center]

Three makers, inventors, and entrepreneurs will discuss 3D printing technologies, current 3D printing options, and the future of 3D printing on March 25 at Champlain College's Miller Center at 175 Lakeside Avenue, in Burlington. Speakers include Jon Bondy, Tim Humphrey and Tyler McNaney.

For more information, click [here](#)

### Lunch and Learn: Marketing Vermont as a Technology State

[Mar. 27th, 2013 - PCC's Maple Conference Room]

Please join the Vermont Technology Alliance on March 27 for our next

**LUNCH & LEARN**

### March Lunch & Learn: Marketing Vermont as a Technology State

Wednesday, Mar. 27th, 2013  
12:00pm - 2:00pm

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

Lunch & Learn discussion that will focus on marketing Vermont as a home for technology businesses and jobs. Vermont is well known for its rural, agricultural and recreational features that attract tourists, skiers and other visitors. However, sometimes this image can create a perception that Vermont is not a hub for technology.

[Directions](#)

[RSVP](#)

To RSVP, click [here](#)

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## Invention2Venture (I2V) Conference

[Apr. 4th, 2013 - UVM Dudley H. Davis Center]

The annual Vermont Invention2Venture Conference (I2V) is an exciting event bringing together academic researchers, students, entrepreneurs and business leaders from across Vermont and several colleges and universities focusing on entrepreneurship, job creation, and economic growth. This year we are offering a highly interactive, roundtable discussion format. Rich Tarrant, Jr., Founder and CEO of MyWebGrocer is our key note speaker.

For more information, click [here](#)

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## Judges Wanted for the Vermont State Science and Math Fair

[Apr. 13th, 2013 - Norwich University]

The 2013 Vermont State Science & Math Fair will be held on Saturday, April, 13th 2013 in the Science Complex at Norwich University in Northfield, Vermont. Organizers are still looking for qualified judges to find the projects worthy of awarding the superior and excellent medals. If you have a passion for our youth and have judged science projects before, or are familiar with the scientific or engineering method and are interested in science, we invite you to help judge the fair.

For more information, click [here](#)

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## Vermont Tech In the News

## Have News?

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### World-class Wind Tunnel Opens in Williston

[Mar. 18th, 2013 - Source: VermontBiz.com]

The world's largest wind tunnel for wind sensor calibration opened in Williston - and Governor Peter Shumlin and representatives from The University of Vermont (UVM) and NRG Systems were on hand for the event. Owned and operated by Svend Ole Hansen of SOH Wind Engineering, this facility will be used to calibrate wind sensors like those manufactured by Hinesburg's NRG Systems as well as to test the effects of wind on large structures like bridges and buildings. The wind tunnel will also serve as an educational resource for the UVM students.

For more information, click [here](#)

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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## Comcast Launches Ethernet Services for Businesses in Burlington Area

[Mar. 18th, 2013 - Source: VermontBiz.com]

Comcast Corporation, a global media and technology company, today announced that its Ethernet services will be available in the coming weeks across six communities in Chittenden County, Vermont.

For more information, click [here](#)

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## VtSBDC Expands Free Broadband Business Services

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

Vermont Small Business Development Center (VtSBDC) has expanded its broadband business advising services through the Vermont Digital Economy Project. As part of the project, VtSBDC continues to provide a full-time statewide broadband business advisor, but also adds two additional advisors specifically focused on Addison, Rutland, Bennington, Windsor and Windham Counties.

For more information, click [here](#)

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## Vermont ... An "Underrated Tech Hub"

[Mar. 7th, 2013 - Source: Inc.]

Silicon Valley and Silicon Alley still get most of the attention now, but a slew of unexpected cities are aiming to give those areas some serious start-up competition. Vermont is slowly, but surely being recognized as an "under the radar" tech hub. Burlington produces an average of 3,951 patents per million residents in a year. San Francisco? Only 1,638.

For more information, click [here](#)

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## FairPoint Launches Carrier Ethernet Service (CES) Extended Connect to Vermont

[Mar. 7th, 2013 - Source: VermontBiz.com]

FairPoint Communications, Inc (NasdaqCM: FRP), northern New England's leading wholesale telecommunications provider, is announcing the launch of CES Extended Connect, featuring one-stop access from Boston to FairPoint's footprint in Maine, New Hampshire and Vermont. With the launch of CES Extended Connect at the carrier hotel at One Summer Street in Boston, FairPoint is now bringing its Ethernet network to meet carriers that may have previously lacked interconnection facilities.

For more information, click [here](#)

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## Green Mountain Coffee Roasters, Inc. Expands the Keurig Vue Series, Adding the Vue V500 Brewing System

[Mar. 1th, 2013 - Source: VermontBiz.com]

Green Mountain Coffee Roasters, Inc, (NASDAQ: GMCR), a leader in specialty coffee and coffee makers, today announces the addition of the Keurig Vue V500 to its family of Vue® brewing system models. Offering a smaller footprint and even lower price point in the series (SRP of \$169.99), the new Vue V500 combines Keurig single serve simplicity with the popular customizable features of the Vue series to deliver Keurig's best cup to an even broader range of consumers.

For more information, click [here](#)

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## Solar at No Cost: AllEarth Renewables Announces Zero Cost Residential and Community-scale Program

[Feb. 26th, 2013 - Source: VermontBiz.com]

Vermont solar manufacturer and the largest developer of solar in the state, AllEarth Renewables, has announced a new

program to finance solar at no cost to homeowners, businesses, non-profits, and public institutions. The residential lease is unique in the state by offering a no cost lease for homeowners to net meter with solar at or below their electric rates and be given the opportunity to fully own the system at a significantly reduced cost after 7 years. These projects will consist of between 1 to 4 Vermont-manufactured AllSun solar trackers.

For more information, click [here](#)

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## FIRST and UVM Partner to Bring Robot Builders from Michigan, Mass and VT

[Feb. 22nd, 2013 - Source: Burlington Free Press]

On Saturday, February 23, 2013, twenty-eight teams from high schools in New England and the Midwest gathered at the University of Vermont to compete, dance, test and play. But they weren't playing basketball, dancing the Macarena, or taking the SAT. They were running robots. In its first-ever appearance in Vermont, the global sensation FIRST Tech Challenge was hosted at UVM's Davis Center, which brought together teams of 7th-12th graders to compete head-to-head, robot-against-robot (and robot-with-robot) using a sports model.

For more information, click [here](#)

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## BioTek Receives 2012 Worksite Wellness Silver Award

[Feb. 19th, 2013 - Source: VermontBiz.com]

For the second time in as many years, BioTek Instruments received the Worksite Wellness Silver Level Award from the Vermont Governor's Council on Physical Fitness and Sports. This award, presented by Governor Peter Shumlin, honors Vermont companies with wellness programs that contribute to decreased absenteeism, and increased employee health and job retention. "Worksites that promote healthy lifestyles and physical activity contribute to the overall health and wellness of all Vermonters, and they are one of the key reasons we are routinely rated the nation's healthiest state," said Vermont Health Commissioner Harry Chen, MD.

For more information, click [here](#)

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## VT.Buzz: Can't Tweet from These Seats

[Feb. 18th, 2013 - Source: Burlington Free Press]

Last month as the state Senate spent most of three days in deep debate over death, the 30 senators were pretty much glued to their seats in rapt attention. You can attribute this notable behavior to three things: 1. Senators had agreed to behave this year after a fairly dysfunctional showing last year. 2. The vote count was so close on this issue and the path it would take so uncertain that senators could not afford to venture far, lest their side lose while they were grabbing another cookie in the cafeteria. 3. They aren't allowed to have electronic devices in the Senate chamber to distract them. And neither are you.

For more information, click [here](#)

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## Featured Member

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### Physician's Computer Company

The Physician's Computer Company has been developing software focused on

the health care industry since 1983. Today, with over 50 employees, Physician's Computer Company develops highly customized software solutions, combined with unsurpassable customer service. Their software, Partner and PCC EHR surpass basic expectations, and provide users with medical-specific compatibility options to help healthcare professionals focus on their patients and the advancement of treatment. Automating office tasks like billing and charting and providing industry specific solutions their software has attracted over 180 clients worldwide.

For more information on the Physician's Computer Company such as contact information and products, please visit their website at [www.pcc.com](http://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](mailto:newsletter@vtta.org)

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## Useful Information & Links

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### High-tech Internships for UVM Students

The University of Vermont College of Engineering and Mathematical Sciences (UVM-CEMS) and Vermont HITEC (HITEC) are excited to announce that we have integrated our ongoing efforts to develop internship and cooperative opportunities for students while supporting the growth and development of Vermont companies. Our mission is to recruit and transition top talent from UVM-CEMS into Vermont's businesses. Together we will offer a full range of internship and coop services to both UVM-CEMS students and Vermont employers, on an as-needed or as-desired basis. [Read More](#) or [Download the Internship PDF](#)

### Action Alert on Vermont Manufacturing and Technology Tax Deduction

The House Ways and Means Committee is considering blocking the pass-through of the federal domestic production deduction (Section 199), which would effectively increase the state taxable income of manufacturers, software and other technology producers, agricultural producers, mining and mineral processors, energy producers, and other productive industries by up to 9%.

The production deduction is a federal tax deduction that allows for up to 9% of the profits derived from manufacturing and other productive activities in the United States (as opposed to overseas) to be deducted from federal taxable income. The deduction is capped at 50% of payroll.

If you are interested in becoming active in this legislation, please contact William Driscoll, Vice President of Associated Industries of Vermont, at [info@aivt.org](mailto:info@aivt.org)

### High Tech Jobs Promote Additional Job Growth

The Bay Area Council Economic Institute published a report in December that concludes high-tech jobs are a critical source of employment and income in the U.S. economy. The report found that creation of one high-tech job in a region creates an additional 4.3 jobs in the local services economy.

Read the report at <http://www.bayareaeconomy.org/media/files/pdf/TechReport.pdf>

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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