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...by entrepreneurs for entrepreneurs.

Message from the Board

Useful Links

Dear vtTA Members & Supporters,

We were pleased to see Burlington named one of the 10 most innovative tech hubs in The U.S., as reported recently by [Forbes.com](#). It follows a listing of the area as one of the fastest growing tech hubs last year. Notices such as these help put Burlington and Vermont on the national radar as a place for tech businesses and jobs. One of the factors used in making the designation is the "economies of agglomeration," or in other words the ecosystem of companies and supporting organizations that foster tech innovation and entrepreneurship.

One of the important parts of that ecosystem is the [Generator](#) makerspace, marking its first year of operation. To find out about what's happening at Generator, plan to attend the [March Lunch & Learn session](#) to learn about current projects, what's ahead, and opportunities for collaboration with Vermont's tech and manufacturing communities.

Finally, here are some of the bills under discussion in the Vermont Legislature of interest to the tech business sector that we're following or have provided input on:

- Cloud Tax - bills to repeal the so-called "Cloud Tax" (S.97, H.146)
- Vermont: Innovative by Nature - a bill that would create an economic development and tourism branding strategy and marketing effort (H.83)
- Angel Investor Tax Credit (H.218)
- Economic development - a bill that includes a student loan forgiveness program for those who take jobs with Vermont businesses and an internship initiative (H.124)
- Independent Contractors - establishes a common definition of "independent contractor" for the workers' compensation and unemployment insurance statutes. (H.373)

Jeff Couture

Executive Director, Vermont Technology Alliance

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Upcoming Events

Become a Sponsor

Lunch & Learn: Burlington Generator Discusses the Role of Makerspaces in Community Development

[March 18, 2015, noon to 2 p.m. - Generator, Memorial Auditorium, Burlington]

Join the Vermont Technology Alliance and VMEC for a Lunch and Learn session from noon to 2 p.m. at [Burlington Generator](#). Generator staff and members will discuss the evolving role of makerspaces in community development, the ways that Generator is approaching this work in its first year, and what lies ahead.

For more information and to register, click [here](#).

10th Annual Invention2Venture Conference

[April 2, 2015, 1 p.m. to 5 p.m. - Davis Center, UVM]

The annual Vermont I2V Conference features an afternoon of dialogue focused on inspiring entrepreneurship, job creation and economic growth in Vermont. The event brings together experts from across Vermont and New England to discuss how to protect, develop and finance business ideas.

Click [here](#) for more information and registration.

Panel Discussion: STEM Saves Lives & Creates Jobs

[April 13, 2015, 8 a.m. - 10 a.m. - Sheraton, Burlington]

The Vermont Biosciences Alliance, in collaboration with the University of Vermont Medical Center, Albany College of Pharmacy and Health Sciences and the Pharmaceutical Research and Manufacturers of America (PhRMA), presents "STEM Saves Lives & Creates Jobs," a panel discussion highlighting the importance of STEM education, skills and training in Vermont.

For more information, click [here](#).

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

Click the link below to contact us.

[SPONSOR us](#)

Vermont Technology News

Does Vermont's Image Need a Facelift?

[March 12, 2015 - Source: vpr.net]

VtTA board member Matt Dodds of Brandthropology joined Pat Moulton, commissioner of the Vermont Agency of Commerce and Community Development, to discuss how the state markets itself and whether that image needs to be updated to attract tech and other employees and businesses to the state in this VPR Vermont Edition Program.

To listen to the program, click [here](#).

Merit Pay Pushes up Tech Salaries

[March 6, 2015 - Source: vermontbiz.com]

Technology pay in the United States saw another year of hikes with technology professionals earning \$89,450 on average annually, up 2 percent from 2013, according to Dice's annual salary survey. The survey reports that Vermont wages increased 8% from 2013 to 2014, with an average salary of \$87,484.

For more information, click [here](#).

A Vermont-Made App That Could Save Kids' Lives

[March 4, 2015 - Source: sevendaysvt.com]

vtTA members John Rosenblum and PCC helped UVM pediatrician Barry Finette develop a medical diagnosis app that's being used to help treat children in some of the world's poorest countries.

For more information, click [here](#).

Exploring the Ocean From Landlocked Vermont

[March 3, 2015 - Source: burlingtonfreepress.com]

The Burlington Free Press profiles vtTA member Greensea Systems, a growing company that's developing software in Vermont to guide underwater robots used in oceans worldwide.

For more information, click [here](#).

No Salary Secrets at One Vermont Manufacturer

[March 2, 2015 - Source: vpr.net]

Most of us who work for a business appreciate some openness about how the company is doing and how decisions are made. But how would you feel if everything in the workplace was out in the open - including your salary and those of your co-workers? One Vermont business, vtTA member Logic Supply, says that approach leads to a more engaged and productive workforce.

For more information, click [here](#).

Burlington College and Vermont HITEC Announce Apprenticeship Program

[March 2, 2015 - Source: press release]

Burlington College and Vermont HITEC have partnered to create the *Institute for American Apprenticeships*, which combines workforce education, an apprenticeship, and a liberal arts education. Programs in information technology, advanced manufacturing, allied health, and business services are the initial areas based on business needs.

For more information, click [here](#).

Vermont exports exceeded \$3 billion in 2014

[Feb. 27, 2015 - Source: press release]

Exports from Vermont hit \$3.6 billion in 2014, according to data released by the Department of Commerce's International Trade Administration, led by \$2.5 billion in computer and electronic products. The administration says that an estimated 16,000 U.S. jobs were supported by Vermont's exports in 2013 alone.

For more information, click [here](#).

Bill changing telecom regulatory structure emerges

[Feb. 25, 2015 - Source: vtdigger.org]

The House Committee on Commerce and Economic Development unanimously voted out a bill that changes the state's regulatory structure for Internet services. In its current version, **H.117** puts the responsibility for regulating Internet access and providing broadband to rural customers.

For more information, click [here](#).

Report: VT broadband service falling short

[Feb. 23, 2015 - Source: wcax.com]

Vermont has the second worst broadband internet access in the country according to a recent report from federal regulators. The Federal Communications Commission just redefined what "adequate broadband speed" is, and when that standard is applied, Vermont has only 20 percent of the population covered.

For more information, click [here](#).

Burlington Named One of the 10 Most Innovative Tech Hubs In The U.S.

[Feb. 18, 2015 - Source: forbes.com]

Burlington, Vermont was named among the ten most innovative tech hubs in the U.S. by personal finance site **NerdWallet**. To determine which of the country's metro areas were playing backdrop to the most innovation, the site looked at the number of patents per 1,000 residents, venture capital received per capita in a particular region in 2014, and "economies of agglomeration"- essentially the benefits realized when a high density of startups cluster together.

For more information, click [here](#).

Shumlin cheers private investment in tech companies

[Feb. 13, 2015 - Source: vtdigger.org]

Gov. Peter Shumlin visited a high-tech business incubator in downtown Burlington last month to tout a new round of private investment for Faraday Inc., a three-year-old company that develops number-crunching software to help marketers target potential customers. "Tech jobs are incredibly important to Vermont's future," Shumlin said.

For more information, click [here](#).

Featured Member

Vermont Design Works



Vermont Design Works' talented in-house team has worked together for 15 years to develop innovative solutions in the ever-changing online arena. They service a wide variety of clients and offer a full array of graphic design, custom website development, complex web applications, and internet marketing services. Their principal staff has extensive experience in custom programming, user friendly interfaces, digital marketing, content planning, and start-up and business development and communications. They work with small to large businesses creating effective solutions to complex problems every day. As your technical partner, VDW views client relationships as ongoing partnerships to help businesses achieve their goals.

For more information, visit <http://www.vtdesignworks.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 **Desai Management Consulting**, **Vermont Information Processing**, and **Vermont Energy Control Systems**.

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 Resources Page

Check out the **resources page** posted on the **Vermont Technology Alliance website**.

The page includes listings for companies and individuals such as financing contacts, internships and government links. We also have included meetups, shared tech spaces and educational resources. In addition, there are services that our members provide such as legal advice, recruiting, accounting, information security and more.

Find the resources page **here**.

vtTA's Career Center

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

Current available positions listed include:

- Web Application Developer - Vermont.gov
- Software Developer - Norwich University Applied Research Institutes (NUARI)
- Model & Simulation Engineer - NUARI
- Quality Inspector - Eastman Benz

For more, click **here**.

RFI for Software Licensing Application

The Vermont Secretary of State's office has posted a request for information to assist with the development of a "next-generation licensing platform" for licensing and professional regulation applications.

For more information, click **here**.

ExporTech - Spring 2015

The Vermont Manufacturing Extension Center is offering ExporTech, a structured export strategy development process that assists 6-8 companies per session to accelerate their growth. This program features three sessions that offers:

- A structured export strategy development process
- The opportunity to participate in the only national program that provides assistance in developing an export plan
- Connections with experts who can assist you in navigating the process
- Saved time in payment processes, property protection, finding the right people to do the work
- The opportunity to generate thousands of dollars in new export sales.

Three (3) day-long sessions must be attended by each participant as well as involvement in two (2) individual coaching sessions and the final plan implementation and go-to-market project.

The first session begins April 29. Contact Dick Morse, VMEC Director of Business Development at (802) 685-3131 or dmorse@vmec.org for information.

For more information, click [here](#).

UVM Invites Applications for Family Business Awards

UVM's School of Business invites nominations by March 31 for the 4th annual Family Business Awards to be presented on October 2, 2015.

Award categories:

- 1st generation family businesses (UVM students / alums)
- Multi-generational family businesses (UVM students / alums)
- Legacy businesses of VT

For more information, click [here](#).

UVM Offers Seminar on Vermont Brand

The UVM Center for Leadership and Development is offering a seminar on "Leveraging the Vermont Brand on April 2, part of its "Fresh Ideas" program. Fresh Ideas is a complimentary breakfast and presentation series

designed for rising leaders, supervisors, and managers at all levels. These forums are held at the DoubleTree Hotel in South Burlington.

To register for the session, click [here](#).

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