



HIGH TECH NEWS

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2011 NH Legislative Wrap-Up



Fred Kocher,
NHHTC President

The NH Legislature turned out to be business-friendly in 2011. Not that every thing they did made sense, but in the main, NH businesses benefitted from a number of bills that became law.

The NH House and Senate agreed on a \$10.2 billion biennial budget, which is 11% below the last budget of \$11.5 billion. Within that cut is some pain, especially to the University System of NH (\$48 million – almost a 50% cut), to hospitals in the state (\$250 million for uncompensated care), and to some social service programs for seniors and children. Every department

of state government took a hit, and state employees will see job cuts of up to 1,000 (estimate).

For small businesses, it was a positive session. The House and Senate approved legislation to shift the burden of proof from the business taxpayer to the NH Dept. of Revenue Administration during audits where a compensation deduction is challenged. Currently, the business owner is forced to prove that the deduction being taken under the Business Profits Tax is reasonable. Now, the State must prove it's unreasonable.

For larger businesses, they can now extend the Business Enterprise Tax (BET) carry forward from five years to 10 years. Companies with longer cycles can increase the Net Operating Loss threshold from a current \$1 million to \$10 million.

The Legislature approved a new commission to look at the interaction of businesses with state government with an eye toward eliminating business regulations that restrain growth, especially regulations in the two areas of environment and labor. The NHHTC will be at the table for those discussions.

The Legislature passed a bill to eliminate NH's minimum wage law in favor of the federal minimum wage law – both of which are at \$7.25. The Governor vetoed the bill, but the Legislature overrode it.

One of the more relevant bills to the tech sector was one that will pump between \$2 million and \$6 million into high tech startups. It's called the NH Innovation Business Job Growth Program to create a venture capital fund that would select NH startups most likely to succeed. It would aim to leverage private capital. The money comes from the federal government and is funneled through the NH Business Finance Authority. The program is the creation of Mark Galvin at the NH Innovation Commercialization Center at Pease.

Of particular interest to the NHHTC was the fate of a budget measure to strip scholarship funds from needy NH college students at public and private colleges in NH. The funds in question are known as college savings plans, or "529 plans," to help families save for future college costs. The

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5 Ways to Nourish, Build, and Grow New Hampshire

Governor Lynch and business leaders including myself have been talking about the "New Hampshire Advantage" for years now. At this



Tom Daly
NHHTC Chairman

point, people around the country know about our tax-friendly approach, our highly talented and productive workforce, and our excellence all-around quality of life.

I took some time to reflect on what has made New Hampshire so great over the years, and why people from around the country want to move to, work in, and play in our state. For me, it boiled down to a simple mantra I learned from former Manchester Mayor, Sylvio Dupuis – "do what you say you are going to do...it is the best way to build credibility with other people."

With focus on the business and technology ecosystem in the state, I tried to think about the top 5 things we all should say we will do, and that we should go d, to continue to nourish, build, and grow New Hampshire. With some inspiration from a trusted colleague, Catherine Blake, I put together the following list:

Buy – The breadth and depth of New Hampshire companies is astounding. From advanced

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Have a Great Product?

Apply Now to be the NHHTC Product of the Year

Are you a New Hampshire company with a great new product or service? If so, do you want to demonstrate your new innovation to the New Hampshire business community and have the opportunity to display it in a highly visible location at the Manchester-Boston Regional Airport if you win?

If the answer is yes, the NH High Technology Council is encouraging New Hampshire-based organizations to participate in the 6th annual Product of the Year (POY) event. The culmination of this competition takes place at the Product of the Year banquet held on November 14th at the Radisson Hotel-Center of NH in Manchester.

Applications can be downloaded from the NHHTC web site at NHHTC.org. The application deadline is September 29, 2011.

The interactive POY event requires audience engagement and participation, as up to five finalists will run through a seven-minute presentation of their products in a trade show format to the live audience of over 300 people on the night of November 14th.

The audience plays an active role at this event and will cast their vote for their top product after the presentations are made. The audience vote counts towards 50% of the final tabulation and the initial judge's vote counts for the remaining 50%. The winner will be announced at the conclusion of the banquet and will earn the prestigious NHHTC Product of the Year crystal trophy, which was designed for the Council by Pepi Herrmann. The trophy and the finalist's winning product will be on display at the airport.

In mid-October, up to five finalists will be selected and awarded the Product of the Year Judges' Award. These Finalist Judges' Award Winners will next present their products at the event.

Companies that have won the Product of the Year award over the past five years were Sky-Skan, Nanocomp Technologies, UltraVision, InsightTech Gear, and Holase, Incorporated. ■

Legislative Wrap-Up — Continued from Page 1

Governor and the Legislature sought to use \$16.5 million of those dedicated funds for operating costs at NH's public colleges, which brought protest from both public and private colleges and from the NHHTC. Our concern was the cutting of funds for needy students that would have an interest in the sciences, technologies and engineering – a future workforce. In the end, the Legislature decided to distribute the money to the University System of NH and to the Community College System of NH to defray operating costs, and to send the rest of it to the private colleges for scholarships. Tuition at the NH's public colleges went up as much as 9.7% almost immediately.

At the same time, the Legislature cut the cigarette tax, which is already the lowest in New England. It could cost the state an estimated \$30 million in lost revenue over the next two years, unless sales of cigarettes pick up. The tax on 20-cigarette packs goes from \$1.78 to \$1.68 a pack.....25-cigarette packs from \$2.23 to \$2.10 a pack.....and all other tobacco products, except premium cigars, from 65.03% to 48% of the wholesale sales price.

Governor Lynch signed a bill that makes the purchase of affordable healthcare insurance easier for small businesses and business groups. The legislation clarifies a law already on the books from the 2010 Legislature that allows businesses and organizations to band together in alliances to increase their size and actuarial experience for the purchase of health insurance. Under the law, member businesses or groups of a purchasing alliance would have to be in existence for 10 years and not formed solely for the purpose of selling health insurance, or, if new, would have to accept all comers. This is intended to prevent formation of groups that cherry-pick only healthy people. NH's chambers of commerce said they want to set up a new organization to administer an alliance strictly on behalf of their members. It wouldn't be 10 years old, and wouldn't accept all comers, but because the membership would be restricted to members of the 10-year old chamber, and thus would not be cherry picking only healthy individuals, it would fulfill the intent of the law. The Legislature agreed, and appropriate wording was added to the law.

And the beat goes on at the Statehouse, with new bills for the next session in January 2012 already being filed. Among them is a bill prohibiting attorneys and their spouses from holding elective office in the legislative or executive branch. What's next? ■

manufacturing to software development, professional services, and everything in between, New Hampshire companies are aptly prepared to serve each other's needs to accomplish their business objectives. When planning your next project, spend the time to look for New Hampshire companies that can supply you with raw materials, finished goods, and/or services in New Hampshire to get the job done. Simply stated, I suspect that the cost savings in shipping products from other states will easily cover the cost of researching a NH company that can provide you with the same, or better product. You save money, and you bolster another NH company. See my last article titled "Heads Up: You Might Miss Another Great NH Opportunity" for more on this topic.

Invest – It's similar to buying (above), but not exactly the same. If you're an investor, venture capitalist, or someone looking to join a start up firm, do it with an NH-based company. Spend time looking for seedling ideas, or established companies that are looking to grow, in the NH ecosystem. As a state packed with great ideas and entrepreneurs, it is certainly not hard to find someone or something to invest in. Not only will you feel a greater sense of pride with the locality of your investment, but also the travel and time to get to board meetings will be greatly reduced.

Mentor – In business, you rarely get a second shot to do something right, and having someone who has made critical decisions before to talk to provides a sense of security and confidence that can rarely be self-generated. In a state thriving with entrepreneurial spirit, those of us who have successfully run our businesses should make our mindshare available to those who are thinking about doing the same. It doesn't take a lot of time – a cup of coffee once a month shared between mentor and mentee can be enough to help jump start a small idea into a thriving business. The thriving business means more jobs and more productivity coming from New Hampshire.

Educate – The NH economy continues to be highly dependent on a workforce with skills in science, technology, engineering, and math (STEM). Do your part to ensure a quality education for our future workforce by donating to college scholarship funds (such as the Kocher Technology Scholarship), donating to programs oriented to STEM training (such as FIRST), or by investing in middle and high school programs that focus on technology education. Students that experience this type of positive influence may come work in your business someday or start their own NH company that buys your products and services. In all permutations, you win.

Pronounce – Be proud to be a New Hampshire business. Make your presence known to the world that you are a New Hampshire business, and that there are many other businesses like yours that potential clients should consider when buying goods and/or services in the State. When you build awareness about your business in state, the greater chance you have of being able to sell your goods and/or services to other local firms. When you can sell and support your product locally, you are in much more control of how the project goes, benefiting your business, and your customers.

In all of the cases above, as a business owner, you win. Your investment in New Hampshire today will help drive your success in the future. These are all things that are easy to say you want to do, but doing them is the actual game changer for New Hampshire. Simply stating the obvious, that these things need to be done, is not enough – that can only lead to a broken window theory applied to the NH economy. Being active, and taking action on these activities is the way to continue to nourish, build, and grow New Hampshire. Think like Nike brand – just do it! ■

Tom Daly
Chairman, NHHTC

2nd Annual TECHNO GOLF TOURNAMENT

Techno Golf is back! Join us on Monday, September 26th when we allow golfers to bend the rules a bit...or a lot.

The 2nd annual NHHTC Techno Golf Classic tournament will be held at Stonebridge Country Club in Goffstown. While rocket launchers and explosives are not allowed, pretty much anything else is. The only rule is that players must actually hit a ball with an object.

Registration opens at 8:30 am and the shotgun start will be at 9:30. Foursomes are \$600 each; singles are \$150. This includes coffee and snacks, carts, a lunch barbeque, and networking opportunities. A corporate foursome package includes all of the above, as well as extra golf game enhancements, signage on the course and additional promotional visibility.

At the luncheon, there will be a special raffle that will directly benefit the NHHTC Kocher Scholarship Program. The top prize will be a free one-year membership at Stonebridge valued at over \$2,000.

Prizes will also be given away for longest drive, straightest drive, closest to the pin, first, second and third place, last place, and grand prize hole in one.

This high visibility tournament is great for sponsors and several packages are available. Call the NHHTC at 603-935-8951 for more information. [Register online at NHHTC.org](https://www.nhhtc.org)



Conflict is Not a Four Letter Word

"Gentlemen, I take it we are in complete agreement on the subject here. [I] propose to postpone further discussion of this matter until our next meeting to give ourselves time to develop disagreement and perhaps gain some understanding of what the decision is all about."

-Alfred Sloan, Chairman of GM

What kind of leader encourages dissent in his or her top team? A leader who understands that high performing organizations must find and integrate differences in order to create value. Left unmanaged, those very differences can destroy value when top team members 'go along to get along,' implicitly colluding with mediocre ideas and performance.

Consider your own experience – surely you have tried to avoid a conflict at work, even when you were convinced you had the better idea. Why? Because people act to protect their own interests. In the words of HBS professor Michael Tushman, "people prefer not to know the future because it threatens entrenched interests and competencies." By not surfacing a difference with a colleague, you are implicitly contracting with her that she will not question your ideas, either.

A recent client, the CEO of an investment fund, found himself increasingly frustrated by the lack of interesting ideas from his team. "We are preparing for the market of three years ago," he complained. "Where is the innovation?"

After talking with team members individually, I discovered that the team was doing what most teams do – protecting the status quo. By agreeing to not talk about the differences between them regarding the fund's strategy, each person could feel secure with his or her own position and decisions. The more a team has differences – and actually talks about them – the more possibility there is for conflict. Conflict is destructive when it is not well managed, making the conflict feel personal, rather than about the organization. (Who hasn't felt that someone at work is 'out to get them'?) When differences are encouraged and the resulting conflict is well managed – by keeping it focused on organizational performance – leaders can expect to see exponential gains in value and productivity.

What can you, as a leader, do to encourage and manage differences in your top team?

Build trust – teams that cannot be straightforward with each other, even at the

risk of personal exposure, are not functioning optimally. The ability to be straightforward requires trust, and that starts with you, the leader. Model straight talk by examining your own decisions and yes, even mistakes, with the team. Turn those into learning opportunities rather than moments of public shaming. The more you have a learning culture, the easier it will be for your team to take risks; the decisions that turn out to be wrong are as important as the ones that turn out to be right – if they have enough trust to learn from each other.

Actively manage the conversation – harnessing conflict requires a leader to be tough minded about performance and behavior. Encourage – in fact, expect– spirited debate, but call team members on inappropriate behavior and comments immediately. You are responsible for creating the safe space in which people feel engaged and able to risk counter-intuitive ideas.

Hold people accountable — Nothing kills a good idea faster than apathy. Your team knows when you are paying attention – to them or to their peers. If you want follow through on a good idea, identify who should be taking the next step and hold him or her accountable for it. Make sure the team knows that you are paying attention.

The more your team feels comfortable disagreeing with each other – and bringing that disagreement to the team conversation rather than the water cooler conversation – the more value they are providing to your organization.

Jessica Geiben Lynn is a Principal at CFAR (The Center for Applied Research), a management consulting firm that focuses on strategy formation and implementation, and in organizational development, including leadership and team coaching. CFAR specializes in owner-led businesses, and is a founding member of the Family Firm Institute. Jessica can be reached at jgeibenlynn@cfar.com or at 603-856-8060. ■

— Jessica Geiben Lynn

NHHTC Kocher Scholarship Program Enters 5th Year; First Award Recipient Graduates

Study after study shows the value of technology-related skills in the workforce in terms of higher salaries, available jobs, and the ability to advance the knowledge/innovation locally and nationally. The NH High Technology Council recognized this in 2007 when it created the Kocher Scholarship Program and began raising private funds to support it. Each year, up to six \$2,000 scholarships have been awarded. This May, the first recipient graduated and entered the workforce and new efforts are underway to further expand the program.

This May, Amanda Steed of Dover graduated Suma Cum Laude with a 3.8 GPA from the University of New Hampshire, earning a Master of Science degree in math and a minor in information technology. She received Kocher Scholarships to assist her during her final three years of study — \$6,000 that would have likely been additional debt she would be carrying without the aid. Today, she is employed full time in New Hampshire and is beginning to think about grad school and honing her skills in computer science or programming.

"Money was always a big concern during the college process. The scholarship support I received allowed me to focus on other things besides money. Receiving this support was a big relief," she said.

Kocher Scholarships are competitive and awarded annually through an application process. To be eligible, students must be New Hampshire residents that are attending a two-year or four-year college or university in New

Hampshire. They must pursue a degree in a science, technology, engineering or math-related field (STEM) and maintain a 3.0 grade point average. They must also be a dependent of an employee of a NHHTC member company. Last, they must participate in an internship program during their years of study.

"At a time when the State of New Hampshire has substantially reduced funds for public higher education and for state scholarships, we recognize that our future entrepreneurs across New Hampshire will need all the help they can get to afford a college education," said Tom Daly, chair of the NHHTC Board. "It is our hope to raise additional support for this program so we can annually award up to 10 Kocher Scholarships in the future, and we'll be actively looking for more donors and applicants."

Justin Cullity graduated from Manchester Memorial High School this May and will be attending UNH in the fall, where he plans to study chemical engineering. He was awarded a Kocher Scholarship for 2011-12. He is interested in biomedical engineering as a result of a project he undertook as a high school junior in an introduction to engineering course. He is particularly intrigued in the engineering aspects of artificial hearts, skin grafts, and prosthetics.

"My longer term plans include pursuing a PhD in chemical engineering or possibly a medical degree. This scholarship actually helps a lot. After high school, it's very hard to get scholarships," he said.

"As you know, every penny counts especially since Justin plans to continue his education beyond his bachelor's degree in chemical engineering. He is driven to excel in everything he does and this assistance makes it possible for him to reach his dreams," said Elizabeth Cullity, Justin's mom.

Recipients are required to serve as an intern in a technology-related capacity as part of the scholarship requirements. Amanda Steed served as an IT Intern with Liberty Mutual during the summer of 2010. By the fall and as she prepared to enter her senior year, she had been offered



Governor Lynch and Justin Cullity
(2011 Kocher Scholarship Winner)

and accepted a job with the company. She began this May – avoiding the job search completely – and does a fair amount of coding in her current role, while already seeing future growth opportunities within the company.

Scholarship recipients regularly report to the Council on their academic activities. For example, Caleigh MacPherson will be a senior at UNH this fall and is majoring in mechanical engineering. In 2010, she was selected to attend the 2010 National Helicopter Training Workshop and also serves on the Mechanical Engineering Student Advisory Committee.

The scholarship program is administered by the New Hampshire Charitable Foundation and Dyn Inc. of Manchester has underwritten all of the administrative expenses of the program. Many New Hampshire entrepreneurs and businesses have contributed to the program since its inception, including Kedar and Renu Gupta, John Gargas, the Long Family Charitable Foundation, Joe Mullen, Fred and Pam Kocher, Matt and Michelle Pierson, Jetboil, Gentex Corporation, TDBank Wealth Management, DTC Communications, GT Solar, Global Relief Technologies, Bob and Joyce McCray, Charles Hutchinson and Ron Yung.

The scholarship program is named after Fred Kocher, the president of the NHHTC and a strong advocate of higher education and STEM studies. It was originally developed by former NHHTC Board Chair Matt Pierson, who also raised funds and contributed personally to the effort. Because of the relationship with the NH Charitable Foundation, all donations to the scholarship fund are tax deductible. The Scholarship Committee is co-chaired by Tammi Pirri at Black Duck Software and Mike Griffin at Sadler Insurance. Questions about the scholarships and about donating to support additional scholarships can be directed to the NHHTC offices at 603-935-8951. ■

Kocher Scholarships Fast Facts:

Applicants must be NH residents attending an accredited NH college or university full time and studying in a STEM-related field. They must also be a dependent of an employee of a NHHTC member company.

Annual Award:	\$2,000
Is it Renewable?	Yes
Grade Point Average Requirement:	3.0
Internship Requirement:	Yes
Is the Application Online?	Yes — NHHTC.org
Application Deadline:	End of February



Attendees from the May 2011 Entrepreneur of the Year event were engaged by the speakers and enjoyed the networking opportunities.





International Trade and the NH Advantage

By James McKim, *NHHTC Representative to the NH International Trade Advisory Council*

International trade has been a bright spot in business development for companies large and small over the past decade. From January to April 2011 New Hampshire's export sales totaled \$1.57m, an increase of 14.6% over the same period in 2010. During 2010, New Hampshire exceeded its all-time export sales record with export sales of \$4.4b. This represented a 42.3% increase over export sales in 2009, which constituted the highest rate of increase among all 50 states.

In recognition of the importance of international trade, the NH High Technology Council has been supportive through strong relationships with the NH Office of International Commerce (OIC). Council President Fred Kocher is New Hampshire's Commercial Consul to the Czech Republic. His role is to further assist NH companies in their international endeavors. For more on NH's Commercial Consuls, visit exportNH.org/NH-commercial-consuls.aspx.

I am the Council's representative to the NH International Trade Advisory Board. Created by an official act of the NH Legislature, the Board's role is to advise the Commissioner of the NH Department of Resources and Economic Development about what actions the state should take to help businesses succeed in trading internationally.

For many years, Fred and I have worked with the Commissioners and the staff at the NH OIC to represent your interests. On your behalf we have met with the Commissioner, the Governor, legislators, and diplomats from around the world. We have traveled on trade missions to locals as near as Canada, and as far away as Asia. Now, through this and future articles, we look to make sure your company is aware of opportunities to take advantage of what the state is doing to support your international efforts.

The OIC provides seminars on and assistance in several areas including obtaining financing for and complying with state, federal, and target country regulations. Assistance from the OIC has been invaluable to many NH companies in their business growth. It has helped New Hampshire consistently rank in the top 10 states in revenues through international trade. In addition to this advisory role, the OIC has led the way for International Trade organizations of other states as it was the first to provide matchmaking on state sponsored trade missions.

An example of the effectiveness of this kind of support is the OIC's organization of the recent trade mission to Montreal, Quebec, Canada (with which NH exports to during the January - April 2011 period totaled \$205m). Led by Governor John Lynch, the mission centered on tourism and industry. Leanne Spees of the OIC reports the visit included an economic and political briefing on Quebec provided by the U.S. Department of Commerce; one-on-one appointments for businesses with potential distributors and customers; meetings between the Montreal Aerospace Cluster, Governor Lynch, and participating businesses; press conferences on tourism and other governmental issues; a networking reception at the Montreal residence of the U.S. Consul General; a speech by Governor Lynch at the Council on Foreign Relations Luncheon; and a meeting between Governor Lynch and the Premier of Quebec.

What are the outcomes of this? New Hampshire businesses met with over 50 potential distributors and customers for their products. Two companies reported contracts signed during the mission, and others reported ongoing negotiations that may result in contracts. One NH company is in the process of becoming certified to sell into the Montreal aerospace sector. Several aerospace companies from Quebec are expected to travel to New Hampshire in the fall of 2011 to meet with NH companies in this sector.

Upcoming OIC facilitated opportunities include a trade mission to India September 24th - October 1st of this year. It will be led by US Senator Jeanne Shaheen, who is an honorary member of the Indian Parliament. The mission will include visits to New Delhi and another city to be determined, which the OIC will help participating companies choose to help them meet their specific business goals.

Wouldn't your company benefit from inside knowledge of doing business and people in high places in your target foreign country? For more information on these opportunities and other OIC services, visit exportNH.org or call the OIC at (603)-271-8444. For more on how the Council supports international commerce, contact me at jtmckim@myfairpoint.org or (603)540-3988. ■

HAYES SOLOWAY

INTELLECTUAL PROPERTY WORLDWIDE

HAYES SOLOWAY P.C. is a law firm specializing in all aspects of intellectual property law, with offices in Manchester, New Hampshire and Tucson, Arizona. Our firm is currently celebrating twenty-five years of assisting clients in protecting their nationwide and worldwide intellectual property rights. Our worldwide client base ranges from individuals and small startup companies to large multinational corporations, universities, hospitals and government agencies. Our practice includes procurement and protection of patents, trademarks, and copyrights in the United States and abroad, as well as licensing, litigation, and counseling in the areas of patents, trademarks, copyrights and trade secrets. The firm is sized to take advantage of efficient and superior internal communications and organization. Teamwork, value, and efficiency are our standards.

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Member News

The firm of **Sheehan Phinney Bass + Green PA** is proud to announce that it has once again been named as one of the highest rated law firms in New Hampshire for 2011 by Chambers USA, a prestigious directory of the country's top law firms.

Grossman, Tucker, Perreault & Pfleger, PLLC recently added two patent attorneys with extensive patent and technical experience. Nik Uhler specializes in the chemical, metallurgical and mechanical arts and previously worked as in-house patent counsel at Powerspan Corp. and as a patent examiner at the U.S. Patent and Trademark Office. Mike Albaneze specializes in the electrical and software arts and prior to starting his legal career, worked for twenty years as an electrical engineer.

Applied Product Development Solutions is proud to work in the CleanTech community! Delivering hydrogen generator controls for Hy9 Corporation. High-purity hydrogen for laboratory and alternative energy. Visit www.appliedpd.com to learn more.

ASSIST-U.S.® recently presented our customized, real-time streaming video aerial imagery services to public safety leaders at the New England Association of Fire Chiefs & the FBI National Academy-New England Chapter meetings.

Job Posting

Pegasystems is hiring for its Bedford (NH) office: Software Engineers and testing experts, documentation, support. Check the listings at pega.com/about-us/careers.

NHHTC Participates in National Clean Energy Innovation Competition

The NH High Tech Council recently joined a northern New England consortium of organizations led by the University of New Hampshire's Office of Sponsored Research (OSR) and ME-based Clear Innovation Partners (CIP) in response to a U.S. Department of Commerce (DoC) "i6 Green" competition. i6 Green is focused on driving development of centers that combine seed funding, education and networking opportunities to accelerate innovation in "clean energy." OSR served as the organizing entity partnering with the UNH Green Launching Pad, which modeled its own two-year old initiative on entities such as the Desphande Center at the Massachusetts Institute of Technology.

NHHTC was one of more than 30 academic, research, investor, entrepreneurship support, professional services organizations to collaborate on the submittal. The Council provided an in-kind letter of support including a commitment to create a Clean Energy Special Interest Group concurrent with funding. Other NH organizations that provided matching cash and in-kind support include: the NH Innovation and Commercialization Center, Cook Little Rosenblatt and Manson, Berry Dunn, Borealis Ventures, Vested for Growth (NH Community Loan Fund), and the NH Charitable Foundation. The consortium received numerous letters of support from business, academia and the government, as well as from all six U.S. Senators and the three Governors from the northern New England states.

With strong support of Governor John Lynch, the Green Launching Pad has since 2009 organized two grant competition programs that have provided its 11 winning recipients more than \$1.5M in cash awards as well as significant mentorship and marketing assistance. CIP is a cluster development organization led by Michael Gurau, a venture capital investor that has supported NH companies Nanocomp Technologies and Rustic Crust through early stage fund CEI Community Ventures.

Led by the Economic Development Administration (EDA), i6 is part of a broader federal regional innovation program designed to activate and accelerate cluster development; cluster theory holds that connecting market actors (companies, support organizations, educational and research institutions, investors, etc) within a defined region and sector increases productivity, high wage jobs, competitiveness and ultimately economic growth.

Examples of clusters include the Greater Boston area in life sciences, Napa Valley CA for wine and Maine for boat building.

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www.usfirst.org

i6 Green is focused on driving development of so-called Proof of Concept Centers (PCCs). A proof of concept center typically combines seed (small scale) funding in the form of equity or grants, mentorship, technical and operational assistance, and education and networking events. The "green" flavor of i6 Green focuses on six subsectors: renewable energy, energy efficiency, manufacturing, reuse/recycling, green building and restoration.

This September, EDA will award up to \$2M to each of six winning consortium in each region of the country. Northern New England is part of the 13-state Region 1 that spans from New England to Virginia, for which there were an estimated 70-80 competitive applications.

The consortium's program plan is branded "Clean Start™," which seeks to leverage the existing sector and entrepreneurship support assets of a given region and applies GLP's proof of concept center framework to fill program gaps super-regionally to create four centers across the three states. Program elements include: Clean Start™ Challenge is a seed grant completion; Clean Start™ Collaborate reflects education and networking events designed to bring the cluster together; and Clean Start™ Connect is a suite of regional activities (led in partnership with NHHTC) and services designed to create "connective tissue" among the various consortium members.

i6 will announce in September and—win or lose—NHHTC will report back on the outcome.

Michael Gurau is President of Clear Innovation Partners. You can reach him at mgurau@clearinnovationpartners.com. ■



36 Lowell Street
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POY Application Deadline September 29, 2011

The annual NHHTC Product of the Year event is an exciting competition that selects the most innovative technology product from a New Hampshire company. The culmination of this competition takes place at the Product of the Year banquet held on November 14th at the Radisson Hotel-Center of NH in Manchester.

Apply Now at NHHTC.org



**September 26th, 8:30 am - 4:00 pm
Stonebridge Country Club, Goffstown, NH**

NEW HAMPSHIRE HIGH TECH NEWS

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New Hampshire High Technology Council

OUR MISSION

Founded in 1983, the New Hampshire High Technology Council's mission is to encourage the development and success of technology-based businesses in New Hampshire.

Membership in the New Hampshire High Technology Council is open to high tech companies and their service companies. Companies wishing to join, or who want more information on the Council, should go to NHHTC.org and register or call the New Hampshire High Technology Council.

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