

BIG IDEAS

2010 Entrepreneurs of the Year



Fred Kocher (left), Matt Pierson (center) and EOY recipients (left to right) Errik Anderson, Tillman Gerngross and Dane Wittrup of Adimab, Inc.



NHHTC Chairman Matt Pierson, NHHTC President Fred Kocher, and EOY recipients Bill Larkins and John LaPlante of Active Shock, LLC.

New Hampshire doesn't really have any BIG companies. That's one of the insights in past years from UNH Economist Ross Gittell. What we **do** have are big ideas. Many of our larger companies started out as nothing more than idea. EqualLogic, for example, started as an idea shared among three New Hampshire engineers, all now recipients of

Farewell and Welcome

Dear Members,

My oldest daughter recently returned from the Dominican Republic after spending nine days on a service mission at an orphanage. As she prepared to leave, she asked a number of the kids she had bonded with for their mailing addresses so she could stay in touch. They responded with "Don't you have a Facebook?" Sheepishly, my eighth grade daughter replied "no," although she has one now!



Matt Pierson
NHHTC Chairman

Almost regardless of where you travel today, you can see the power of technology transforming lives. In Africa, I've observed internet cafes in the most out of way places, miles from paved roads. A guide we had was taking online courses to advance his career. In Cambodia, I observed individual homes where a new solar panel was enabling them to power a single light bulb, providing enough light for students to study after working in the rice paddies during the day.

Everywhere, people are using technology to improve their quality of living. Technology

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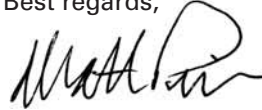
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transforms, simple as that. In the United States, and in New Hampshire in particular, we are fortunate to have a huge pool of intellectual capital that can be applied to solving pressing problems using technology. If we need any more evidence of how important this is, look at the oil catastrophe in the Gulf of Mexico. Reducing our dependence on non-renewable and fossil fuels is an imperative like never before, and not just here in the States. If there is a silver lining to this disaster, it is the added exclamation point to the opportunity for new companies to take a leadership role in Clean Tech and Green Tech. New Hampshire should be a leader in this field.

This column marks my final one as Chairman of the NHHTC. Now three years into my one year term,

it has been a pleasure serving you. I've made many new friends and look forward to being an active Director on the NHHTC. Tom Daly, the CTO of Dyn, Inc., takes over on July 1st as Chairman. Many of you will know Tom and Dyn as outstanding contributors to New Hampshire's economy and community. The Council is in great hands and I extend a big thanks to Tom for his willingness to continue the Council's work in driving innovation.

Best regards,



Matt Pierson
Chairman, NHHTC

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the NHHTC Entrepreneur of the Year award in 2008. In seven years, it sold for over \$1 billion – big ideas.

In 2010, NHHTC highlighted another set of entrepreneurs – by the time the night ended, there were four groups so honored – some receiving the Entrepreneur of the Year Award, others for their personal record of accomplishments.



Governor John Lynch

Governor John Lynch set the stage with a heartfelt “Thank you... for getting me AWAY from the State House.”

“It is very difficult being an entrepreneur,” he began. Most of the attendees recognized that all too well and welcomed the Governor’s commitment “to ensure that New

Hampshire **remains** very business friendly... I want New Hampshire to be known as the place to go when you want to grow a technology business.” Citing our educated workforce and state government’s policies – R&D Tax credit, a desire to keep taxes low and others – Lynch reflected the mood of the evening, “It’s about ideas!” He listed a few for the State to adopt – renewing Driver’s Licenses online, for example. “The State should do as businesses do – define our products... or policies... based upon the customer.” Reminding everyone that New Hampshire was still voted as “the best place to raise kids,” he closed with this invitation, “I love getting around and meeting people and seeing businesses – invite me!”

Ideas need fertile soil. For Massachusetts, much of the entrepreneurial effort is a direct result of the enormous educational centers there. While New Hampshire’s centers of education are good – UNH is the best in the world in space science – we need to be very proactive to ensure a good climate for our fragile “knowledge-based” economy. In introducing tonight’s keynote speaker, FairPoint Communications reviewed their plans to spend \$100 million to expand the fiber network into the North Country and to grow Broadband from the current 76% coverage in the state to 95% by 2013. They describe it as their contribution to help bring “ideas to reality.”

Keynote

Keynote speaker Tim Healy, the first of the night’s highlighted entrepreneurs, founded EnerNoc while at Dartmouth. He described his own path, which typically for entrepreneurs, was not particularly straight. Ideas, money, networking... and stamina – 37 VCs... 37 rejections. Being an entrepreneur is not easy... and it’s not just about ideas, either.



Keynote Speaker Tim Healy, CEO of EnerNOC, Inc

Adimab



Tillman Gerngross has received the EOY Award before, for GlycoFi in 2007. He and his partners, Errik Anderson and Dane Wittrup, have developed “the first fully integrated yeast-based human antibody discovery and optimization platform.”

Pleading guilty as a repeat offender, he reinforced several themes for the night – five rounds of financing, networking, and New Hampshire. “Why New Hampshire?” Tillman was very direct, “Low taxes... Dartmouth as the intellectual nucleus... people and partnerships,” and concluded, “Good Companies are the consequence of Good Partnerships.”

Active Shock



Active Shock is a world leader in semi-active suspension technology – and a shining example that tech-based businesses cover a much wider area than developing computer technology or biotech.

Co-founder and CTO John LaPlante described their journey to the dais – “boundless energy and a totally unrealistic idea of how long it would take to get to production... both a prerequisite for starting. Along the way, you get great advice... some of which we didn’t take.”

Co-founder and CEO Bill Larkins was allowed to wrap-up all that we had heard. “We are what we celebrate,” quoting his former boss and the technical conscience of New Hampshire, Dean Kamen. “New Hampshire is a GREAT state to grow a company, because **you get help**. It is exciting to be in an environment where we celebrate ALL THIS!”

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NHHTC 2010

ENTREPRENEUR OF THE YEAR

22 YEARS 1988-2010



Leadership Award

Education has always been important to tech businesses – NHHTC adopted the Kocher Technology Scholarship in 2007 and was pleased to

have WMUR's Tiffany Eddy on hand to award this year's scholarships. Fred Kocher was on hand, as well, and took the opportunity to highlight another entrepreneur of the night – NHHTC's outgoing Chairman, Matt Pierson, with the NHHTC Leadership Award, given to Matt for his outstanding years as Chair of the NHHTC Board. Pierson is himself a recipient of NHHTC's Entrepreneur of the Year Award, he was the originator of NHHTC's fall event, "Product of the Year," and was the driving force behind the establishment of the Kocher Scholarships.

For 22 years, NHHTC has been recognizing and honoring entrepreneurs. Their success and the hundreds



Michelle Pierson (left) joined NHHTC Chairman Matt Pierson (center) at the podium while NHHTC President Fred Kocher (right) presented Matt with the NHHTC Leadership Award.

of others who have tried, who are still trying, or who tried and succeeded without being so publicly noticed – this is the life blood of the New Hampshire economy, our import and export balance, and JOBS.

And there are good reasons for "Why New Hampshire?" It starts with ideas. It takes Good Partnerships... including those with government keeping taxes low and trying hard to be business friendly. And it takes help... particularly from those who have done it before and are now giving back. If you didn't know that about New Hampshire... well, now you do. ■ —RHS



2010 Kocher Scholars



Tiffany Eddy of WMUR introduced the Kocher Scholarship recipients.



David Nasser
Plymouth State University



Timothy Roemer
Wentworth Institute
of Technology



Parker VanderNoot
Plymouth State University

2010 NH-SESL Challenge Winners

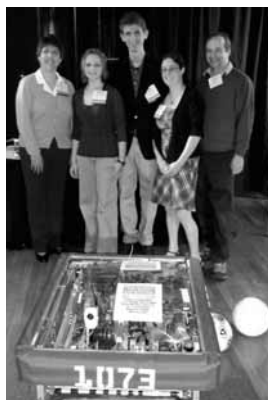


Team SNHU, the winning college team from Southern NH University, won a \$1,000 cash prize for their project idea to grow cultural awareness on campus by integrating international students.

The Great Nor'Easters, the winning high school team from Colebrook Academy, won a \$1,000 cash prize for their project idea to revamp "Late Night Madness," a local event held to help small businesses thrive during the holiday season.



2010 *FIRST* Teams and the Inventioneers



FIRST Team 1073
Hollis-Brookline
High School



FIRST Team 1922
Hopkinton High School



FIRST Team 1058
Londonderry High School



The Inventioneers with
Governor John Lynch

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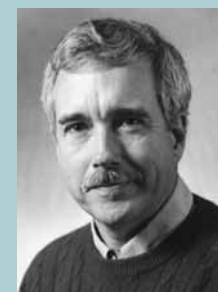
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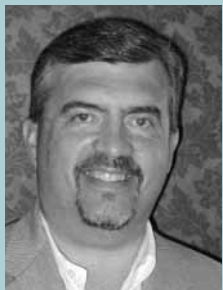
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NHHTC ENTREPRENEUR FORUM

Submarines, cyber-security, wet labs, and university research – the NHHTC Entrepreneur Forum hit these topics and more at their May 26 event. The Forum offers a unique opportunity for entrepreneurs to tap the advice of proven experts in a panel format.

Mark Huddleston, UNH president, opened the event by giving a broad overview of UNH-related research and outreach efforts. They included the Green Launching Pad, a NH science and technology plan, expanding UNH-Manchester, the Franklin Pierce Law School merger, and the establishment of the NH Innovation and Commercialization Center. He commented that these efforts have an overlapping goal: growing new jobs. He closed by introducing Mica Stark, the primary contact for individuals and organizations interesting in the connecting with UNH. He can be reached at we.mean.business@unh.edu.



Rich Maurer,
AquaVenture
WaterCrafts

Subs were up next, as AquaVenture WaterCrafts' president Rich Maurer introduced the audience to the "Seabird," which he described as the world's fastest submersible watercraft outside of the military. Rich walked the audience through the product's development phase, complete with pictures of his garage, where production actually started.

"We see Seabird as an entirely new genesis of the watercraft industry," he said. His need: \$750,000 to help take the product into production and distribution. The company's target applications for the product, which can dive to 150 feet and reach 25 mph underwater, include marine science research, search and rescue, and recreation. He described his competitive advantage – price and performance.



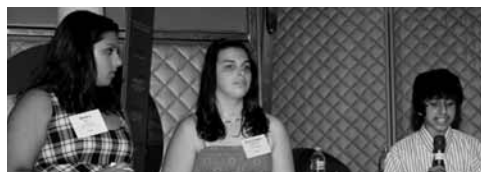
Thomas Reis

Mark Lindsay

William Peterson

The panelists, Mark Lindsay of Boston Boatworks, LLC, William Peterson of Maritime Applied Physics Corporation, and Thomas Reis of Substructure, Inc., each came with a unique perspective on the company's business model, given their direct experience in the maritime industry.

Between the presentations, the audience received a "skydive pitch" from students at the Academy of Science and Design, a charter school in Merrimack serving 6-12 graders. The students provided an overview of the school's growth, including a doubling of enrollments over the past four years to 200 students today. Their skydive pitch –



Students from the Academy of Science and Design

raising \$50,000 for lab upgrades, including a wet lab. Those interested in helping should contact the school at 262-9162.

The second presentation was by Vince Berk, president of ProQueSys, which provides software solutions that improve network insight and reduce organizational risk that are used by administrators in government, industry, and military. The company plans to scale up the product, expand their reach in the corporate market, particularly with risk managers and CIOs.



Vince Berk,
ProQueSys



Fred Sammartino

Jerry Skurla

Brad Meehan

They wanted advice from the panelists in terms of creating an effective strategy to increase marketing and sales. They believe that their software solution can be used in day to day operations to demonstrate the return on investment.

The panelists confirmed that risk management is a top priority today. Brad Meehan from Akamai, Fred Sammartino from Aylus Networks, and Jerry Skurla from Nitro Security, had a lot of additional advice for the company. They agreed that the network and security field is crowded and differentiating oneself is key. The last word – sell a story and a solution, not a technology. ■—Matt Cookson

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Remembered Voices has partnered with New England Call Center (Concord NH) for 24/7 phone based customer support and PlumVoice (New York NY) for interactive voice response support.

Grubb & Ellis|Coldstream Real Estate Advisors, Inc., a leading local real estate services firm, announced today that it has leased 13,195 sf of flex space located at 14 Keewaydin Drive, Salem, NH, to Besi North America, Inc.

David Liddell, president of **SKYE Business Solutions** presented "Increase Your Leadership Effectiveness Through Influential Communication" to the Massachusetts Bankers Association on June 2, 2010. The event: Emerging Leaders 2010 education series "Leaders in the Community."

Grossman, Tucker, Perreault & Pfleger is IP counsel to Itaconix LLC, a green-tech company with licensed technology from UNH and its own expanding patent portfolio. Itaconix recently received a \$1.8M grant from the U.S. DOE and DOA.

Check out **Vested for Growth's** new blog <http://blog.vestedforgrowth.com/> entitled, "Tales from the trenches: NH business owners talk about real-life issues" to find out resources and best management practices worth sharing amongst CEOs.

Nationally known author, John Leonetti, will speak about planning for Business Exit Strategies at 8 a.m. on June 30 at the Hundred Club in Portsmouth. Complete information at <http://bit.ly/bprmMf> or call 603-766-4926.

Good Leads® CEO Bob Good will be speaking in Hartford, CT, at the June 24th presentation of From The Ground Up® - A Foundational Seminar Series for Entrepreneurs sponsored by the Connecticut Center for Advanced Technology Inc. Bob will be presenting on Developing Exceptional Sales, Marketing and Lead Generation Strategies. This program will focus on sales and marketing tasks and other dilemmas faced by executives of early stage firms.

Sunrise Labs is proud to announce ISO-13485:2003 and ISO-9001:2008 certifications for contract product development, along with a newly launched website. The Sunrise Labs website (www.sunriselabs.com) includes case studies and client testimonials highlighting our team's deep expertise in system engineering, electronics design and software development.

Jamie Rajotte-Tremblay of **Captivating Talent LLC**, a boutique Human Resource Consulting firm located in southern New Hampshire, joined Ted Gorski of Get Your Edge, a premier management training and business executive coaching firm, on April 20th at 11:00 am to discuss "Enhancing Employee Engagement." Jamie and Ted focused on how businesses can keep employees engaged in today's economy. The program is archived at www.wkx1450.com under the Business Advantage.

UNH's Whittemore School of Business and Economics will offer its premier Executive MBA program for seasoned professionals in historic downtown Portsmouth beginning this fall. The only Executive MBA program north of Boston, UNH's program is targeted to mid- to senior-level professionals who are looking for a top-level business degree. Visit wsbe.unh.edu/emba.

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Speed Venture Summit

Oct 27 Speed Venture Pitch 2:00-5:00 pm
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2010 Product of the Year

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