



October 29, 2018

Dear Valued Member,

As you already know, it has been a busy 2018 in the tech ecosystem and for the newly launched New Hampshire Tech Alliance (formerly known as the NH High Tech Council). As part of this renewal letter, here are some recent highlights as we look forward to an exceptional 2019 ahead – for our members and the Alliance – and for the Granite State.

A THRIVING TECH ECOSYSTEM

Supporting 12.6% of our state's GDP and putting us number 8 nationally in terms of the percent of our workforce that is in tech, the sector is clearly an economic driver in New Hampshire. With a 2.7% unemployment rate, nearly 3,000 technology job openings, and an average tech industry wage that is 90% higher than the state average wage, the sector creates quality, high-paying jobs and contributes to New Hampshire being consistently ranked in the top 10 or even top 5 for overall quality of life, education, healthcare and a place to raise children and to retire.

NEW NAME AND REORGANIZATION

As of October 10, the New Hampshire High Tech Council formally launched its new brand, New Hampshire Tech Alliance (Alliance). The new name recognizes that the tech ecosystem has evolved significantly and that there is an even greater imperative for cross-sector collaboration.

The Alliance name also recognizes that the organization has grown through partnerships, events and robust programming that more broadly serves the tech sector and economic development in the state. Three specific efforts have become part of the Alliance since January. These include Alpha Loft, Live Free and Start and Computer Science for NH (CS4NH). As a result of these efforts, we are also building an in-house team to best serve our growing membership.

Technological knowhow and innovation are integral to many industries today, including healthcare, life sciences, education, manufacturing and much more, and the new Alliance brand and structure has been designed to help serve and bring together these diverse companies and support New Hampshire's strong and growing economy.

THE VALUE PILLARS AND PROGRAMMING

Based on what we have heard is important to many of you, the work of the Alliance will focus on four value pillars: talent & workforce development, education & programming, advocacy & policy and ecosystem engagement. Signature events, such as Entrepreneur of the Year, Product of the Year and TechOut will continue and be complemented by additional programming including the Speed Venture Summit, Start-up Shindig and AccelerateNH.

The Board also voted to update the mission statement to recognize that the Alliance serves companies from the earliest stage through some of the largest and most mature companies.

The Alliance will also continue its events and outreach efforts through the newly-created Start-up Committee and the solid programming of the BioMed|Tech, TechWomen|TechGirls and Seacoast initiatives. Additional programming such as executive forums and leadership roundtables are also in the works for Q4 2018 and into 2019.

UPDATED MEMBERSHIP TIERS AND BENEFITS

Thank you for your support this past year. Attached is your 2019 membership invoice. We have adjusted the membership tiers, dues and associated benefits based on annual revenue. To take advantage of additional sponsorship discounts, members can always move up tiers.

With membership at nearly 300 organizations, representing nearly 50,000 employees, we are excited to expand our scope of services, develop a more statewide reach, and refresh our value proposition and packages associated with our membership and sponsorship tiers.

Here are some benefit highlights:

- Up to a 25% discount for event and programming sponsorships
- Promotional opportunities to a qualified audience through advertorials, columns, news postings and through other Alliance channels
- Discounts on prepaid multi-year renewals
- Access to our Multiple Employer Plan 401k
- Website and annual report visibility
- Discounted event tickets for team members
- Event calendar postings on the NHTechAlliance.org website
- Tiering flexibility to take advantage of additional discounts

What follows is a chart that lists all of the 2019 categories and associated benefits. If we do not have your revenues on file, we estimated them based on past dues and the size of your company. If we have not listed your company in the correct category, you can note the correction on the invoice and make the appropriate payment or contact us at 603-935-8951 or info@nhtechalliance.org so we can re-issue the invoice. Please also note that we have a new mailing address, which is on your invoice.

We are happy to answer any questions you might have about membership dues and how you can best take advantage of your membership benefits. We are excited to work with you in 2019 to further advance and enhance our tech ecosystem and greatly appreciate your support.

Thank you,



Toral Cowieson
Board Chair



Matt Cookson
Executive Director