

Green Energy Was the Winner at the 2012 Product of the Year Event

For the seventh year, about 250 local innovators, members of the technology industry, and advocates of innovation in New Hampshire gathered to celebrate the best new technological achievements the state has to offer. The NH High Tech Council's annual Product of the Year (POY) competition and reception was held on November 13th at SERESC Event and Conference Center—a new location—and provided yet another exciting and informative evening as five finalists competed for top honors and the right to have their company name added to the prestigious POY crystal trophy.

At the event, covered by regional media outlets, the Council honored the top five companies competing for Product of the Year with Judges Awards. Those five finalists were selected by the judges from a larger pool of candidates in October and embody the principles and purpose of the Council: New Hampshire companies and New Hampshire people, sharing New Hampshire ideas, and advancing innovation. The competition is open to any New Hampshire company that newly introduced, or significantly upgraded, a product within the past 12 months.



The Five Finalists

The Product of the Year is a unique networking opportunity where those in attendance come together to catch up, converse, and confer with one another, while visiting the displays of the five finalists. This provides an opportunity to see the technology up close and to ask a company representative questions before viewing presentations and ultimately casting a vote for the product – and company – deserving of the award of Product of the Year.

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Onward and Upward in 2013!

With 2012 winding down, the Council is in full swing preparing for the 2013 program year. This means that Council staff is busy sending our membership renewal invoices, following up with our corporate sponsors, and generally checking in with the Council membership. As chairman of the Council, I've spent my time tweaking our plans for the next year, ensuring that we have an active and engaged Board of Directors, and continuing our sustained work to deliver member value.



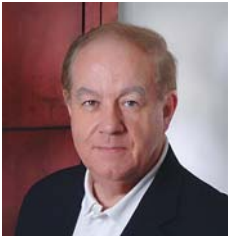
Tom Daly,
NHHTC Chairman

In January 2012, I asked Council members, "How can we help you?" In March we conducted our annual member survey to ask for your feedback. The requests were clear. Members wanted more opportunities to network with one another at our events; more focused networking sessions; receipt of our bi-monthly newsletter in an electronic format; and continued support for local businesses via discounted goods and services among Council members. The Council's staff worked closely with the Board of Directors to help achieve these goals.

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Thank you to our 2012 Corporate Sponsor Program participants





Key to New England Economy: “Smart” Infrastructure

Fred Kocher, NHHTC President

A new report by Deloitte Consulting for the New England Council concludes that for every \$1 billion the New England region invests in “smart” infrastructure, there is the potential to create 27,000 new and sustainable jobs.

The report describes “smart” infrastructure as transportation systems, diversified energy sources, high-speed Internet access, industry clusters, skilled workforce, and financing for economic development for new technologies that cost less for the region.

Among the report’s recommendations to build a 21st century infrastructure that can enable economic growth and prosperity are these:

- Laws that authorize and support public-private partnerships for infrastructure projects
- Regional infrastructure bank to finance interstate investments
- Incentives to airlines to add international flights from Boston to emerging markets, such as India.
- Relief of congestion on critical roadways throughout the region
- Repair and upgrade of the region’s electric transmission infrastructure to reduce costs to consumer and increase reliability
- Maintenance of existing power plants that produce lower-cost power and contribute to fuel diversity

- Framework for connecting companies with community colleges and vocational schools to develop training programs that meet labor market needs, including internships and full-time jobs
- Support for industry clusters throughout the region
- Networking of industry clusters
- Access to high-speed Internet
- Responsive supply chain through lower cost “home shoring” sub-regions that can support dominant industries.

One of the authors of the report, Mike Reopel of Deloitte, says that technology is key to the recommendations and that New England has an advantage in that area, with universities and community colleges linking skilled workers to jobs.

In a related note, a recent Deloitte survey found that the number one criterion for site selection by manufacturers is a “highly skilled and educated” workforce.

President Jim Brett of the New England Council, which commissioned the report, says he hopes that the report will be a starting point for a broader discussion among public and private sector stakeholders about how we invest in “smart” infrastructure that can promote economic vitality in New England. ■

(Sources: New England Council, Deloitte Consulting, *Boston Herald*)

Besides serving as President of the Council, Fred Kocher is also the host of “NH’s Business” on WMUR-TV.



Council Appoints New Vice Chair

Paul Mailhot, Vice President of Business Operations at Dyn, was appointed as Vice Chair of the NH HighTech Council Board of Directors at its November 27 meeting. Mailhot’s appointment was effective immediately.

The NH HighTech Council Board of Directors is responsible for setting and directing the long term vision and strategy for the Council, and holds bi-monthly meetings to review the execution of their strategic plan. Directors are typically executives in technology companies or companies that provide services to technology companies. Board members can be reached by contacting the Council’s main offices. ■

First, we've taken steps to increase networking opportunities for our members by extending the reception durations at our largest events such as Product of the Year and Entrepreneur of the Year. We re-formatted our Product of the Year event and brought it to a new location that encouraged closer networking during the reception. We also launched the Council's Software Forums, which bring together software and IT professionals in a more intimate environment, free of charge to Council members, and have plans to do the same in the Defense and Smart/Advanced Manufacturing sectors.

Second, we continue to develop our marketing and information delivery at all levels. We have a newly designed NHHTC website at nhhtc.org, and have been working to refine our weekly emails and up-to-the-moment event updates. As requested by our members, we've also moved to an electronic version of our bi-monthly newsletter.

Third, members wanted the opportunity to buy and sell products and services with other Council members. In response, we launched our first ever M2M (Member-to-Member) X-Change program—allowing members to offer discounts on their products and services to other Council members by way of the Council website. We unveiled the program at our first annual summer networking event, held at the newly renovated Executive Health and Sports Center in Manchester, giving members the opportunity to meet one another in a more relaxed and casual environment.

Additionally, the Council continued to foster strong collaboration with other regional organizations—including the North Shore Tech Council, the New England Venture Summit, and the abi Innovation Hub for the TechOut NH Startup Competition—to continue to promote NH's many economic benefits for businesses. The TechOut Competition promises \$500,000 of angel investment funding, with \$100,000 of funding this year alone awarded to 2012 winners miEdge, Therma-Hexx, and Sensible Spreader.

The Council honored its tradition of recognizing innovative and exciting companies throughout New Hampshire. Our Entrepreneur Forum attracted companies including Liquid Health Labs, New England Footwear Manufacturing, Siege Technologies, Trendslide, Therma-Hexx, and Aboundi; our annual Product of the Year event named Therma-Hexx the latest winner; and I had the personal honor, along with Jeremy Hitchcock of Dyn and George Epstein of The Echo Group, of being recognized at our Entrepreneur of the Year event.

The Council continually evolves to serve the needs of its member organizations. With over 230 active corporate members, Council membership is at a ten-year high, offering the organization the ability to expand by adding new resources to its back office staff, launching new programs, and delivering more value to members. Additionally, in 2012 the Board of Directors empowered the Council's Executive Committee to handle the ongoing business of the organization, allowing the Board of Directors to focus on larger scale topics of economic/business development, education, and legislative matters in NH.

I hope that this note conveys the work and effort of the Council to grow in size and relevance in New Hampshire's business ecosystem. As you receive your membership renewal letters, we hope you will enthusiastically log on to our website and renew your membership. We are looking forward to supporting you and advocating on your behalf in 2013! ■

*We would like
to congratulate
our client*

Therma-HEXX, LLC
on winning the 2012



Product of the Year Award

for their product

ThermaPAVER/

ThermaCEILING



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NHHTC Website Photos Needed!

We've launched our website with a fresh, new look, as well as new features, designed to increase engagement and improve navigation. We also want the website to reflect what our members do. As a result, we are regularly looking for photos of member companies in action. If you have quality images you would like to share that demonstrate your technology or service, please send them to info@NHHTC.org.

NHHTC.org



Product of the Year

The finalists and Judges Award winners are as follows:

Airmar Technology Corporation is a world leader in the design and manufacture of ultrasonic sensor technology for marine and industrial applications. In February 2012, Airmar launched a new product line that featured the 150WX WeatherStation Instrument. The 150WX ultrasonic wind instrument uses a unique combination of sensors that enables the 150WX to calculate true wind speed and direction, even when mounted on a moving vehicle. Additional features of this product include apparent wind speed and angle, true wind speed and direction, compass heading, GPS, pitch and roll, air temperature, wind chill temperature, dew point temperature, barometric pressure and relative humidity. The 150WX provides all this functionality in a product that is smaller than a can of soda and is the most capable instrument of its kind on the world market. The UV stabilized housing is fully waterproof and resistant to chemicals and sunlight, making it the most reliable ultrasonic wind sensor for demanding environmental conditions. Growing markets for this diverse product include, but are not limited to: marine vessels, autonomous vehicles, agricultural sprayers, bridge and highway road conditions monitoring, wind turbines, airports, meteorology, military, and utility towers.



Dynamic Benchmarking utilizes the latest cloud-based technology in developing a web-based benchmarking platform that is configurable, scalable and uniquely positioned to help businesses of all types. Stack-Up is a web-based platform that collects information



and delivers comparison results in one easy to use solution. Stack-Up helps members benchmark their information and gain immediate insight while valuable data is collected on topics such as finances, operation, compensation and benefits, procedures and best practices. Stack-Up provides a software platform that is uniquely configured for each client, but

does not require custom software development. Each client receives a fully branded implementation that includes unlimited questions, an interactive set of filters for drilling down into the data, dynamically generated

PowerPoint reports, and access to sophisticated administration and usage reports.

Itaconix Corporation was founded in 2008 by Yvon Durant and John Shaw and is a next-generation performance polymer company based on technology licensed from UNH. Their proprietary technology platform for polymers of itaconic acid combines novel chemical synthesis with industrial biotechnology to convert renewable feedstocks (like corn) into performance polymers. Their first commercial polymer, Itaconix DSP 2K, is sold to consumer and industrial detergent formulators as an effective builder to replace phosphates, EDTA, citric acid and petroleum-based chemicals. Itaconix 2K is revolutionizing detergent formulations based on two unique qualities relative to existing builders: DSP 2K has higher capacity per gram than any other builder to bind metal ions, such as calcium, which cause water hardness and impair cleaning; and DSP 2K is made from 100 percent renewable carbon. The combination of these features and functions allows leading standard and green detergent brands to launch new phosphate-free products that satisfy consumer desires for performance equal to their old phosphate detergents.



Medtronic Advanced Energy, LLC produces a wide variety of advanced energy medical devices. Medtronic received 510(k) clearance from the Food and Drug Administration (FDA) for the Aquamantys SBS 5.0 Sheathed Bipolar Sealer, a new addition to the spine portfolio of the company's Advanced Energy business. The SBS 5.0 Sheathed

Bipolar Sealer gives spine surgeons the ability to optimize speed and continuity in surgical cases by providing hemostatic sealing capabilities for both incised soft tissue (e.g., cut muscle) and epidural veins with a single device. The SBS 5.0 uses Transcollation technology, which is a combination of radiofrequency energy and saline that has been shown to reduce blood loss and improve visualization when used during spine procedures. A novel feature of the SBS 5.0 is its movable sheath, conveniently allowing the device to be used to seal both broad tissue plains and tissue directly adjacent to sensitive tissue, such as nerves. This is the first product on the market that can conduct both procedures safely using one device.

Therma-HEXX is a Portsmouth-based startup that manufactures high efficiency heat exchange products. This company features two products: Therma-PAVER, a modular, aluminum or plastic heat exchange panel for use beneath pedestal or ground mounted pavers or stones; and Therma-CEILING, a highly efficient radiant heating/cooling system for use in suspended ceiling systems, which utilizes the same modular heat exchange component, technology, and IP as Therma-PAVER. Heat transfer efficiency comes from distributing a small amount of turbulating fluid in a fractal flow pattern across a relatively large area for a quick and efficient heat transfer in both directions, reducing operating costs. Therma-PAVER is the only product on the market that can heat or cool pedestal mounted pavers and Therma-CEILING is revolutionary when compared to forced air heating/cooling systems.

A New POY Guest

With loyal POY supporter Governor Lynch departing from office at the start of the new year, the Council was honored to welcome Governor-elect Maggie Hassan to her first POY reception. Speaking to the group, Hassan



affirmed the importance of New Hampshire's technology sector to her incoming administration stating she wants to "make sure that as a state we focus, moving forward, on being the most innovative state in the country—and you guys are the best examples I have when I talk about this." The Governor-elect also acknowledged her innovation plan

as a focal point of policy initiatives going forward, including targeted tax breaks and credits, and technical assistance for business.

The Votes

In the tradition of past POY events, the five finalist companies previewed their products during a reception before the evening event, and then made seven-minute pitches as part of their effort to encourage the audience to vote for their product. Each of the 250 attendees was given a ballot on which they marked their choice for product of the year. These votes counted towards 50 percent of the final tabulation, with the judges' votes completing the remaining 50 percent. The company

with the highest combined score received the 2012 Product of the Year award.

And the award goes to...

The temperature that night was just right for Portsmouth-based Therma-HEXX. The audience vote and previous judging by a panel of business and technology experts were equally weighed, and Therma-Hexx was named the winner of Product of the Year for 2012.



Robert Barmore, co-founder and CEO of Therma-HEXX, said, "We want to change the world. There are a lot of things that are being done so inefficiently; there's no reason not to fix that—it's so easy to do it." And Therma-HEXX makes it look so easy, garnering a Green Launching Pad grant, placing second in the first-ever TechOut business startup competition, and now snagging the 2012 POY. When asked about this, Barmore emphasized, "Green Launching Pad got us started, TechOut allowed us to keep going, Product of the Year is going to give us the recognition that we need, and it just proves that people believe in our product and it gives the marketplace the confidence in our product that they need to know that it's a worthy product."

The Therma-HEXX name will be added to the prestigious NH High Tech Council Product of the Year crystal trophy, designed by Pepi Herrmann, and the trophy and an exhibit of the winning product will be on display at the Manchester-Boston Regional Airport for one year.

Congratulations to Therma-HEXX and to all of the Judges Award winners! ■

Thank You to Our Sponsors!



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Citizens Bank, PSNH, New England Investment & Retirement Group, TD Bank, The Sadler Insurance Agency/Cross Insurance, The Hanover Insurance Group, Business NH Magazine, Dunn Rush & Co. LLC, Geophysical Survey Systems, Inc., SKYE Business Solutions LLC, The Long Family Trust, Erin & Tom Daly

October Entrepreneur Forum Introduces the Council to Therma-HEXX

Who knew the October 17 Entrepreneur Forum would be a sign of things to come? Of the two presenters selected for the Forum, one company—Therma-HEXX—would go on to receive the **2012 Product of the Year award** (see article on page 1). Just another reason to get in on the Forums while you can!

The Council produces a series of educational programs to support entrepreneurship and provide high-level resources to rapidly growing companies. At the Entrepreneur Forum, companies present their business challenges to a panel of industry experts, and receive board-level and executive advice on how best to address their challenges, all in front of a live audience. Typically, panelists include at least one investor (angel, venture capitalist, corporate investor, or financial institution) appropriate for the stage of the company and the amount of capital sought. Other panelists are chosen for their familiarity with the industry, technology, market place or strategic issues being addressed.

The first presenting company, Therma-HEXX, was founded in 2011 by Robert and Susan Barmore in Portsmouth, NH. Therma-HEXX specializes in the creation of green building products that improve the way to heat and cool our environments inside and out. The panelists for the Therma-HEXX presentation were Daniel Bruzga, Owner, db landscaping LLC; John Krzyston, COO, Kalwall; and Tom Sullivan, President and Owner, Sullivan Construction.

The second presenters, ABoundi, Inc., were advised by a panel made up of Josh Delisle, VP of Worldwide Sales, Dyn; Bob Goldstein, Founder & CEO, Single Digits; and Jeff Williams, Partner, Tudor Growth Equity. ABoundi, Inc. was founded in 2005 by Hong and Heli Yu and is based in Nashua, NH. ABoundi has taken Broadband over the Power Line technology into the commercial and industrial markets by providing cost effective, commercially advanced, networking deployment solutions.

Each Forum also includes a Sky Dive presentation from an early-stage company or a non-profit or student-driven entity that focuses on a specific challenge or opportunity they are facing. This is their chance to make a quick pitch to the audience in between the two other presentations. October's Sky Dive presentation was given by Wakup, a **TechOut 2012 finalist!** Wakup develops and sells energy products that help consumers remain alert when they're feeling sleepy. Its energy products are unique because they use no caffeine.

Sensing a pattern? Well, you should be. These stories from the October Entrepreneur Forum are evidence of the continued interconnectedness of the NH technological sector and the importance of remaining connected—especially through the High Tech Council! The next Entrepreneur Forum will be held on Wednesday, February 6, 2013. **Presenters are needed for the February Forum!** Those interested can find more information and apply on the Council website at nhhtc.org. ■

Calling All Emerging Entrepreneurs...

It will be another year of fascinating presentations from a variety of tech-related business ventures at the Council's Entrepreneur Forums. Presenters receive valuable feedback and insights from expert panelists. Plus everyone who attends benefits from being part of the experience. But you can't benefit if you don't participate!

The Entrepreneur Forum is a great opportunity to learn about new tech ventures, learn something that can help your own venture, and expand your network by meeting other professionals. If your company could benefit from exposure to high level resources, and board-level and executive advice, sign up now! The Council needs more presenters for upcoming forums. You have nothing to lose and so much to gain! Visit nhhtc.org for the application and additional information.

NH's Public Colleges and Universities to Match High Tech Council Kocher Scholarships

Beginning in spring 2013, the NH High Tech Council's Kocher Scholarship Program will receive a significant boost from the NH public college and public university systems. Through a memorandum signed by the chancellors of the University System of New Hampshire (USNH) and the Community College System of New Hampshire (CCSNH), Kocher Tech Scholarships will be matched for those students attending a participating institution. This includes all seven community colleges, the University of New Hampshire, Plymouth State University, Keene State College, and Granite State College.

This initiative enables the Council to award more scholarships at higher dollar levels. As a result, awardees will now receive \$4,000 scholarships to pursue degrees in tech-related fields.

The Council created the Kocher Scholarship Program in 2007 and began raising private funds for support. Since then, dozens of students have benefited from the scholarship funds and are giving back by helping advance innovation in New Hampshire. To date, many New Hampshire entrepreneurs and businesses have contributed to the program. National coverage of the Scholarship resulting from an Associated Press story, combined with significant regional coverage, will hopefully give a boost to Kocher Scholarship fundraising efforts.

"We're very excited about expanding the scholarship program at this time given the great demand for skilled workers in STEM related fields, as well as students' increased need for financial assistance. I want to personally thank Chancellors Gittell and MacKay for partnering with the Council to encourage students to pursue studies in STEM subjects and help reduce their debt upon graduation," said Tom Daly, chair of the Council's Board of Directors.

Applications will be accepted from January 1 through February 28, 2013. A link to the application can be found on the Council website or directly on the NH Charitable Foundation (NHCF) website. The NHCF administers the scholarship program on behalf of the Council. Questions regarding the scholarships and/or how to donate to support additional scholarships can be directed to the Council at 603-935-8915 or info@NHHTC.org. ■

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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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The Four Most Powerful Words

By Marc Sedam, Executive Director, Office for Research Partnerships and Commercialization, and New Hampshire Innovation Research Center at the University of New Hampshire

A few weeks ago, I had the pleasure of a meeting with Steve Blank in Palo Alto. I first met Steve over the summer at a conference related to teaching the “Lean Startup” methodology. I am fascinated by the Lean Startup approach both as the director of the UNH technology transfer office as well as an instructor in our business school teaching startup principles to both undergraduate and graduate students.

The purpose of our conversation was to discuss how to further imbed the Lean Startup principles in the evaluation early-stage technology generated from a university. While not perfect, the Lean methodology does have a great structure to better align university technology with the needs of the marketplace. We spent about an hour talking and I was very appreciative of his time. Our conversation quickly focused on the difference between the things I believed might be useful and the things that Steve believed, eventually agreeing that the tech transfer process was not well understood outside of university tech transfer offices. He had great insight into what would make the process smoother, but the final thing he said before we parted ways struck me.

“How can I help?”

I initially had no idea how to answer the question having focused all my energy in finding common ground and clearly not enough time thinking about what would actually occur. Offering to help is a

powerful principle. It says that I have some insight to share in collaborating on a solution to a question we both have a vested interest in solving.

Commercializing technology is a challenge. You have an idea, perhaps some intellectual property protecting that idea, but there’s a long way to go before an idea reaches the market and generates revenue. In my experiences over the last 20 years of commercializing technology, I have met hundreds of people who offer to provide a fixed solution to a problem with the intent of “plugging in” to the specific technology. It’s striking the number of times those offers come with pitches and statements rather than questions. I am as guilty of this as the next person.

The end of the year is the traditional time for reflection, evaluation, and affirmations for the New Year and its offer of a fresh start. I keep coming back again and again to that sentence. My resolution for 2013 is to internalize this statement and make sure to say it to others over and over again in hopes that it catches on. Commercializing technology is hard. But it works better, quicker, and more effectively when our ecosystem continues to embrace a culture of help and support. New Hampshire is a great place to start and grow companies. I will do my level best to keep UNH front and center in that discussion and, wherever we can, offer up the most powerful words I know:

How can I help? ■

Member News

Technology lead generation provider **Good Leads®** of Salem, NH is celebrating their ten-year anniversary and their signature Prospect Builder® Program. Founder and CEO, Robert Good, began the firm in 2002 to fill the void in sales funnel development for businesses that had complex value propositions and government entities looking for direct inward investment prospects. Good Leads is currently supporting the Northern Community Investment Corporation with their business attraction value proposition for the “Northeast Kingdom” of NH and VT.

The University of New Hampshire announces that its latest startup company, **Wakup, Inc.** has been granted a license for commercializing its Anti-Fatigue Hydrogel. For more info go to: www.wakupinc.com

The intellectual property law firm of **Grossman, Tucker, Perreault & Pflieger** is pleased to announce that attorney Alex P. Garens has joined the firm’s trademark and copyright practice.

Snowden Associates, Human Resource & Organizational Development Firm, founded in 1979, with headquarters in Portsmouth NH, anticipates the introduction of Leading From Within™ (Q1 2013), providing services that support the challenges of client business initiatives in the New England region.

Checkmate Payroll Services, Inc., an independently owned and operated provider of comprehensive payroll services and cloud-based workforce management technologies, is pleased to announce that it has completed a service audit review—SSAE 16 SOC1 (formerly known as a SAS 70 audit)—of its operations. The audit was performed by a regionally recognized independent auditing firm, and was completed in November 2012.

The Sadler Insurance Agency has joined the **Cross Insurance** family of agencies and moved to their new location at 1100 Elm St., Manchester, NH. Art Bruinooge remains with Cross and is establishing a new technology insurance practice for all of NE.

The “Fiscal Cliff” – It’s About Much More Than Taxes

David Cuzzi is President of Prospect Hill Strategies, a government affairs and business development firm based in Manchester, and was a senior advisor to former U.S. Sen. John E. Sununu on Capitol Hill.



Election season is finally behind us, and the nation’s focus has shifted to the impending “fiscal cliff” we risk going over at the end of this calendar year. This predicted economic Armageddon—which a lame duck session of Congress hopes to avoid—is a combination of expiring tax cuts and roughly \$1.2 trillion in federal budget cuts, half of which will come from the Department of Defense. The budget cuts are known in Washington-speak as “sequestration.” For many reasons too complex to tackle in this space, there has been little talk in the media about the effects these pending cuts would have on national security and the economy. To be clear, these cuts would hit every one of us professionally and personally should they become a reality.

History shows that when defense spending is reduced, funding for research and development is hardest hit. The impact is not strictly financial, as the ability to maintain the intellectual capacity to innovate also suffers. Without the funding and the brainpower, our capabilities in critical security areas—manned and unmanned aircraft, cyber security, ships and subs, and intelligence, surveillance, and reconnaissance—will erode. Research and development efforts lead to production and maintenance funding. If the “fiscal cliff” and accompanying sequestration cuts become reality, our nation’s ability to develop and field more affordable software and hardware solutions, which better protect our nation, our allies, and our servicemen and servicewomen, will be severely diminished.

New Hampshire’s economy is powered by the innovation of technology firms of all sizes and sectors

across the state, and many of these firms are fueled to varying degrees by Department of Defense funding. Studies have shown that New Hampshire would lose at least 3,600 defense-related jobs should we go over the “fiscal cliff” and sequestration cuts be implemented. Regionally, the predicted impact is equally alarming. The jobs of hundreds of Granite Staters would be among the expected 41,000 Massachusetts defense sector jobs lost. Nationally, the total number of jobs lost could top one million, which would raise the unemployment rate roughly one percent. Of note, these studies have not examined the ripple effect of these job losses in New Hampshire and across the country.

One thing on which everyone agrees is the harm to our physical and economic security these looming defense cuts will certainly inflict. I appreciate the enormous fiscal challenges facing our nation, and the enflamed political environment in which our leaders must attempt to reach an agreement. However, our national security should not be used as leverage to force lawmakers to address the undeniable fiscal crisis before us.

I applaud the efforts to date of Senators Shaheen and Ayotte – both members of the Senate Armed Service Committee – to avoid these devastating cuts. Representatives Guinta and Bass, and Reps.-elect Shea-Porter and Kuster, have also lent their voices to those calling for an agreement before the end of the year. Hopefully they are successful in urging their colleagues to remove these cuts as leverage, and consider defense spending in a more responsible manner. ■

Job Postings

Simbex, a research and product development company specializing in the areas of injury prevention, mobility and rehabilitation, is currently seeking a Senior Software and IT Engineer. www.simbex.com

Warner Power, www.warnerpower.com
Advanced Technology Engineer
Electronics Engineer
Senior Electrical Design Engineer - Power Systems

WWPass is rapidly growing, so we are looking for Sales Engineers, a Professional Service Person, Customer Care Representatives, and a Consumer Manager. www.wwpass.com

FuturePlus Systems Corporation is in need of a Senior Marketing and Sales Manager, Technical Marketing and Sales leader to be part of our small but profitable team. Electrical Engineering background a must along with innovative marketing experience. See our web site at www.futureplus.com/working-at-futureplus-systems.html

Welcome to Our New Members

Itaconix Corporation

2 Marin Way, Stratham, NH 03885
John Shaw, 603-686-7550, itaconix.com
Itaconix Corporation is the world leader in polymers from itaconic acid and produces polymers for everyday applications that achieve two essential objectives - performance and sustainability.

Wakup, Inc.

55 Bay Street, Apt. A, Manchester, NH 03104
Jeff Rapson, 603-660-1119, wakupinc.com
Wakup is a consumer packaged goods company. Our mission is to create personal care products that help consumers re-energize quickly, sleep more soundly, or reduce food cravings.

Market Street Talent, Inc.

P O Box 1556, Portsmouth, NH 03802
Jennifer Gray, 603-431-0070, marketstreettalent.com
Market Street Talent is a group of incredibly effective recruiters and consultants who are committed to getting you results. We leverage our in-depth technical expertise, extensive networks, and the most sophisticated tools to identify and provide the right candidates for you.

Keene State College

229 Main Street, Keene, NH 03435
Daniel Henderson, 603-320-0906, keene.edu
Liberal Arts College

Therma-HEXX

1001 Islington St., Portsmouth, NH 03801
Robert Barmore, 603-319-8815, therma-hexx.com
Manufacturer of ThermaPAVER and ThermaCEILING. We manufacture high efficiency heat exchange products that change the way we heat and cool our interior and exterior environments.

BurstPoint Networks, Inc.

11 Continental Blvd., Merrimack, NH 03054
David McGinley, 603-670-2245, burstpoint.com
BurstPoint provides a single platform that allows users to capture, edit, distribute, consume, and manage video communications from one place through private cloud, public cloud and hybrid cloud channels.

Dynamic Benchmarking

11 Nottingham Road, Windham, NH 03087
Betsy Delfosse, 603-475-8645
dynamicbenchmarking.com
Dynamic Benchmarking offers an online and configurable benchmarking platform with interactive data collection and results delivery. We partner with associations, franchises and other companies to deliver financial, operational, best practices, and compensation and benefits benchmarking.

UNH Professional Development & Training

73 Corporate Drive, Portsmouth, NH 03801
Linda Conti, 603-431-5674, learn.unh.edu/pcw
UNH Professional Development & Training offers over 150 one-day seminars, conferences, Certificate Programs, and on-site customized training to companies and organizations throughout the region. Training is offered in Portsmouth, Manchester, Durham, on-site and online.

Newmarket International, Inc.

75 New Hampshire Ave., Portsmouth, NH 03801
Marty Denning, 603-436-7500, newmarketinc.com
Founded in 1985 and headquartered in Portsmouth, NH, Newmarket International serves the global hospitality industry, delivering proven business services that turn function space into revenue streams, helping customers to increase revenue, lower costs, and improve customer and guest satisfaction.

Velocity Performance

1 Tara Blvd., Suite 200, Nashua, NH 03060
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