



# VERMONT'S TECH EMPLOYMENT

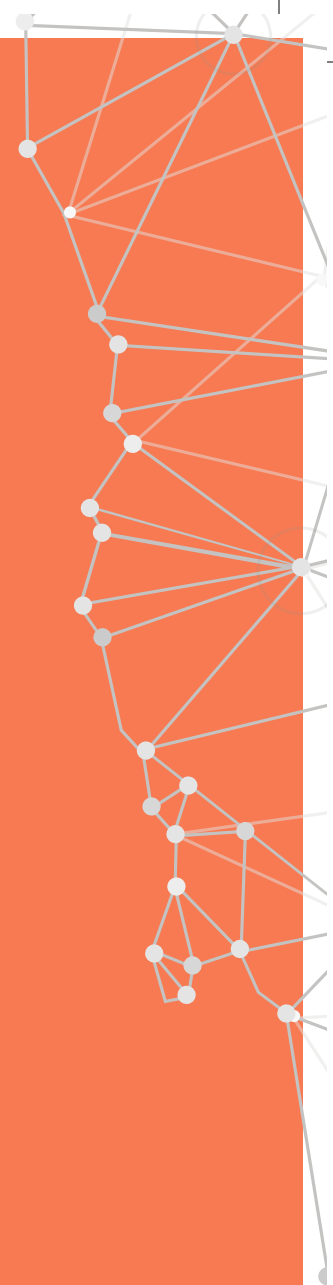
The Hidden Driver of Our Economic Growth

A report by the Vermont Technology Alliance



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Special thanks to Brandthropology for help in the design and production of this document.

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HIGHLY EVOLVED MARKETING

## ABOUT THIS REPORT AND OUR MOTIVATIONS

We've observed first hand the increasing role that the technology sector continues to play in creating clean, green, well paying jobs across the state. We've also observed that our tech firms have continuing -- and growing -- challenges in hiring and retaining enough qualified prospects to meet their needs for growth.

This has led to some of our fastest growing tech companies to expand outside of the state. That's a shame, as we believe it needn't be so. To fill and hold onto more of these jobs, we want to highlight tech's largely unheralded contributions to the current economy, and to outline public policy priorities that will help us all embrace the opportunities that an expanding tech economy represents.

We'd like to thank the Vermont Department of Labor who, with our encouragement and support, conducted a study throughout 2015 to quantify Vermont's tech workforce and its role in the state's economy. The results of that study, recently released, can be found here:

["Tech in Vermont: A Study of the Prevalence and Impact of Tech in the Green Mountain State"](#).



This report features key findings from the Department of Labor's "Tech in Vermont" Study, which highlights the pervasive impacts that tech employment has on the broader Vermont economy.

## ABOUT THE VERMONT TECHNOLOGY ALLIANCE

### WHO WE ARE:

We're a non-profit business association with a mission to support, promote, and grow technology businesses and technology jobs in Vermont. Our members range from individual entrepreneurs and start-ups to some of the state's largest companies.

### WHAT WE DO:

We're the only organization focused solely on Vermont's technology sector. We advocate on behalf of the industry, collaborate with government, business, non-profit and education leaders; we create opportunities for networking (such as our Lunch & Learn sessions & CEO dinners); organize technology programs and events (such as Tech Jam and our Annual Cruise); and celebrate Vermont's tech community (via our publication Tapping Tech, our website, our monthly newsletter and social media).

### LEARN MORE:

Visit our website at [vtta.org](http://vtta.org), sign up to receive our newsletter, follow us on [Twitter](#) and connect with us on [LinkedIn](#) and [Facebook](#).





WE WERE A FOUNDING  
PARTNER OF VERMONT'S TECH JAM



OUR MEMBERS CREATE INNOVATIVE TECH  
SOLUTIONS THAT WORK ACROSS VT'S ECONOMY



OUR ANNUAL CRUISE BRINGS  
TOGETHER MEMBERSHIP AND LEGISLATORS



WE HAVE PROMOTED AN "INNOVATIVE  
BY NATURE" POSITIONING FOR VERMONT



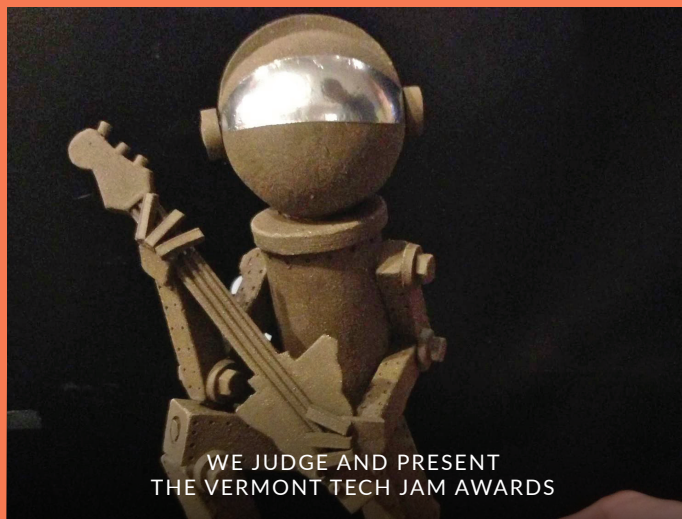
OUR TAPPING TECH PUBLICATION  
IS NOW IN ITS THIRD EDITION



OUR MEMBERSHIP ALSO INCLUDES  
VERMONT'S MANUFACTURING COMMUNITY



OUR LUNCH AND LEARN  
SERIES HAS RUN FOR TEN YEARS



WE JUDGE AND PRESENT  
THE VERMONT TECH JAM AWARDS



WE REMAIN TRUE TO OUR ORIGINS AS A  
SUPPORT GROUP FOR VT'S ENTREPRENEURS





# Which industry employs the most Vermonters?

Tourism? Agriculture? The Answer May Surprise You



# TECH JOBS ARE POWERING VERMONT'S ECONOMY

More Vermonters have jobs in tech occupations and in tech industries than in any other business sector.

Vermont may be a rural state, but it has tech at its heart. While tech may not be the first to come to mind when people think about the Green Mountain state, tech businesses and jobs are at its core.

In terms of salary, education, opportunity and financial impact, tech is a powerful driver of the state's economy today, and a growth opportunity for Vermont's future.

## DEFINING TECH

While Vermonters may know about some of the major tech activities in the state, from semiconductor manufacturing to software development, the reality is that tech is widely infused throughout Vermont's broader economy. Nearly every job and industry in Vermont requires some use of tech skills and tools, whether running a farm, a ski resort or a store.

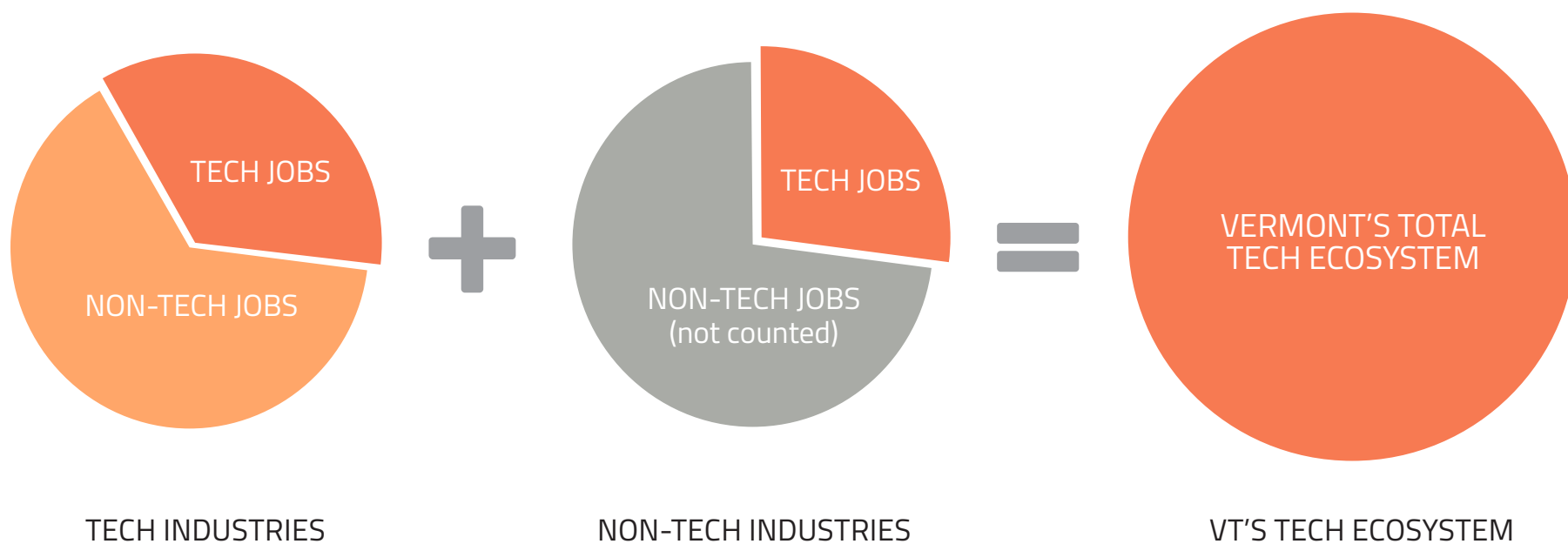
*So given that tech is everywhere,  
what do we mean by a tech job or the tech industry?*

In keeping with other similar studies conducted by other states and cities, tech jobs and tech industries were defined as those that fall under the acronym known as STEM, for science, technology, engineering, and mathematics. These jobs typically require specialized education in these fields, ranging from a professional certificate to two- and four-year college degrees, up to doctorate level training. The researchers divided Vermont's tech jobs into two major categories "STEM Core," such as computer programming, and "STEM Health" for healthcare related jobs, including bioscience technology.

See the [Department of Labor's study](#) for a further discussion of the study's methodology.

# VERMONT'S TECH JOB ECOSYSTEM INCLUDES

(Not to scale)



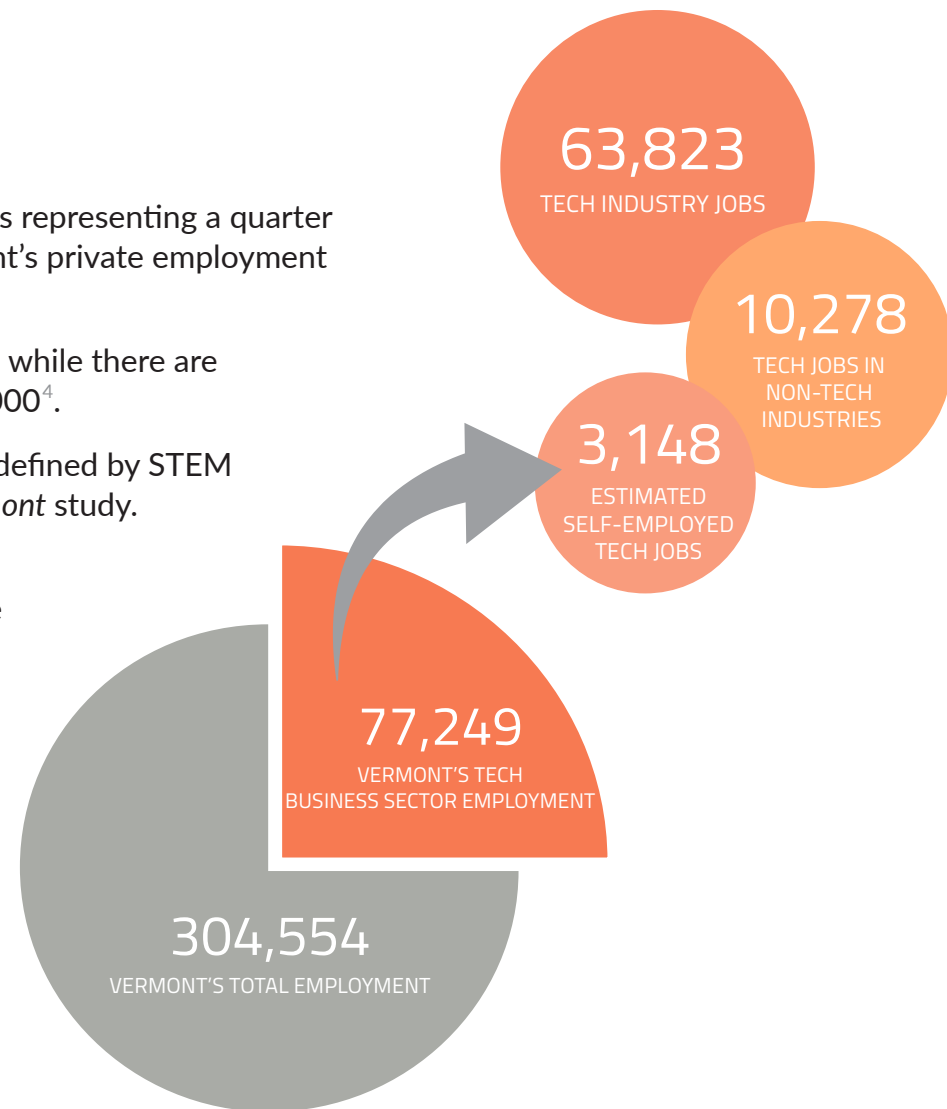
# 25% OF ALL VERMONT EMPLOYMENT takes the form of tech jobs

Vermont's tech business sector generates a total of 77,249 jobs representing a quarter of Vermont's total employment of 304,554 and 30% of Vermont's private employment of 251,528, based on 2014 data<sup>1</sup>.

In comparison, Vermont's dairy industry employs about 7,000<sup>2</sup>, while there are about 12,000 farm operators<sup>3</sup> and tourism employs about 35,000<sup>4</sup>.

About 40% of the jobs in the tech industry are in occupations defined by STEM Core (such as engineering and IT) according to the *Tech in Vermont* study.

Approximately 8% of tech occupations in Vermont are self-employed, with the fastest growth occurring in STEM core jobs. The tech occupation with the most self-employed workers is web development, which has grown 23.8% since 2012.



In those places that are well served by internet and cell phone coverage, Vermont is well positioned to be an appealing place for tech startups, freelance software developers and, more broadly, skilled distance workers. If you can work from anywhere, why not Vermont?



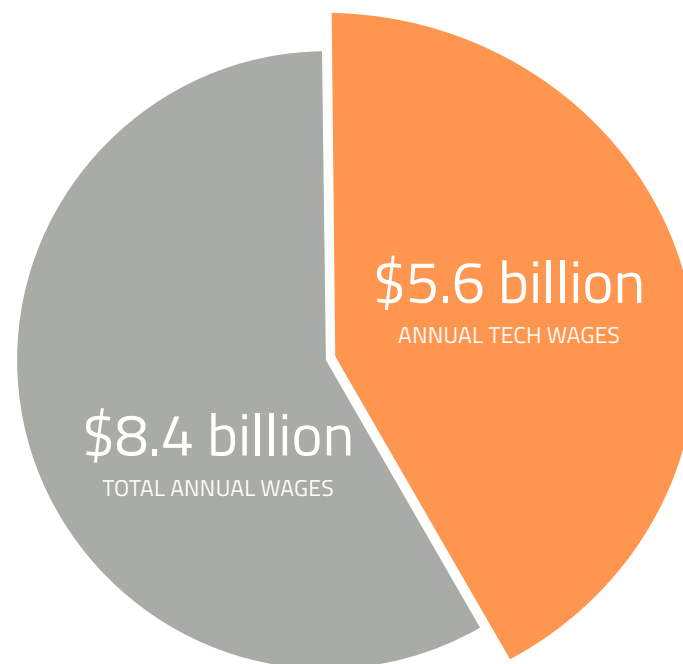
**\$5.6  
BILLION**

## THE ANNUAL WAGES VERMONT TECH JOBS GENERATE

representing about 40% of all Vermont wages

Given that Vermont has 77,249 tech jobs with an average annual wage of \$72,732, this generates an estimated \$5.6 Billion in annual wages throughout the Vermont economy. This represents a substantial share of Vermont's approximately \$14 billion in total wages.

Even when looking at only the 25,789 STEM Core jobs within the tech industry with an average wage of \$72,482, the estimated wage contribution is still substantial at roughly \$1.9 Billion.



**\$14 BILLION IN TOTAL  
ANNUAL VERMONT WAGES**

Tech is pervasive; it is embedded in every other aspect of the economy. No other sector makes such a large contribution.

**7x  
FASTER**

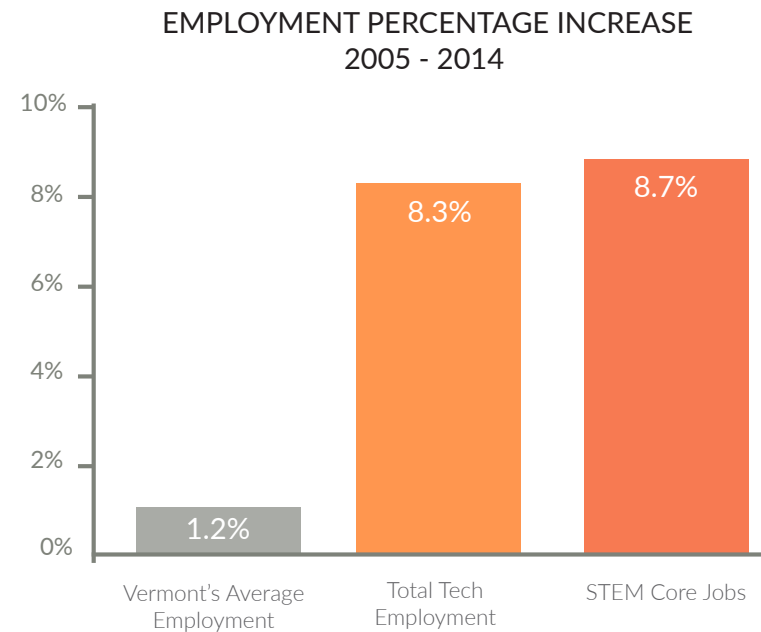
## GROWTH IN TECH JOBS

compared to growth in all Vermont employment

Total Tech employment in Vermont increased 8.3% from 2005 to 2014. In comparison, Vermont's average employment grew only 1.2% for the same period.

This represents an increase in 7,879 STEM-based jobs, with STEM Core jobs growing at an even faster rate of 8.7%.

In terms of average annual increases in employment, tech jobs increased 0.9% each year compared with 0.1% for all Vermont employment.



Tech jobs are the fastest growing jobs in Vermont,  
and total tech employment is projected to grow at a  
7.5% annual rate from 2014 to 2022.



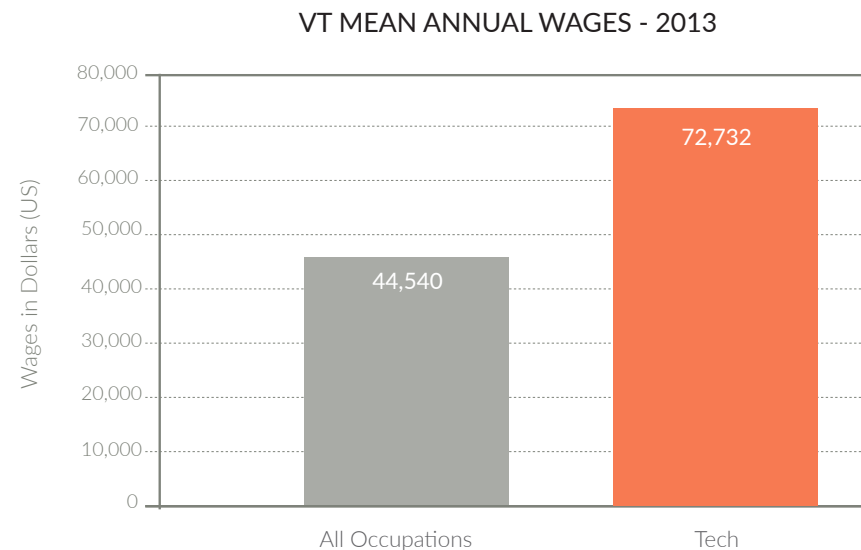
**63%  
MORE**

## HOW MUCH MORE TECH WORKERS EARN compared to average Vermont occupations

A Vermont tech job pays an average annual wage of \$72,732, while the average annual Vermont wage is \$44,540, which means that Vermonters in tech jobs make 63.3% more than the annual state average. The Tech in Vermont study concluded that the wage premium for all tech occupations is \$28,192 per person.

As part of this total, the average annual wage for STEM Health jobs is \$72,941, while STEM Core jobs have an annual wage of \$72,482.

This higher average wage paid to tech jobs generates additional capital and spending throughout the broader Vermont economy.



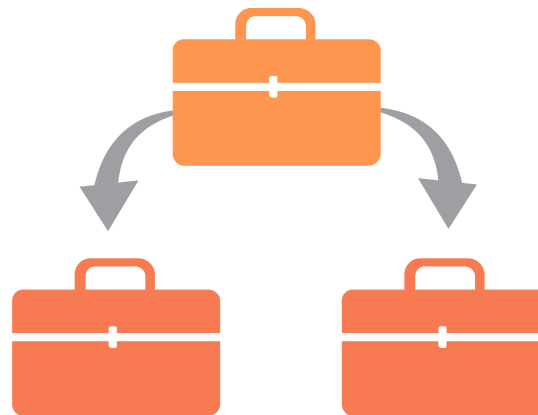


Tech jobs support the Vermont economy by contributing up to two and half times more in state income taxes than the average Vermont wage earner, based on single filer data.

# 2x

## THE MULTIPLIER EFFECT

that tech employment has on the greater economy



Each tech job in Vermont creates and supports additional jobs in the economy. The Tech in Vermont study found that this job multiplier varies depending on the industry and job, ranging from 0.7 to 2.1.

For STEM Core industries that multiplier is about 2 jobs for every tech job. That means for every 1,000 of tech jobs created, an additional 2,000 jobs are created in the Vermont economy.

Other studies have found similar impacts from tech jobs in general, pegging the multiplier as high as 3 to 5 additional jobs generated. It's also worth noting that many of the non-tech jobs in tech industries also pay higher than average salaries.

Many traditional Vermont businesses such as agriculture, food production and artisan crafts carry a price premium for their goods in comparison to their national and international counterparts. Tech wage premiums allow tech workers to play an important role in funding these local industries, adding an additional \$280 million to Vermont's economy and supporting approximately 4,600 jobs.




# CONCLUSION

As the Tech in Vermont study shows, Vermont's tech jobs are pervasive, fast-growing, high-paying and deliver economic benefits throughout the state.

Moreover, tech businesses align with Vermont's environmental goals and working landscape, locate in downtowns and rural communities alike, and bring revenue and high paying jobs to the state. With the right attention and support, the tech sector could be even bigger.

There's no reason Vermont can't be widely celebrated as a preferred destination for technology workers and technology companies. But it will take dedicated work and action to make this vision a reality.

The businesses and jobs that fit under the technology umbrella are the sweet spot of the state's economy and represent its economic development future. Public policy needs to recognize and embrace this opportunity.



The opportunity to create an economy that Vermont wants – one that is clean and green, with fiscal security, good paying jobs and career opportunities for our youth – lies in encouraging and growing the tech business sector and tech jobs it creates. In fact, the Vermont economy is currently creating more jobs than we can fill with Vermonters.





# PUBLIC POLICY PRIORITIES

Given that tech jobs are core to the success of Vermont's economy, it is important to ensure that our state policies and programs support tech's growth. Here are five public policy recommendations to support the continued growth of Vermont's tech ecosystem.

## To capitalize on its tech opportunity:

ONE

Vermont must **evolve its own brand image**. A new, forward looking positioning is required, one that can hold both our natural environment and our innovative technology culture in its broader conception.

TWO

Vermont must **squarely address the challenges of its problematic infrastructure**. This includes prioritizing the implementation of (true) broadband internet access, improving cell phone coverage and making housing more affordable in relation to wages.

THREE

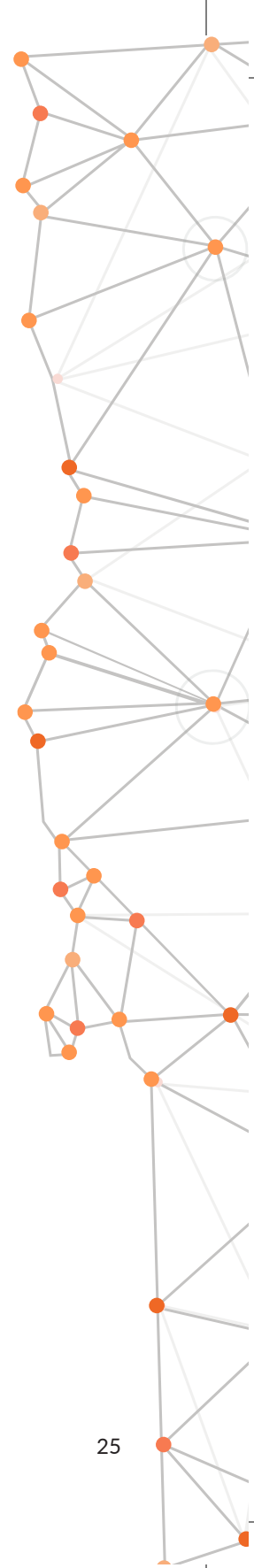
Vermont needs to **expand on its support ecosystem for entrepreneurs**. It must continue to leverage the strengths of its academic institutions while solving for significant challenges tech firms face in securing early phase / startup financing.

FOUR

To better support the workforce needs of its tech industries, Vermont needs to **actively and swiftly align its educational institutions** with the growing needs of the state's tech employers.

FIVE

The legislature needs to **re-examine existing laws, modifying them in ways that support tech growth** and the development of a modern economy. In so doing, Vermont must resist efforts to suppress these needed reforms.



# TECH IS A STATE-WIDE OPPORTUNITY

across all counties, the tech sector is driving growth

## northwest

1105 Media/ MSDN  
6 Degrees Software & Consulting  
89 North  
ASIC North, Inc.  
Accelerated Outsourcing  
Accutrace Design, LLC  
Adaptive Engineering, LLC  
Aerie Consulting vFA Member  
Agilion vFA Member  
Albany College of Pharmacy and Health Sciences  
AllEarth Renewables  
Allscripts  
Alpine Web Media  
American Health Care Software  
Applesseed Solutions  
Ascension Technology Corp.  
Ask-int Tag  
Audio-Video Corporation  
Aurora North Software  
BLZ Services Inc  
BT Telecom vFA Member  
BTU Ignite vFA Member  
BiaDiagnosics Inc.  
Bill Coates vFA Member  
BioTek Instruments, Inc.  
Birmamwood Games  
Blue Morpho Technologies LLC  
Bluehouse Group vFA Member  
Bock.com vFA Member  
Brandthropology, Inc. vFA Member  
Breen Systems Management  
Brighter Planet  
Burlington Bytes vFA Member  
C2 - Competitive Computing vFA Member  
CMF inc. vFA Member  
Software Solutions  
Cadenza Systems  
Caleidoscope Communications Company vFA Member  
Catamount Research  
Champlain College  
ClearBearing  
Coldwell Banker Hickock & Boardman Realty vFA Member  
Comcast Business vFA Member  
Commerce Generation  
Community College of Vermont  
Computational Geology, Inc  
Computer Care  
Control Technologies vFA Member  
CSL Software vFA Member  
Dreamlike Pictures  
Data Innovations North America  
Data Systems, Inc. vFA Member  
Davis & Hodgdon  
Associates vFA Member  
DC Energy Innovations  
Dealer.com vFA Member  
Desai Management vFA Member  
Consulting  
Designbook  
Development, Inc.  
DEW Construction Corp.  
Digital Media Creations  
Digitumbra  
Dinse, Knapp, McAndrew vFA Member  
Direct Design, Inc  
Divvi  
Downs Rachlin Martin vFA Member  
Draker vFA Member  
Dunkiel Saunders Elliott  
Raubvogel & Hand, PLLC vFA Member  
Dynamic Business Solutions, Inc.

### ADDISON | CHITTENDEN | GRAND ISLE | FRANKLIN

Dynapower  
EQ2, Inc.  
Eagle Network Solutions  
Earthlogic  
East Street Info, Ltd  
Ecopiel  
Electronic Connection Services  
Empower Mobility LLC vFA Member  
Enhanced Designs  
EpikOne, Inc.  
Exetechs  
Fairpoint  
Communications vFA Member  
Faraday  
FirstLight Fiber vFA Member  
Four Nine Design  
FreshTracks Capital vFA Member  
Front Porch Forum  
GBIC vFA Member  
GE Healthcare  
GMTS vFA Member  
Galen Healthcare Solutions  
Gallagher, Flynn & Company, LLP vFA Member  
Galvani Interactive  
General Dynamics  
Generator Inc vFA Member  
Girl Develop It vFA Member  
Global Classroom  
GlobalFoundries  
Globalnet Internet Services  
Gorilla Web Studio  
Gouri Nair vFA Member  
Gravel & Shea P.C. vFA Member  
Green Mountain Antibodies  
Green Mountain Innovations  
Green Mountain Power vFA Member  
Green Mountain Software vFA Member  
Green Mountain Solutions  
Greensea Systems, Inc. vFA Member  
Greg Hendrix vFA Member  
Grenon Consulting, Inc.  
Gruber Technologies LLC  
HP Enterprise Services  
Haematologic Technologies, Inc.  
Hark Digital  
Hazelett Strip Casting  
Hen House Media  
Henninge-Industrial Design and Product Development  
Hesfield Enterprises, Inc.  
HortLabs vFA Member  
Husky Injection Molding  
IPNetvoice vFA Member  
iMarket Solutions  
iSciences  
iTech US Inc  
IT Services, LLC  
IWD Holdings vFA Member  
Infinity Software Design  
Intnopia vFA Member  
Instrumart  
Interrobang Design Collaborative, Inc.  
Ion Design  
iSystems, LLC vFA Member  
JAG Software LLC  
Jamison Computer Services  
JBT Production Services  
John Fodero vFA Member  
John Pile  
John Valance, Consultant  
Judith Mueller vFA Member  
Kilawatt Technologies

KnowledgeWave  
LPA Design  
Lab Partners Associates Inc.  
Ladd Research Industries  
Lake Regional Champlain Chamber of Commerce vFA Member  
Lake Champlain Productions, Inc.  
Laureate Learning Systems, Inc.  
Lee River Software LLC  
Level 3 Communications  
Liquid Measurement Systems  
Little Devil Computers  
Logic Supply vFA Member  
MBA HealthGroup  
MBF Bioscience  
MED Associates Inc.  
MacWorks  
Mach 7 Technologies  
Manock Comprehensive Design, LLC  
Mantissa Technologies Corp.  
Matt & Erik Design  
Matthew Zucker vFA Member  
McHugstons Inc  
Merritt & Merritt  
& Moulton vFA Member  
Michael Metz and Associates vFA Member  
MicroStrain  
Microdesign Consulting, Inc.  
Microprocessor Design, Inc.  
Middlebury College  
Middlebury Interactive Languages vFA Member  
Mincar Consulting  
MorphoTrust USA  
Moss Computer Consulting  
MyWebGrocer vFA Member  
Mylan Technologies  
N Hawley Business Solutions  
NEHP, Inc.  
NG Advantage vFA Member  
NPI Technology  
Management vFA Member  
Net Source of Vermont, Inc  
New Breed Marketing  
Newgrange IT  
Consulting, LLC vFA Member  
Newspeak Communications  
NextCapital  
Northwestern Medical Center  
Nunki, LLC vFA Member  
OCR Solutions  
Open Tempo  
Original Gravity Media  
P&C Software Services, Inc.  
PKC  
Panther Internet, Inc.  
Patient Engagement Systems  
Paul Frank + Collins P.C.  
PerfectJob, LLC  
Phoenix Chemistry Services  
Physician's Computer Company vFA Member  
Piematrix vFA Member  
Pine Computers  
Polhemus  
Porter Medical Center  
Pragmatic Technologies  
Precision Bioassy vFA Member  
Prompt Incorporated  
Propeller Media Works vFA Member  
Prosoft Technologies, Inc  
Publishers' Assistant  
Pwnie Express vFA Member

Quadric Software vFA Member  
QuorumSoft  
Qvault, Inc.  
RCx Rules  
RETN - Regional Educational Television Network vFA Member  
Radius Network LLC  
RainWorx Software  
Reading Plus  
Realpage Inc  
Red Leaf Software LLC vFA Member  
Renaissance Information Systems vFA Member  
Renewable NRG Systems vFA Member  
Rent A Geek  
Research Proteins, Inc.  
Results, Inc  
Revision  
Richard, Glieth vFA Member  
RingMaster Software Corporation vFA Member  
Ronco Communications & Electronics, Inc.  
Rose Computer Technology Services, Inc.  
Sacco Company  
Saxe Communication  
SCORE vFA Member  
Second Law  
SecurShred vFA Member  
SemiProbe  
Senix Corporation  
ShareCare  
Simple Systems of Vermont vFA Member  
Smallrock Software Inc.  
SoftStart Services  
SoundToys  
Sovernet  
Communications vFA Member  
Springer-Miller  
Systems vFA Member  
Standards Technology Group  
Stanley Technical Services  
Straight Forward Software, Inc.  
Stephen Arrants  
Stromatec Inc.  
Summit Technologies  
SymQuest Group, Inc. vFA Member  
Systems Ideas  
Systems and Software  
THINKmd  
Tech Marketing  
Tech Vault vFA Member  
Technical  
Connection, Inc. vFA Member  
Technology  
Consultants, Inc. vFA Member  
Teligence Partners  
Terasem Movement  
Foundation vFA Member  
Tesi Innovations  
The Data Farm  
The Mac Doctor, Inc  
The Tech Group vFA Member  
The Top Floor  
Tipsson LLC  
Toonuva Games  
Tom Cook vFA Member  
Track & Share Apps, LLC  
Transparent Computers  
Triad Design Services  
Triangulus  
TwinState Technologies

Usherwood Office Technology  
UTC Aerospace  
UX Design Edge  
Union Street Media vFA Member  
University of Vermont vFA Member  
University of Vermont Medical Center  
Upper Access  
VMware  
VTC Continuing Education & Workforce Development vFA Member  
vbGraphics  
Vector New England  
Velan Value Corporation  
Venture Foundry  
Verizon Wireless  
Vermont Biosciences Alliance  
Vermont Business Graphics  
Vermont Business Manufacturing  
Vermont Center for Emerging Technologies  
Vermont Design Works vFA Member  
Vermont Energy Control Systems vFA Member  
Vermont Energy Investment Corporation  
Vermont EPSCOR  
Vermont Gas Systems  
Vermont HITEC vFA Member  
Vermont Information Processing  
Vermont Information Technology Leaders vFA Member  
Vermont PBS  
Vermont PC Solutions  
Vermont Panurgy  
Vermont Public Radio  
Vermont Rapid Prototyping vFA Member  
Vermont Systems, Inc.  
Vermont Tech Guy  
Vertek Corp  
VIP vFA Member  
WH Group  
William Gerns vFA Member  
Windstream vFA Member  
Wolf Multimedia Studio  
Wolpin and Associates  
Xemory Software vFA Member  
Yizri, LLC

## southwest

### BENNINGTON | RUTLAND

Abacus Automation  
Ai Squared  
Availability Online  
Badger & Associates  
Banik Steven J PE  
Batterkill Technologies  
BMA Architects & Planners  
Button Systems  
Care Management Solutions, Inc. vFA Member  
Castleton State College  
CCV - Rutland  
Centerline Architects  
ClearChoice MD Urgent Care - Rutland  
Cole Company Inc  
Computer EZ  
Conix Systems

Davis & Hodgdon Associates vFA Member  
Digital Aurora, Inc.  
E Enable Inc.  
Eight Oh Two Marketing  
Ellison Surface Technologies  
Engineered Printing Solutions  
Fenner Consulting & Software Development Inc  
First Light Technologies  
GE Aviation  
Georch, Inc.  
Global-Z International vFA Member  
GMP vFA Member  
Greens Screen Graphics  
HH Benedict Architect  
High Design Creative Group

J.E.G. Design, Inc.  
K&E Plastics  
Kalow Technologies  
Kaman Composites  
Killington Medical Clinic  
LMW Design  
Macinsight  
Mack Molding  
Maier Electronics Inc.  
NBF Architects  
Novelli Engineering  
NSK Steering Systems-America  
Phil Tenenbaum Computer Assistance, Inc.  
Ramsay Gourd Architects  
Retail Edge  
Ron Pulcer vFA Member

Rutland Regional Medical Center  
Ryan-Biggs Associates PC  
Southern Vermont College  
Southwestern Vermont Health Care  
Speath Engineering  
Spectrum Design  
Stephen Maslack Architect  
T&M Enterprises Inc.  
Teconic Computer Services, Inc.  
Timothy D Smith & Associates  
Tobias Gabranski Architecture  
Trinity Engineering & Tech. Services  
Velco  
Vishay Transitor, Inc.  
Vtweb Internet Services

TECH IS REAL ACROSS THE ENTIRE STATE

# SOURCES

## northeast

CALEDONIA | ESSEX | ORLEANS

AnC Bio  
BHS Composites  
BVT Services  
Cambium Group  
Evergreen Environmental  
Health & Safety  
Fairbanks Museum and Planetarium  
Fairbanks Scales  
Foresight Engineering Services, Inc.  
Hardwick Software vTA Member  
Integrated Technologies

Louis Garneau  
Lyndon State College  
microDATA GIS, Inc.  
MMIC  
North Country Communications  
North Country Primary Care  
Northeast Computer Systems  
Northeast Kingdom Astronomy Foundation  
Northeast Kingdom Information Associates  
Northeastern Vermont

Regional Hospital  
NSA Industries  
Numia Medical Technology, LLC  
PC Med  
Power Shift Online  
Radiantec Company Inc  
Solbakken Technology Partners  
Sterling College  
Stewart Structural Engineering  
Tata & Howard, Inc.  
The Foundry  
The Kingdom Connection  
Thermal Storage Solutions

United Water, Inc.  
Vermont Aerospace Manufacturing, Inc.  
Weidman Electrical Technologies, Inc.  
Wild Branch Solutions, Inc.

## central

LAMOILLE | WASHINGTON

3W Promotions  
Acute Technology  
Aegis Wind  
Akonis vTA Member  
Amy Kong vTA Member  
Arcordis Design vTA Member  
Astute Computing, LLC  
Barre Open Systems Institute  
Bear Code LLC vTA Member  
Bear Pond Productions  
Bill Scudder vTA Member  
BK's Computing  
Black River Design Architects  
Capital Connections  
Carter Stowell vTA Member  
CCV – Montpelier  
Celia Vine Marketing vTA Member  
Central VT Medical Center  
Charter Communications  
Chris Foran vTA Member  
Christopher Campbell vTA Member  
ClearChoice MD Urgent Care  
Codeco Corp. of Vermont  
Concentra Urgent Care  
Concept Engineering  
Concept2Rowing  
Copley Hospital

Creative Microsystems vTA Member  
Cushman Design Group, Inc.  
CVMC ExpressCare  
Dartmouth Journal Services  
DeWolfe Engineering Associates  
Diffraction, Ltd.  
Digital Frontier  
Duelmark Aerospace Corp.  
Dufresne Group  
DYMPO, Inc.  
Eastern Systems Group  
Freeaire Refrigeration  
Gifford Health Center  
Green Mountain Access  
Independent Power LLC  
Intropia vTA Member  
Insights LLC  
Ivy Computer Inc.  
Boyer Web Design  
JG Communications vTA Member  
John Rosenblum  
Johnson State College  
Keurig Green Mountain  
Level 9  
MacLay Architects  
Mad River Web  
Manufacturing Solutions Inc.

Micro-CAD Designs Inc.  
MLF Computer Services  
Moscow Mills Inc/Vibration Solutions  
North  
National Life Group  
Networks Incorporated  
Northern Power Systems  
Northern Reliability  
Norwich University  
Norwich University Applied Research Institutes vTA Member  
Nowirz  
Ormsby's Computer Store  
PhRMA  
Ram Design  
rb Technologies, LLC vTA Member  
Roger Tubby vTA Member  
Sanford/Strauss Architects  
SBE, Inc.  
Shad Inc.  
Small Dog Electronics  
Springer-Miller Systems vTA Member  
Sterling Hill Productions  
Sterling Valley Systems, Inc.  
Stone Environmental Inc. vTA Member  
Stowe – Urgent Care  
SunCommon

SW Consulting - FoodAgTech Solutions vTA Member  
TelMedTest, LLC  
Terri Studos LLC  
Third Branch Technologies  
Universal Micro Systems, Inc.  
Vermont Center for Geographic Information  
Vermont Database Corp.  
Vermont Economic Development Authority vTA Member  
Vermont Information Consortium, LLC vTA Member  
Vermont Testing & Consulting Co.  
Vivid Technologies  
VT Psychiatric Care Hospital  
Wilson Architects  
Wolpin and Associates

## southeast

ORANGE | WINDHAM | WINDSOR

AADCO Medical  
Accur8 Software  
Advanced Illumination  
Aiki Creative  
All-Access Infotech, LLC  
American Consulting Engineering  
Anne Stanton vTA Member  
Applied Research Associates  
Ascendent Data Technologies, Inc.  
Bellow Falls Urgent Care  
Bob Sparedeo vTA Member  
Brattleboro Walk-in Clinic  
Brown Computer Solution  
Building Green Inc.  
Byam Control & Measurement Co.  
Cartographic Technologies, Inc.  
CCV – Springfield  
centerfordigitalart.com  
Chroma Technology Corp. vTA Member  
Claudio Veliz Architects PLLC  
ClearChoice MD  
Concepts NREC  
Datamann, Inc.  
Dinwiddie Software  
Divergent Technology Group, Inc.  
Diversified Technology  
Dog River Business Solutions, LLC

DuBois & King, Inc.  
ECFiber  
Ertel Associates Architects  
GalaxyPlace  
Gifford Medical Center  
Google vTA Member  
Green Mountain Digital  
Green River Software  
groSolar  
GS Precision  
GW Plastics  
Hawks Mountain Consulting  
HC Sharp Software Inc.  
Howard Printing Inc.  
IGG Software  
Image Softworks  
Integrated Solar Applications Corp.  
Ivek Corporation  
Key Communications vTA Member  
Kris Johnstone vTA Member  
LED Dynamics  
LineSync Architecture  
Ludlow Health Center  
Maponics  
Marlboro College Graduate Center  
Materials Management Systems Inc.  
Maven Peal Instruments

MISys  
Mondo Mediaworks  
Montshire Museum of Science  
Mountain Valley Medical Clinic  
Mt. Ascutney Hospital & Health Center  
New Chapter, Inc.  
New Ground Creative  
Newbury Health Clinic  
NewsBank, Inc.  
North Hartland Tool Corporation  
Northern Lights Business Communications  
Omega Optical  
Precision Contract Manufacturing  
Precision Valley Communications  
Pretty Code Machine LLC  
Quechee Software  
Reinventing Energy  
Renaissance Digital  
Rockingham Medical Group  
ROV Technology  
RSG (Resource Systems Group), INC.  
Saureus, Inc.  
Smith & Vinsant Architects PC  
Sonnox Industries  
SoRo Systems, Inc.  
Sound Innovation

Sovernet Communications vTA Member  
Spectrum Design  
Steven & Associates Engineering  
Synecology  
Transcend Engineering vTA Member  
US Army Corps of Engineers  
ValleyNet, Inc.  
Vermed  
Vermont Films  
Vermont Internet Marketing Consultants  
Vermont Manufacturing Extension Center vTA Member  
Vermont Technical College  
Vtel Technologies  
VTSBDC  
WattMetrics LLC  
WebVerk  
White River Jct. Medical Center  
Woodward Design

- 1 Tech in Vermont: a Study of the Prevalence and Impact of Tech in the Green Mountain State Vermont Department of Labor:

<http://bit.ly/1TOsR6L>

- 2 Dairy industry report, Jan. 2015:

<http://bit.ly/1TkHMqF>

- 3 Agriculture in Vermont – 2016 Highlights:

<http://bit.ly/21G5puV>

- 4 Vermont Travel and Tourism Fact Sheet, Agency of Commerce:

<http://bit.ly/1XXTTJi>

- 5 Bureau of Economic Analysis 2014 report:

<http://bit.ly/1XXU3Af>

- 6 Labor Market Information, Wages and Employment 2014 Vermont Department of Labor:

<http://bit.ly/1WTnKBx>

Vermont Technology Alliance analysis

Note: This is not intended to be a complete list, just a representative sample of firms and individuals who create tech jobs in Vermont and the firms who support them.



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