



## NH LEGISLATURE BEGINS THE NEW SESSION



Fred Kocher  
NHHTC President

Listed here are Bills of Interest to the NHHTC Membership

The NH Legislature is back in session, facing a squeeze in spending due to a budget deficit and an unresolved funding of education. The following bills are of particular interest to the NH High Technology Council and will be monitored. In some cases the Council will take a position on certain bills that have a positive or negative impact on NHHTC members and on the State of NH's business/economic climate.

**SB-459** – Establishing an advanced “manufacturing education” advisory council to advise the NH Dept. of Education.

**SB-456** – Establishing a committee to study the impact of the “research and development tax credit” and the current cap on the credit on high technology industries and NH businesses in general.

**SB-421** – Requires municipal land use regulation to provide reasonable opportunities for the creation of “workforce housing”.

**SB-412** – Establishes the office of “technology development and planning” and the position of director of telecommunications in the Department of Resources and Economic Development.

**SB-391** – Requires the Commissioner of the Insurance Department to establish a standard “wellness program” for small employers.

**SB-378** – Establishes a committee to study the creation of a “business court” at the Superior Court level.

**SB-502** – Relative to “unemployment compensation”. Defines part-time work, full-time work, and allows refusal of acceptance of full-time and part-time work to be considered in unemployment compensation. In short, the bill intends to treat part-time workers working less than 37.5 hours a week the same as individuals who are available for full-time employment. An estimated 115,000 of the total workforce of 618,000 are part-time.

**S-2638-R** – Relating to “funding a public education”. Provides that the legislature shall define standards for public education, determine the level of state funding, establish standards of

## Can we offer you \$2,000? How about \$8,000?

If you're an employee of an NHHTC member company and have a son or daughter going to college, this is more than a rhetorical question. The NHHTC is now accepting applications for the



Matt Pierson  
NHHTC Chairman

NHHTC Kocher Technology Scholarship Program. We will be awarding five scholarships this spring to students studying in the fields of science, technology, engineering or math at NH colleges or universities. Students will be eligible to receive these scholarships for up to four years, or \$8000 in total towards their college costs.

Take a moment now to send an email to your HR department letting them know of this great benefit to NHHTC member companies! Every NHHTC member company should be sharing this information with all of their employees. Full details, including scholarship application forms, are now available at [www.nhhtc.org](http://www.nhhtc.org). We'll be honoring our scholarship winners at the NHHTC Entrepreneur of the Year program on June 9th. Mark your calendar today for what promises to be a great night celebrating 20 years of this prestigious award.

I'm pleased to let you know

NEW HAMPSHIRE HIGH TECHNOLOGY COUNCIL

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Chair - James Reidy Esq., Sheehan Phinney Bass + Green, P.A.	603-627-8211
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NEWSLETTER

Editor & Director - Richard Stephens, C.I.M. Industries Inc.	603-924-9481
Advertising, Sponsorship, Materials - Council Office	603-924-8324
Email materials to: info@NHHTC.org	
Publisher - CC Stephens & Co	603-924-4311 or 603-924-8324

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Membership & Events - Judy Davidson	603-924-8324
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NHHTC Chairman: NHHTC Kocher Scholarship... continued from page 1

that the NHHTC Education Committee is off and running. My previous columns discussing education clearly struck a chord with our membership. I heard from representatives of colleges, universities, high schools and economic development councils about how important working on education issues truly is. This message was reinforced by a recent NH Department of Resources and Economic Development survey, which showed that both in-state and out-of-state companies view the lack of a sufficient tech savvy workforce in NH as an impediment to economic growth. The new NHHTC Education Committee is working on a number of areas to change this.

If you have some ideas that should be considered, we'd like to hear from you. Email me at mattpierson@comcast.net. |



Matt Pierson  
Chairman

PS: It's time for Membership Renewal. Carol and Judy will be calling your company to confirm name and title changes during this year. When they call, take the time to give them your input about this program and other programs you've attended the past year.

# 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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accountability, allocate state funds in a way that mitigates disparities in educational opportunity and fiscal capacity (per pupil basis).

**CACR – 32** – Providing that the local political subdivision responsible for “public education” shall have the power to determine curriculum, set standards, and determine funding, and that the legislature may provide supplemental funding.

**CACR-31** – Providing that the legislature shall make a reasonable determination of the content, extent, and funding, which shall include targeting and delivery of “public education”.

**HB-1593** – Establishes a flat rate education “income tax” of \$5.50 per \$1,000 and a homestead exemption against the statewide enhanced education tax, and a program for abatement of excessive property taxes. Also repeals the interest and dividends tax and the business enterprise tax, and reduces the rate of the business profits tax from 8.5% to 7.5%.

**HB – 1308** – Changes the standards for the “business profits tax” deduction for reasonable compensation for owners of sole proprietorships, partnerships, and LLCs. Links such compensation to federal standards used by corporations. Estimate that revenue may increase.

**HB – 1373** – Establishes an “income tax” at the rate of 3.5%, and caps property taxes at 8% of each property taxpayer’s total household income.

**HB – 1220** – Establishes a commission to study the “taxation of alternative fuel” and “electric power motor vehicles” with funding to go to highways and bridges.

**CACR-24** – Prohibits any new “tax on personal income”.

**HB-1224** – Amends the definition of an “adequate education” to apply to grades one through twelve. Eliminates kindergarten in a previous bill.

**HB-1261** – Establishes a commission to investigate a program in which “senior year of high school” may be spent at a community college.

**HB – 1584** – Establishes a fund to cover the costs of “recycling electronic waste”, and establishes a program in Dept. of Environmental Services to encourage manufacturers to dispose of electronic waste.

**HB – 1282** – Provides that a “pre-engineering technology curriculum” shall be developed by the NH Department of Education and shall be available to public school students in grades 6 thru 12.

**HB-1614** – Prohibits aid to “illegal immigrants” and allows issuance of ID cards. (Some of the following provisions apply to NH businesses). Requires law enforcement to investigate immigration status of certain offenders. Prohibits certain state benefits to illegal aliens. Allows Attorney General to enter into

## High Tech Counsel Corner

Many business people don’t fully appreciate how often they enter into contracts that are binding on their company.

At its most basic, a “contract” is any agreement enforceable by law. Contracts may take many forms – e.g., a purchase order and an invoice, or an online acceptance of a license or the terms for the purchase of a product. Once a contract is found to exist, you are bound by the terms of that contract.

The “substantive” terms (product descriptions, pricing, payment, etc.) usually get the most attention, while the so-called “boilerplate” clauses at the end are often ignored. However, the latter can be very important to your business. Here are just a few clauses you should pay attention to:

**Assignment:** Contracts often prohibit or require consent for assignment of the contract. If you aren’t able to transfer a key contract to someone that wants to buy your business, this may be a real problem.

**Governing Law:** Agreeing that another State’s law will govern your contract may or may not be a problem. But, agreeing that a law suit must take place in a far-away place (venue/jurisdiction) could well end up being a problem.

**Entire Agreement.** If the contract states that it covers all of the terms of your agreement, you need to make sure it does. For example, if you are counting on statements that have been made to you about the specifications or performance of a product, you need to make sure that they are written into the contract.

**Intellectual Property Rights.** The ownership of intellectual property needs to end up where it is supposed to. If you expect to own the IP resulting from a development contract, then your contract needs to say this.

Obviously, every contract you enter into will not be the product of extensive negotiations with an attorney at your side. But you should be aware of the importance and effect of the terms of the contract – even those terms which you consider “boilerplate”. If you have a question about such a provision, you should consult a knowledgeable attorney about what it means and its importance to your business.



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memorandum of understanding with federal government. Prohibits illegal aliens from tuition discount at state universities. Establishes fraudulent document investigation unit in NH Dept. of Safety.

**HB-1434** – Authorizes a cap-and-trade program for “CO2 emissions” pursuant to the Regional Greenhouse Gas Initiative (RGGI) by 7 northeastern states, including NH.

**HB – 1602** – Repeals the law relative to “health insurance coverage” for those persons less than 26 years of age and replaces it with insurance coverage for persons less than 18 years of age.

**HB - 1296** – Repeals the requirement of continuation of “group health insurance” in the event of a divorce or legal separation.

**HB – 1515** – Prohibits “at will employment” and creates a database of employee terminations.

**HB – 1268** – Establishes a commission to study creating incentives for “electricity conservation” and efficiency by consumers. |



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# NH Establishes Funds for Job Training

Gov. John Lynch has recently announced creation of a fund up to \$1 million in matching grants that will be available this year to allow companies to partner with the state to train new workers or retain long time employees.

“The Job Training Fund will help ensure our workers have the training they need to get good jobs. It will help ensure our companies have the skilled workers they need to compete. And it will help keep our unemployment rate low. It is an investment that makes sense for our workers, our companies, and our state’s economic future,” Gov. Lynch said.

Talent development is a major component of New Hampshire’s economic vitality, and businesses large and small realize the importance of a skilled and educated workforce. That’s why the New Hampshire Job Training Fund was created, and employers are urged to take advantage of this matching grant program designed to enhance worker skills and strengthen their competitive standing in the global marketplace.

The Job Training Fund matches new training projects on a 1:1 basis, and the application process is easy. Interested companies should visit [www.nhjobtrainingfund.org](http://www.nhjobtrainingfund.org) to read about the program and download applications. There is a Frequently Asked Questions (FAQ) section and the program’s rules and regulations are also available for download.

Most kinds of training are eligible and applicants can work with their local New Hampshire Community College for customized or off-the-shelf training opportunities.

The Job Training Fund Committee meets every month to review applications, so turnaround is quick.

This \$1 million Job Training Fund is just one element in New Hampshire’s economic development program, but it’s one you should explore today! |

FOR MORE INFORMATION, VISIT:

[www.nhjobtrainingfund.org](http://www.nhjobtrainingfund.org)

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# Member News - January 2008

Cushman & Wakefield announced the sale of Liberty Commerce Center located at 100 North West Boulevard. The property consists of a 335,000 square foot industrial building on 34 acres.  
[www.cushwake.com](http://www.cushwake.com)

**Chordiant Software, Inc.**, the leading provider of Customer Experience (Cx) software and services, has entered into a global agreement with Vodafone Group, a leading telecommunications company for approximately \$26.1 million, the largest deal in the company's history.  
[www.chordiant.com](http://www.chordiant.com)

**Bottomline Technologies** has been recognized by Bank Technology News as one of "The Innovators 2007" from a list of 25 industry players whose contributions are "changing the rules of the game."  
[www.bottomline.com](http://www.bottomline.com)

February 12 - **Small Business Day** at the State House, 7:30 AM - 1:30 PM, NH Historical Society's Tuck Library, Concord. An opportunity for small business owners and managers to meet and mingle with the state's top policy-makers and learn about valuable tools to help their business grow and prosper. This event is presented in partnership with the New Hampshire Small Business Development Center. Cost: \$20. To register, call 603.224.5388 x116 or register online at [www.acteva.com/go/nhbia](http://www.acteva.com/go/nhbia).

**NextGen Telecom Services Group, Inc.**, a communication network construction contractor focusing on fiber, cable and wireless networks was recognized by the New Hampshire Business Review and Citizens Bank as October's Not Your Typical Business award recipient.

The Intellectual Property Practice Group of the **McLane Law Firm** recently assisted Polyonics, Inc. of Westmoreland, New Hampshire, in securing trademark protection in China and obtaining Chinese Trademark Registration No. 4303203 for the mark POLYONICS for "blank or partially printed labels not of textile, ink ribbons, and industrial marking inks, excluding animal marking inks."  
[www.mclane.com](http://www.mclane.com)

Paul Remus of **Devine Millimet** was selected as a Super Lawyer and the only NH attorney given this distinction in the Intellectual Property category. The top 5% of attorneys in New England are selected following an extensive research process.  
[www.dmb.com](http://www.dmb.com)

The U.S. Air Force has awarded **Gentex Corporation** an indefinite delivery/indefinite quantity contract for \$95,481,268 for the design, development and production of the Modular Aircrew Common Helmet (MACH). The MACH system will draw upon Gentex Corporation's capability to integrate a number of life support, display and communications capabilities into a single aircrew helmet system. [www.gentex.com](http://www.gentex.com)

As a member of the Global Panel for the Society for Human Resource Management, John R.

Wilson, Esq. of **GoffWilson, P.A.** was invited to attend the upcoming SHRM Global Conference & Exposition to be held in April 2008 in Boston, MA. His role is to advise the Panel on current and emerging practices in all aspects of immigration law. Mr. Wilson can be contacted at [jwilson@goffwilson.com](mailto:jwilson@goffwilson.com) - [www.goffandwilson.com](http://www.goffandwilson.com)

Nick Soloway, founding partner of **Hayes Soloway, P.C.**, an intellectual property firm with offices in Tucson, AZ and Manchester, NH, announced today that Stephen J. Gaudet, Esq. will join the firm's Manchester office, on Feb. 1.  
[www.hayes-soloway.com](http://www.hayes-soloway.com)

**Clearview Software** of Amherst announced a partnership relationship with Data Capture Solutions of Manchester Connecticut. Data Capture will be providing professional services in conjunction with Clearview's software products for mobile computing.  
[www.clearview-software.com](http://www.clearview-software.com)

**CC Stephens & Co**, a full service marketing communications company was commissioned to create a new web site for their client Concord Sales & Distribution, located in NJ.  
[www.ccstephens.com](http://www.ccstephens.com)

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# NHHTC / MIT Enterprise Forum of NH



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## Panelists

**Commonwealth Capital Ventures**  
Steve Hallowell, Principal

**Borealis Ventures**  
Matt Rightmire, Managing Director

**Search Initiatives**  
Jeff Rapson, VP Sales



## Presenting Companies

**AdaptivCool (division of Degree C, Inc.)**

Eric Birch, Executive VP  
[www.degreec.com](http://www.degreec.com)

**BruteSearch, Inc.**

Johnny Monsarrat, CEO  
[www.activityinfo.com](http://www.activityinfo.com)



## Sky Dive Presentation:

**Moonset Studios** - Brian Fasano, President  
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## WHEN:

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Hearty Hors D'ouvres and a  
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6:00 - 8:30 pm — Program

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*... or be a Panelist  
contact Susan Woods  
at 647-0478*

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# 1998 EOY Winner Launches New Company

By JIM KOZUBEK, Correspondent

as seen in Union Leader - Tuesday, Jan. 22, 2008

## Gupta's new gig: sapphire

NASHUA – Kedar Gupta, local inventor and founder of GT Solar, and his wife, Renu Gupta, have created a new startup company that will create furnaces for manufacturers to more cheaply produce high-grade sapphire, an essential component in light-emitting diodes.

Kedar Gupta, 60, and majority owner Renu Gupta, 52, are sole owners of ARC Energy, an entrepreneurial venture they founded six months ago with capital from the sale of the majority of Kedar Gupta's shares in GT Solar to GFI Energy Ventures in 2005. He retired as chairman of GT Solar a year ago.

The Guptas intend to do something similar with ARC Energy: create a startup company that can provide a renewable technology to transform the energy industry.

"I want to bring something to market that nobody else can think of," Kedar Gupta said. "ARC is going to introduce a renewable form of technology to the energy sector in New Hampshire and the jobs are going to stay in this state."

The 3,500-square-foot warehouse on Celina Avenue in Nashua is now empty and staffed with five employees. Expectations are to hire up to 30 employees and ramp up to full-scale manufacturing within six months to a year.

Gupta said his company could employ 50 workers in 2009 and he plans to keep expanding after that. The market is ready for cheap energy, he said.

This light emitting diode is going to be cheaper and I think we are going to grow very fast," he said.

Light emitting diodes are already ubiquitous in cell phones, laptop computers, automotive break lights, computer electronics, hotel signs and are even used in the Times Square New Year's Eve Ball.

Manufacturers like to put them in places where lights are hard to change because LEDs last more than 50,000 hours compared to 1,000 hours from a standard incandescent light bulb and use 90 percent less electricity, but the trouble is that LEDs are not yet cost competitive.

An LED light comparable in strength to an incandescent bulb costs about \$50, according to iSuppli Corporation, an energy industry analyst.

ARC Energy is positioned to reduce the cost of LED lights for home use light bulbs to around \$20, and with reduced energy use and an extended lifetime, the lights will begin to make financial sense for consumers, Gupta said.

The company will produce a furnace or "crystal growth machine" that will melt rough-grade sapphire at 2,040 degrees centigrade, and grow it into a high-grade sapphire for use in LED technology.

The six-foot-tall machines will be sold for around half a million dollars to companies who want to produce their own sapphire at a cost that is cheaper than with available technology. ARC has already taken orders and payments for the furnaces, Gupta said.

Gupta founded GT Solar in 1994 to make turnkey manufacturing equipment to enable manufacture of photovoltaic cells for the consumer market.

GT Solar equipment, including a silicon furnace, enabled the startup of 15 to 20 photovoltaic manufacturers, and when the computer technology boom created a global shortage in high-purity silicon the company invented a reactor for manufacturers to create their own silicon. ■

**Kedar Gupta was awarded Entrepreneur of the Year in 1998. He currently serves as Trustee on the New Hampshire High Technology Council.**

## 2008 NHHTC Tech News

### EDITORIAL CALENDAR

#### March/April 2008

- Tax Time
- NH Economy
- Exports

#### May/June 2008

- Entrepreneurship
- Manufacturing
- Acquisitions

#### July/August 2008

- Workplace Climate
- Bulls & Bears
- Small Business Growth

#### September/October 2008

- Communications
- Healthcare
- Ensuring Success

#### November/December 2008

- Trademarks
- Cash Flow
- Politics Anyone

#### Articles:

Article ideas should be submitted to the "Tech News" editor:

Richard Stephens at  
rstephens@ccstephens.com

**Materials:** We are currently accepting articles for the March/April Issue. Material deadline is March 20.

# Welcome to our 2008 New Members

## **Moonset Studios Corp.**

1 Chestnut Street, Suite 323  
Nashua, NH 03060  
Brian Fasano  
877-889-3050

Moonset Studios develops online games for Drill & Practice use by K-8 teachers and parents that are easily customizable to match the curriculum being taught in the classroom.

## **Dynamic Network Services, Inc.**

1230 Elm Street, 5th Floor  
Manchester, NH 03101  
Thomas Daly  
603-668-4998

Formed in 1998, Dynamic Network Services, Inc. provides domain name system (DNS), e-mail, and network services with the highest levels of redundancy, service, and support in the industry. Our world-class team of DNS experts and worldwide network of DNS servers allow us to provide unprecedented quality of service and support. Since DNS is the cornerstone of Internet presence, our solutions guarantee our customers uptime and availability of their Internet operations.

## **Innovative Wireless Technologies**

20 Trafalgar Square, Suite 474  
Nashua, NH 03063  
John Gargas  
603-589-4006

Innovative Wireless Technologies (IWT) is a leading supplier of wireless mesh sensor and communication networks. IWT provides radios, radio network management software, integrated wireless sensors and design services. IWT applications include unattended ground sensors, LPI/LPD wideband and UWB radios with geolocation and active RFID asset tracking.

## **Compucare, Inc.**

12 Depot Street, Unit A  
Peterborough, NH 03458  
Cole Royal  
603-924-7664

Celebrating 20 years in business, Compucare provides a wide range of technology services throughout New Hampshire, Maine, Vermont and Connecticut. We pride ourselves on working with you to design and implement a technology solution that will not only meet your needs, but make your experience with technology the best that it can be.

## **Ghigliotti Wealth Management Group of Wachovia Securities**

1 Harbour Place, Suite 550  
Portsmouth, NH 03801  
Steve Demarais  
603-334-4022

The Ghigliotti Wealth Management Group of Wachovia Securities helps successful professionals enrich their financial lives. With 100 collective years of investment consulting experience, we have developed proprietary technologies that ensure that our clients are fully invested in the market during favorable times and determine when to quickly get defensive before bear markets begin.

## **Rick Johnson - PMP**

12 Dunlap Drive  
Nashua, NH 03064  
603-493-2796

A Project Management Professional (PMP) and Certified Protection Professional (CPP) with a forte for managing challenging homeland security related programs and projects. Ensures successful outcomes through a highly collaborative and inclusive leadership style.

## **Japanese-English Technology Services**

27 Sandbybrook Drive  
Durham, NH 03824  
Warren Smith  
603-674-2227

Assistance in Japan-US technology transfer, translation of technical documents and patents, market entry, supplier quality audits, Asian business strategy, and much more.

## **Strategic Edge, LLC**

P. O. Box 859  
Wolfboro, NH 03894  
Robert Klimm  
603-630-9408

Strategic Edge, LLC works with small to mid-sized technology companies that are looking to gain competitive advantage and accelerate growth. Focus areas include (1) Business Strategy and Planning, (2) Partnerships and Acquisitions, (3) Product Differentiation, Positioning and Value Based Pricing.

## **Gilchrist Metal Fabricating Co., Inc.**

18 Park Avenue  
Hudson, NH 03051  
Susan Martin  
603-889-2600

Gilchrist Metal Fabricating has been in business since 1975 and we are a metal fabricating job shop. Our company can produce large metal fabrications and large and heavy machining requirements, as well as fine plasma cutting capabilities. We have a 50,000 sq ft facility operating out of two locations.

# Celebrating 20 years of ENTREPRENEURS

David C. Arnold  
President & CEO  
Softdesk, Inc.

Alex Bakman  
Founder & CEO  
Ecora Software Corporation

Dr. Hans D. Baumann  
President  
H.D. Baumann Assoc., Ltd.

Raymond R. Boissoneau  
President & Founder  
Electropac Co., Inc.

Jay Borden  
President & CEO  
Granite Systems, Inc.  
Stephen Boucher  
CEO & Chairman  
Airmar Technology  
Corporation

Donald W. Comstock  
Founder & President  
DiaCom Corporation

Richard W. Couch, Jr.  
President & Chairman  
Hypertherm, Inc.

James A. Crawford, Jr.  
President  
Techniweave, Inc.

Dr. Robert C. Dean, Jr.\*  
President  
Synergy Innovations, Inc.

William E. Fletcher  
President  
Termiflex Corp.

Michael H. Foster  
President & CEO  
Walker Power, Inc.

David J. Gagnon  
Executive Vice President  
degreeC

Patricia Gallup  
Chairman, President & CEO  
PC Connection, Inc.

Michael J. Gerling  
President  
Geographic Data  
Technology, Inc.

Tillman Gerngross  
Co-founder, CSO  
GlycoFi, Inc.

Morton E. Goulder\*  
President  
M.E. Goulder  
Enterprises, Inc.

Dr. Kedar P. Gupta  
CEO/President  
GT Equipment  
Technologies, Inc.

David W. Hargreaves  
President & CEO  
DTC Communications, Inc.

Charles M. Hebble, Jr.  
Director, Creonics  
Allen-Bradley Corporation

Robert W. Horgan  
CEO  
NewMarket Software, Inc.

Charles Hutchinson, Ph.D.  
Co-founder, CEO  
GlycoFi, Inc.

Dean Kamen  
President  
DEKA R&D Corp.

George Kassas  
Founder & Executive VP  
Cedar Point  
Communications, Inc.

Ted Jastrzembki  
CEO/President  
Tally Systems  
Corporation, Inc.

S. Robert Levine  
President  
Cabletron Systems, Inc.

Melissa Mabon  
CTO & Co-Founder  
Pragmatech Software, Inc.

Robert C. McCray\*  
President  
Valvcon Corp.

Daniel M. McGurl  
Co-founder & President  
Bottomline  
Technologies, Inc.

John H. Morison\*  
President & Chairman  
Hitchiner Manufacturing Co.

Richard E. Morley\*  
CEO  
Flavors Technology, Inc.

Dr. Ronald Moskowitz  
Chairman, CEO & President  
Ferrofluidics Corp.

Joseph Mullen  
Chairman  
Bottomline  
Technologies, Inc.

Rajesh M. Nair  
President  
degreeC

Christopher J. Oliver  
Director of Engineering  
& Manufacturing  
Cabletron Systems, Inc.

Matthew W. Pierson  
VP Marketing & Sales  
DTC Communications, Inc.

David Putnam\*  
Markem Corporation  
Robert H. Rines  
President

Franklin Pierce Law Center  
Joseph A. Roberts, Jr.  
Chairman & CEO

Advanced Circuit  
Technology, Inc.

Richard R. Roelke  
Co-Founder, Consulting  
Design Engineer  
Metronics, Inc.

Royden C. Sanders Jr.\*  
Founder  
Sanders Associates

Brooke Savage  
President, CEO &  
Co-Founder  
Pragmatech Software, Inc.

Edward Schmid  
President  
eCopy, Inc.

Robert Scott  
Chairman & Co-Founder  
Octave Communications, Inc.

Eugene Scribner\*\*  
President & Co-Founder  
C.I.M. Industries, Inc.

Jeffrey P. Sercel  
President  
Resonetics, Inc.

Kenneth Solinsky  
President  
Insight Technology, Inc.

Daniel P. Taylor  
CEO/Founder  
The Taylor Group

Merle L. Thorpe  
President  
Hobart Tafa

Technologies, Inc.  
William Wentworth  
President

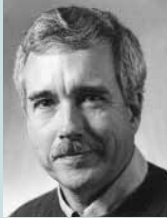
Source Electronics Corp.  
William E. Wetzel, Jr.\*  
Director

Center for Venture  
Research - UNH

Ronald R. Young  
VP Engineering  
DTC Communications, Inc.

Hong Yu  
President/CEO  
Lancast, Inc.

\*Special lifetime  
achievement award  
\*\*Founders Award



James Cook,  
EOY Committee  
Chairman

Members and Friends of the New Hampshire High Technology Council:

The New Hampshire High Technology Council, Inc. is pleased to announce its **CALL FOR NOMINATIONS FOR THE COUNCIL'S 2008 ENTREPRENEUR OF THE YEAR AWARDS PROGRAM.**

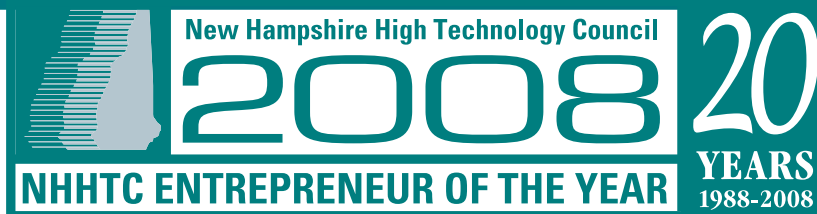
This will be our *20th annual competition* – quite a milestone! More than 50 New Hampshire high tech entrepreneurs have been recognized by the Council over the past 20 years. These past recipients are part of a very impressive group, (see list above). We're proud of their achievements and look forward to the opportunity to welcome other successful New Hampshire high tech entrepreneurs to join their ranks.

As in past years, a distinguished panel of judges will review the nominations submitted this year by entrepreneurs from throughout New Hampshire's technology community. We hope that you or someone that you recommend will be one of them.

Once again, this year's awards ceremony promises to bring both excitement and suspense. The Finalists will be publicly announced in May, and each Finalist will be recognized and honored with an award at the banquet on **Monday, June 9, 2008.** However, the NHHTC EOY recipient announcement will not be made until that evening.

The New Hampshire High Technology Council strongly encourages all nominations, including self-nominations. If you would like to participate in this year's competition, please send in your completed nomination form by the **April 15, 2008 deadline.** If you have any questions, need additional forms or information, or would like to recommend someone as a nominee, please call the Council at 603-924-TECH (603-924-8324).

*Thank you for your support of the Council and its activities.*



*The twentieth anniversary of the **New Hampshire High Technology Council Entrepreneur of the Year Awards Program** will be held on Monday, June 9, 2008. This award honors individuals who have made significant contributions to the advancement of high technology business in New Hampshire. You can use this short form to get started. Fill it out and fax it to 603-924-4312.*

## NOMINATION GUIDELINES

### Eligibility

1. Any founder, owner, or senior level manager of a business in New Hampshire who has successfully organized, developed, or managed a high technology concept into a commercial product or service may be nominated for an award.
2. The business may be a sole proprietorship, partnership, limited liability company, corporation, subsidiary or division thereof based in NH.
3. To meet the high technology requirement of the competition, the nominee's business must develop, manufacture, or distribute a commercially successful technology-based product or service.
4. To be eligible to receive an award, the nominee must be an owner/manager who is primarily responsible for the recent performance of the company and an active member of top management. The nominated company must be at least two years old. If the company is publicly held, the founder must be an active member of top management.

### Judging of Entries

1. Entries will be judged on the nominee's contribution to the success of the high tech company. Honorees must demonstrate outstanding entrepreneurial achievement with measurable business results. Factors to be considered will include risk, innovation, growth, competition, profitability, employment, etc.
2. Judging will be conducted by a distinguished panel of professionals experienced in the development and commercialization of high tech entrepreneurial companies.

### Deadline For Nominations

1. Nominations must be postmarked no later than April 15, 2008.
2. Complete nomination form is ONLINE at [www.NHHTC.org](http://www.NHHTC.org)  
New Hampshire High Technology Council, Inc.  
14 Depot Square, Peterborough, NH 03458
3. Fax this **SHORT** nomination form to: 603-924-4312.

### NOMINEE BIOGRAPHICAL INFORMATION

Nominee's Full Name _____	Company Name _____
Home Address _____	Street _____
City _____ State ____ Zip _____	City _____ State ____ Zip _____
Home Phone (    ) _____	Business Phone (    ) _____
Nominee's Title _____	Business Fax (    ) _____

### NOMINATED BY

Full Name _____	Business Phone (    ) _____
Company Name _____	Cell Phone (    ) _____

# 2008 NHHTC Calendar

Mark Your Calendar - Register at [www.nhhtc.org](http://www.nhhtc.org)

## NHHTC / MIT Enterprise Forum of NH

Feb 5 **MIT Enterprise Forum of NH** FIRST, Manchester 5:20-8:30pm

(See page 7 for complete details - register at [www.nhhtc.org](http://www.nhhtc.org))

April 29 **MIT Enterprise Forum of NH** FIRST, Manchester 5:20-8:30pm

**Human Resources Exchange** SPBG, Manchester 8:00-9:30am

Feb 13 Topic: Time for a Checkup

Mar. 13 Topic: Minimum Wage, OT and other issues

April 9 Topic: I-9 Compliance and other Immigration Issues

June 11 Topic: HR Exchange: A Year in Review

**Intellectual Property Forum** Devine, Millimet & Branch, Manchester

April 16 Topic: *IP Protection on a Limited Budget* 8:15-9:30pm

## 2008 Entrepreneur of the Year/Product of the Year Happenings

Feb -Apr **Call for Entrepreneur of the Year Nominations via email -Deadline: April 15**

June 9 **Entrepreneur of the Year Event** Center of NH, Manchester 5:30-8:30pm

Nov 18 **2008 Product of the Year Event** Center of NH, Manchester 5:30-8:30pm

The NHHTC 2008 Directory will be published soon! Dues must be current to be in the directory. Call us. Sponsorships are available now, call 924-8324 to get your company logo on the cover AND profile of your company on the inside of the front cover.



# NEW HAMPSHIRE HIGH TECH NEWS

A publication of the  
**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 [www.nhhtc.org](http://www.nhhtc.org) and register or call the New Hampshire High Technology Council.

For more information, call or go online:

**New Hampshire  
High Technology Council**

14 Depot Square  
Peterborough, NH 03458  
Tel: 603-924-TECH (8324)  
Fax: 603-924-4312  
e-mail: [info@nhhtc.org](mailto:info@nhhtc.org)

## Submitting NHHTC Materials

All articles or ads should be sent to  
Richard H. Stephens, Editor  
603-924-9481  
c/o CC Stephens & Co, 14 Depot Square  
Peterborough, NH 03458  
e-mail: [info@nhhtc.org](mailto:info@nhhtc.org)

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