BOARD OF DIRECTORS
Friday, December 8th, 2017
8:30 a.m. – 11:00 a.m.

Unisys
3199 Pilot Knob Road, St Paul, MN 55121

AGENDA

1. **Call to Order (Lisa Schlosser)**   8:30

2. **Introductions (Lisa Schlosser)**   8:30 – 8:35

3. **Approval of Meeting Minutes (Lisa Schlosser)**   8:35 – 8:40
   - October 27th , 2017

4. **Financial Update (Ed Foppe)**   8:40 – 8:45

5. **President's Report (Margaret Anderson Kelliher)**   8:45 – 8:50
   - Tekne Awards
   - CIO Panel
     *enclosures – Presidents Report, Staff Report

6. **Legislative Update (John Dukich)**   8:50 -8:55

7. **MHTA Board of Directors 2017 – 2018**   8:55 – 9:10
   (Margaret Anderson Kelliher, Lisa Schlosser)
   - **2017 Conflict of Interest**
   - **2017 Overview of Board Member and Company Engagement**
   - **2018 renew Board Engagement Commitment and Service**

8. **Presentations (Margaret Anderson Kelliher, Ray Hoover)**   9:10 – 9:30
   - **Innovation & Entrepreneur Programs, Future Direction**
   - **Membership Update, Retention & Growth**

9. **Breakouts**   9:35 – 9:55

10. **Report Back**   10:00 – 10:30
    - **Innovation/Entrepreneur Group**
    - **Membership Group**

11. **Other Business (All)**   10:30 – 10:35

12. **Adjourn**   11:00

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Next MHTA Board Meeting:
January 26th , 2017 8:30 – 11:00 a.m.
Location: TBD

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Upcoming Events Listing

SAVE THE DATE 2018

February 21 - Tech.2018

April 10 – Spring Conference

September 13 – Bids & Bytes

400 South 4th Street
Suite 416
Minneapolis, MN 55415
952-230-4555 office
952-230-4550 fax
www.mhta.org

Board of Directors Minutes
Chair Lisa Schlosser
8:30 am to 10:30 am
Friday, October 27th, 2017

Thomson Reuters
610 Opperman Drive, Eagan, MN 55123

Present: Margaret Anderson Kelliher, Kevin Boeckenstedt Doug Carnival, Trent Clausen, Jacquelyn Crowhurst, Amy Fisher, Ed Foppe, David Frazee , Todd Hauschildt, Karen Hudson, Patrick Joyce, Sridhar Koneru, Harlan Kragt, Jake Krings, Rick Krueger, Sandy Lee, Mac Lewis, Joy Lindsay, , Chris Rence, Pat Ryan, Lisa Schlosser, Mike Sivo, Dee Thibodeau, Susanna Woods **Absent:,** Jill Farrington, Milla Hautman, Jay Heath, Bob Hirsch, Michael Lacey, Chuck Lefebve, Paul Mattia, Tyler Middleton, David Minkkinen Cy Morton, Samuel Prabhakar, Scott Singer Ken Voss **Staff:** Claire Ayling, Tim Barrett, Patty Carruth, John Dukich, Matt Hill, Ray Hoover, Ted Modrich, Lonni Ranallo

1. **Call to Order**
   Chair Lisa Schlosser called the meeting to order.

2. **Introductions**

3. **Approval of July 21st , 2017 Meeting Minutes**
   Harlan Kragt moved to approve the July 21st meeting minutes, Patrick Joyce seconded the motion, the motion carried and the minutes were approved.

4. **Financial Update**
   Ed Foppe gave the financial update. Ed walked through year to date budget to actuals and reviewed the Projected YE column provided in the packet. Membership is running 35K behind plan with new membership 23K behind plan and renewals at 12K behind. Events have been running right at plan with the exception of the Venture Conference, which we are projecting to come in below plan due to unfulfilled Sponsorships. STEM line is running close to plan, with some timing variances. Expenses running at plan or below plan for the year.

5. **Presidents Report**
   Margaret Anderson Kelliher reviewed the Staff & Presidents report. The Tekne Awards are coming along nicely with sponsorship and table fulfillment going well. Margaret thanked the Tekne Committee for their contribution.

6. **Spring Conference 2018 Committee Report**
   Jacquelyn Crowhurst and Jake Krings gave an overview of Committee progress. Spring Conference 2018 will be held at the Marriott Minneapolis Northwest. The Committee has set an attendance goal of 500 people, and reviewed the messaging for promotion. Also consulted was a survey of topics suggested from Gartner's top 10 technology trends, to be covered at the conference and a change of name to be incorporated in 2018.

400 South 4th Street
Suite 416
Minneapolis, MN   55415
952-230-4555   office
952-230-4550   fax
www.mhta.org

7. 2017 ACE Presentations:

- Expo 2023: Global Health & Wellness
- Accelerating the Vikings
- Expo 2023: Sharing the Experience
- DMC
- Expo 2023: Emerging Technology
- Vikings & STEM Ed

8. Other Business

9. Adjourn
    Doug Carnival made a motion to adjourn, Todd Hauschildt seconded the motion, the motion carried and the meeting was adjourned.

MHTA P&L vs Budget October 2017

	Jan - Oct 17	YTD Budget	Projected YE	Annual Budget	$ Over Budget
Total Membership	587,614	612,727	593,608	618,721	(25,114)
Total Promotion / Events	232,396	279,680	322,821	370,105	(47,284)
Total Programs- STEM, Scitech, SBIR	332,738	339,761	405,790	412,813	(7,023)
Sub Total	1,152,748	1,232,168	1,322,219	1,401,639	(79,420)
Operate MHTA & Public Policy	1,130,823	1,167,445	1,355,771	1,392,393	(36,622)
Net Income	21,925	64,723	(33,552)	9,246	(42,798)

	Jan - Oct 17	YTD Budget	Projected YE	Annual Budget	$ Over Budget
Income					
Total Membership	587,614	612,727	593,608	618,721	(25,114)
Total Promotion / Events	440,695	526,875	671,470	757,650	(86,181)
Total STEM Programs	1,072,395	1,065,000	1,162,895	1,155,500	7,395
Total Other Income*Sales & Marketing	13,987	15,580	14,007	15,600	(1,593)
Total Income	2,114,690	2,220,182	2,441,979	2,547,471	(105,492)
Expense					
5090 · Strategic Planning	20,296	19,000	20,296	19,000	1,296
Total Administration	157,420	163,861	187,611	194,053	(6,442)
Total 5000 · Association Staffing	896,709	919,516	1,077,133	1,099,940	(22,807)
Total 5400 · Sales & Marketing	32,053	42,315	38,738	49,000	(10,262)
Total Promotion / Event Expenses	208,298	247,195	348,648	387,545	(38,897)
Total STEM Program expense	739,657	725,239	757,105	742,687	14,418
Total Public Policy	38,333	38,333	46,000	46,000	0
Total Expense	2,092,765	2,155,459	2,475,531	2,538,225	(62,694)
Net Income	21,925	64,723	(33,552)	9,246	(42,798)

Tekne

Wednesday, Nov 15, 2017

Sponsorship Results: 100% of budget goal

Stage	Amount
Sold	$ 95,000
Unsold	$ -
Tekne Sponsorship Budget	$ 95,000

Event Sponsors

Organization	Sponsorship
Optum	Presenting
Thomson Reuters	Presenting
Comcast	Red Carpet
AT&T	Platinum
Ecolab	Platinum
Robins Kaplan	Finalist Reception
Genesis10	VIP Reception
Unisys	Silver
Computex	Silver
Medtronic	Silver
Digineer	Silver
Xcel	Silver
3M	Silver

Tickets/Tables (Excludes sponsor tables)
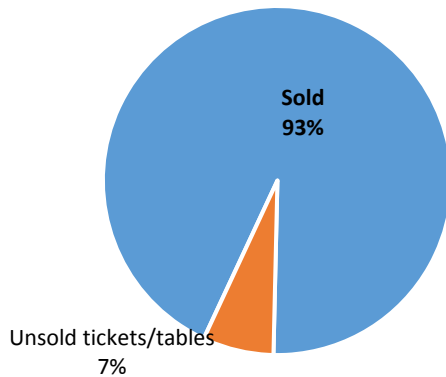
Ticket/Table Revenue	Amount
Sold (Final $ TBA)	$ 93,210
Unsold tickets/tables	$ 6,565
Tekne Reg Budget	$ 99,775

Tekne Attendees	2017	2016
Pre-event Registration	702	711
Actual on Site	672	654

CIO PANEL
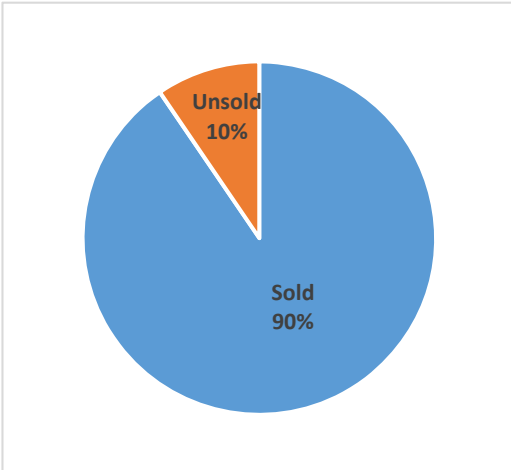
Wednesday, Dec 6, 2017
Metropolitan Ballroom
7:30-8:00 a.m. Registration & Networking
8:00-9:30 a.m. Program

Sponsorship

Stage	Amount
Sold	$19,000
Unsold	**$2,000**
CIO Panel Sponsorship Budget	$21,000

Sponsors

Organization	Sponsorship
Accenture	VIP Dinner, Dec 5
Comcast	Presenting
Computex	Event
Saturn Systems	Event
Big Switch	Supporting
Digineer	Supporting

Panelists
- Allina, Jonathan Shoemaker
- Donaldson Company, Kathryn Freytag
- Hennepin County, Jerry Driessen
- Johnson Brothers, Haseen Alam
- SPS Commerce, Jamie Thingelstad
- Caribou Coffee, Tina Thousand

Registration

Registration	Amount
Sold	$ 9,060
CIO Panel Reg Budget	$ 6,000
Exceeded Budget	**$ 3,060**

CIO Panel Attendees	2017	2016
Pre-event Registration	186	187
Actual on Site	**165**	**155**

2017 event: Approximately 2/3 MHTA members; 1/3 non-members

Legislative Update: Internet Privacy Legislation

Uphold Minnesota's existing Internet privacy statutes and regulations

Overview of the Issue

The state-level Internet privacy issue is a response to congressional action that nullifies an FCC rule that restricts ISPs from using consumer data in certain ways, such as selling it to third parties.

In response to congressional action at the federal level, state legislators began to introduce legislation in 2017 that would restrict how Internet service providers, and possibly other tech companies, use consumers' data.

One bill, for example, would require companies that use consumer data for advertising purposes to go before the Public Utilities Commission to determine a value of each consumer's data, and reimburse the consumer for the value of that data.

We are anticipating similar legislation in 2018.

This issue is different from net neutrality. The FCC's ruling on net neutrality is expected to reclassify broadband internet access service from a "telecommunications service" (utility-style regulation) to an "information service," which comes with less stringent regulation. Broadband Internet access service was classified as an information service, until 2015 when the FCC classified it as a telecommunications service.

Request

In an effort to get in front of legislation before the start of the 2018 Session in February, some of our members are asking that we take a position on the issue sooner rather than later.

The position presented to and approved by the Government Affairs and Executive Committees is: MHTA supports "Uphold[ing] Minnesota's existing Internet privacy statutes and regulations".

This position gives us flexibility in how we respond to changing and varying legislation that attempts to modify Minnesota's existing Internet privacy statutes.

CONFLICTS OF INTEREST POLICY
ANNUAL STATEMENT

MHTA Conflict of Interest Policy: As the phrase suggests, a "conflict of interest" occurs when a personal interest is in conflict with, or even appears to be in conflict with, the best interests of the Organization. If a personal opportunity makes it difficult to work objectively or effectively on behalf of the MHTA, it creates a conflict of interest. It is also a conflict of interest if a person receives improper personal benefit as a result of his or her connection with the Organization, including connections resulting from family or household relationships. No person covered by this Code or member of his or her family or household may directly or indirectly benefit or attempt to benefit from his or her position through any purchase, sale or business transaction of the Organization, except as indicated above. No employee, officer or director may work for or on behalf of any organization that competes with, or provides services or seeks to provide services to the MHTA, unless approved by the Board of Directors or its designee, such as the Governance Committee. There are many other situations that could create a conflict of interest and not all conflicts of interest are obvious. Therefore, err on the side of caution and ask if you are not sure. If you have a question about whether something could create a conflict of interest, ask your Board Chair or the Governance Committee.

The undersigned, being a director, officer or member of a committee with board delegated powers of Minnesota High Tech Association (MHTA), hereby acknowledges the following:

I understand that MHTA is a non-profit organization and that in order to maintain its federal tax exemption, it must engage primarily in activities which accomplish one or more of their tax exempt purposes.

The following information concerning conflicts and potential conflicts is true, correct and complete to the best of my knowledge:

A.I, (name)_____ serve
or represent MHTA in the following capacity or capacities:
(check all that apply)

	Board Member
	Executive Committee
	Officer
	Employee

B. I am a director, officer, employee or legal representative, or I have a material financial or beneficial interest in the following organizations which may have a conflict of interest with MHTA:

Organization: Title:

_____   _____

_____   _____

_____   _____

C. I am not involved in any activity or transaction, nor am I a party to a contract involving interests which could be found to be adverse to MHTA except for the following:

_____

_____

_____

D. I am not pursing any business opportunities which might adversely affect MHTA except for the following:

_____

_____

_____

E. I bring to your attention the following potential conflicts of interest in addition to those, if any, disclosed in B, C and D above: (If none, insert "None.")

Dated: _____   _____
                                   Printed or Typed Name

                                   _____
                                   Signature

MHTA Board Member Expectations and Consent

As a board member of the Minnesota High Tech Association (MHTA), I am fully committed and dedicated to fueling Minnesota's prosperity to becoming a top 5 technology state through innovation and technology, bringing together the people of Minnesota's technology ecosystem and leading the charge in directing technology issues to the Minnesota state capitol.

I understand my duties and responsibilities include the following:

Engagement

As a member of the MHTA Board of Directors I will be engaged in the work we do as an association by

- **Attend Board meetings**
  - o I will do my best to attend or call into all board meeting (six per year, typically the third Friday of the month from 8:30 -10:30 am), ensuring that I attend a minimum of *four* board meetings. I will review materials in advance and actively participate in the dialogue.

- **Serving on a committee(s)**
  - o Committees shape and drive many of MHTA's initiatives and events. I will leverage my leadership and expertise by chairing or serving on at least one of the association committees. Committees for 2018 will be announced in Q1 2018.

- **Attending events**
  - o I will attend as many of the 40 annual events as possible, making myself available to network with attendees, and building relationships within the membership.

- **Company Participation**
  - o I will actively encourage employees of my company/business/organization to attend MHTA events given my company's membership equates to all employees of my company being members. Broad company participation fuels the mission of MHTA.

- **Getting to know my peers**
  - o I will build relationships with other members of the MHTA Board of Directors knowing that strong connections as individuals will bring our overall technology community together.

Advance the Mission

MHTA is driven by its member companies and the individuals representing member companies. As a board member, I will play an integral role in this by

- **Being an ambassador**
  - o I will act as an ambassador and representative of the association in my day-to-day interactions. I will leverage my social media reach by adding my board membership to my LinkedIn profile and liking/sharing/retweeting MHTA's social media posts. I will ask vendors and partners about their MHTA involvement and membership.

- **Growing membership**
  - I will actively promote involvement and membership for MHTA and use my best efforts to bring at least two new member companies per year into MHTA through leveraging my own relationships or opening doors for MHTA staff by making introductions and participating with MHTA staff in prospective member meetings.

Support Financially

As a non-profit, member based trade association MHTA relies on membership dues and program and event sponsorship to support our initiatives. I will support the fiscal responsibilities of the organization by

- **Paying membership dues on time**
  - I will remain current with respect to annual membership dues with MHTA.
- **Sponsoring events**
  - I will sponsor one or more of our 40 yearly events at a variety of price points, appropriate to my company size.
- **Contributing personally to the MHTA Foundation**
  - I will give personally to the fully tax-refundable MHTA Foundation to build a workforce educated in science, technology engineering and math to support the MHTA mission. While the amount is personal, I will contribute to the board goal of 100% participation as it helps strengthen MHTA's mission.

This expectation serves as a baseline for my participation as a Board Member. It constitutes what is needed to ensure the growth and development of MHTA. If I am not able to meet my obligation as a board member, I will offer my resignation. In signing this document, I will help advance the mission of MHTA and build a strong community of technology innovation in the state of Minnesota.

Signed _____   Date _____

12/5/17

400 S 4th Street, Suite 416
Minneapolis, Minnesota 55415
Phone: 952.230.4555
Fax: 952.230.4550
Website: www.mhta.org

MHTA President Report
December 1, 2017

TEKNE AWARDS
Thank you to board and executive committee members who helped make the Tekne Awards a success! Special thanks goes out to BOD committee — co-chaired by Ed Foppe and Michael Lacey — who did great work on attendance and sponsorship! Please contact Patty Carruth (pcarruth@mhta.org) with any thoughts and feedback for next year's event.

ACE LEADERSHIP
We are currently building next year's ACE class, with the first session scheduled for February 22-23. Applications will open very soon, so please start thinking about who in your company should be part of the next ACE class.

STAFFING
Ray Hoover has started full-time as MHTA's Director of Membership and Sponsorship. Ray is currently calling through current, renewing and lapsed members, and building a dashboard system to better collect and measure data.

Piper Cleaveland has also started as the Marketing and Communications Specialist for SciTechsperience. She comes to MHTA with a background in corporate PR and freelance journalism. In 2016, Piper graduated Cum Laude from Mankato State University with a bachelor's degree in Mass Communications.

Welcome Ray and Piper!

GOVERNOR'S BROADBAND TASK FORCE
The task force continues to meet to work on the report, set to be released early next year.

MEDIA/SPEECHES/IMPACT
Highlights include:

- Participated in an Evanta CIO Inner Circle Dinner and led a roundtable discussion. 30 CIOs in attendance.
- Participated in AT&T 5G announcement press conference and was interviewed by KARE 11 (story below).
- Star Tribune on tech talent needs (Venture Conference): http://www.startribune.com/scramble-for-tech-talent-is-challenge-for-recruiters/453670143/
- Star Tribune on startup successes (Venture Conference): http://www.startribune.com/growing-twin-cities-tech-executives-reflect-on-ingredients-of-success/453725323/
- KARE 11 on AT&T 5G: http://www.kare11.com/mobile/article/news/super-bowl-bringing-better-cell-coverage-to-twin-cities/89-491810618
- StarTribune on Tekne: http://www.startribune.com/mhta-names-award-winning-local-tech-companies/458001663/?ref=nl&om_rid=1627004361&om_mid=62310857

MHTA STAFF REPORT
November 2017

New MEMBERSHIP {http://www.mhta.org/about/members}

Nordic Dev	Spirit of Success
Hotwire	Prevent Biometrics
Network Training Institute	Pauly, DeVries Smith & Deffner, LLC
Denamico	Big Switch Network

OUTREACH & EVENTS

ACE: The ACE Leadership Program presented to the Board on October 27th at Thomson Reuters. 2018 applications will open in December. The first session will be February 22-23 at the Oakridge Hotel & Conference Center.

TEKNE AWARDS: Took place on Wednesday, Nov 15 at the Minneapolis Convention Center. Seating at 74 tables. 672 guests served for dinner. Attained 100% of sponsorship goal ($95k) and approximately 90% of $99,775 ticket sales goal. Final expenses are anticipated to come in just below the $133,500 budget.

CIO Panel: Takes place on Wednesday, Dec 6 from 7:30-9:30 a.m. at the Metropolitan Ballroom in Golden Valley. 117 registrants as of Nov 29 (52 of which registered in 3 days since Thanksgiving break). Panelists are Haseen Alam/Johnson Liquors, Jerry Dreissen/Hennepin County, Kathryn Freytag/Donaldson Company, Jonathan Shoemaker/Allina Health, Jamie Thingelstad/SPS Commerce, and Tina Thousand/Caribou Coffee.

CIO Forums: The 2018 planning lunch takes place at 11 a.m. on December 1st at Wildfire in Eden Prairie. Dee Thibodeau will lead the group discussion. CIO representatives from Holiday, Red Wing Shoes, Winnebago, Mortenson, Digital River, Caribou, Medica and Robin Brown will attend.

2018 Sponsorship breakfast: Microsoft will host this breakfast event at their office in Edina on Tuesday, December 12, 7:30-9:30 a.m. MHTA will preview our 2018 event line up and sponsorship opportunities. New this year is a discount for sponsorship of three or more Signature-level events if purchased by Dec 31.

WLiT: The next WLiT event is a happy hour (networking only) on Tuesday, Jan 23 at Pinstripes in Edina.

Tech.2018: Takes place on Wednesday, Feb 21 from 1:00-6:00 p.m. at the University of St. Thomas in St. Paul. The Board Committee is working on a keynote presenter plus three panels. Panel topics to include: emerging tech (autonomous driving/robotics/AI), logistics, and cyber security.

WORKFORCE DEVELOPMENT {www.mhta.org/educate/}; {www.mhta.org/work/}
Hi-Tech Alliance
MSP TechHire is putting additional structure around a MSP TechHire Business Advisory Committee (BAC). They will be working to establish clear goals/outcomes used to measure program effectiveness, develop a packet for participating

employers that describes MSP TechHire and the role and commitment of employer reps on the BAC.

The PIPELINE apprenticeship project is now a full-fledged program of the MN Department of Labor. In addition, the Youth Skills Program has replaced elements of the Youth Career Connection Project. The 2017 Legislature passed a law to enable more high school students to participate in skills-based training at employer sites. The new Youth Skills Training Program will support locally-based programs for "student learners," age 16 and older, participating in paid work experiences, including internships, apprenticeships, and other programs where they receive on-the-job training directly from employers.

MHTA continues to publish a weekly MN Workforce report available at the MHTA website and covering IT, Life Sciences, Science & Engineering, and overall STEM occupations. In association with Real Time Talent, MHTA sponsors an MHTA portal to the Real Time Talent Exchange, an employer/employee matching service.

getSTEM
The getSTEM site is receiving an upgrade to a new technology platform this fall. Check out the new look, but the same fabulous ASKs & OFFERs to connect educators with STEM professionals.

	2017 (YTD)	2016 (YTD)	2016 Total
Unique Site Visits	7,037	6,199	6,888
Accounts created	167	184	188
Asks/Offers	408	338	375
Connections	321	318	342
Students Served	11,235		11,970

The new season for the Tech Experience Tours was announced in October. Talent Software Services is our Presenting Sponsor. There are still funds available in the form of field trip scholarships through a generous grant from the AT&T Foundation. The funds help with feed and transporting students to the company tour sites. We will continue to make matches for the 2017-2018 school year.

STEM Funder & Supporter Network
The STEM Funder & Supporter Network met in November and outlined collective projects for the new year. The new projects will begin in the new year.

MHTA Foundation
   Science & Technology Festival
      The Foundation board have begun logistical work for the Festival including work on branding, organizing advisory panels, and recruiting additional organizations to participate in the Festival. Board members are encouraged to contact Matt Hill at festival@mhta.org.

   Bid & Bytes Benefit
      The Bids & Byte Benefit was held Tuesday, September 12, 2017. The event raised almost $39,000 dollars for the Foundation's STEM programming. A full slate of unique auction experiences offered by leading C-level Technology executives were auctioned. Three non-profit partners offered exciting social hour activities/competitions. Past & current scholarship winners, Foundation volunteers, and other stakeholders participated as well. Planning has begun for the September 13, 2018 event.

   STEM Scholarships
      The 2017 STEM Scholarship final selections were made in July. 2017 Award winners were invited to attend the Bids & Bytes Benefit in September and were also recognized at the Tekne Awards in November. The Foundation was able to raise an additional approximately $50,000 for their STEM programs at the event through the generous contributions of the MHTA board and ceremony attendees.

      The 2018 STEM Scholarship application period will opened on February 1, 2018. Deadline for submissions will be April 1, 2018. The review process will begin in April and will conclude with final selections in July.

The SciTechsperience Internship Program
- The new program year began on September 1. As of November 20, we've placed 34 students (16 more than last year at this time). Since we anticipate placing about 340 students this year there's "only" 306 to go! We're always looking for additional companies, so please share this resource with others.
- The fall was a busy time for student and employer recruiting. 391 students have applied (vs. 318 last year at this time) along with 52 companies (vs. 46 last year at this time).
- SciTechsperience cohosted the Minnesota Resources for Science & Technologies Companies event on November 2. We had a small but engaged audience of 25-30 attendees. You can read about event on our blog: https://scitechmn.org/event-recap-mn-resources-for-science-tech-companies/. We plan to host a similar event in January/February of 2018.
- We welcomed our newest staff member, Piper Cleaveland, to the SciTech team in early November. Piper will be heading up the communications and marketing efforts for the program. Her focus will be on helping to identify marketing opportunities that will help us attract additional employers and to increase our visibility on social media through blog posts, Twitter and other formats.
- Work has begun on the 2017 Program Year Report, which will incorporate recruitment and placement stats, photos, quotes, and survey results. The targeted completion date is January 2108.

MN-SBIR {www.mhta.org/mn-sbir}
MN-SBIR is the State's focal point to seed, early stage, emerging and existing firms to access federal research and development funding to support innovation, investment and commercialization of technologies.

- Launched SBA Federal and State Technology Partnership Program starting September 30, 2017 and ending September 29, 2018.
- Wrote proposal and was awarded a $100,000 commitment from the MN Department of Employment and Economic Development for 2018-2019 to provide match requirement for SBA FAST cooperative agreement.
- Launched Minnesota Innovation and Commercialization Consortium with Hubs in Rochester, Mankato, St. Cloud and Duluth. The Consortium and the Hubs will work together to drive innovation and commercialization of new products and services by leveraging the annual $2.5B federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs. The goal is to increase the number of proposals submitted and awarded to Minnesota small businesses across the spectrum of science, technology and engineering, in the Hub regions.

Outreach
- University Enterprise Laboratories
- University of Minnesota, Office for Technology Commercialization
- Mayo Clinic Business Accelerator and Collider

Education
- SBIR Group Discussion (November 1, 2017)
- LinkedIn Profiles for Scientists , Engineers and High Tech Businesses (Education)

Participation at Key Events
- Women Leading in Technology – 10/24/2017
- Minnesota Venture Conference – 10/26/2017

- Minnesota Resources for Science and Technology Companies – November 2, 2017
- Clean Tech Open Investors and Entrepreneurs event – 11/3/2017
- Attended the National Institutes of Health SBIR/STTR Conference – Milwaukee – November 7-9, 2017
- Attended the MHTA Tekne Awards – led effort to include SBIR/STTR awardees in the Program Booklet

Coaching and Mentoring:
The Director delivered coaching and mentoring via email and face-to-face meetings. New clients since September 30, 2017, start of new program year.

Women-Owned	5
Minority-Owned	0
Minority/Women	1
Small Business	6
U of M/Mayo Clinic	1

Proposal and Award Activity:

Proposal Submissions – There were no deadlines in November.

Awards:

STTR	FAST Track (Combined Phase I and II proposals and commercialization plan.	NIH	The Restful Jaw Device: A New Way To Support And Protect The Jaw During Third Molar Extractions	$190,909 Phase II funding of $1.5m or more is contingent upon successful achievement of milestones.
SBIR	FAST TRACK (Combined Phase I and II proposals and commercialization plan.	NIH	Automatic Positioning of Communication Devices And Other Essential Equipment For People With Mobility Restrictions	$159,267 Phase II funding of $1.5m or more is contingent upon successful achievement of milestones.

PUBLIC POLICY {www.mhta.org/advocate}
The Government Relations Committee met in October to begin planning for the 2018 Legislative Session. The committee will be meeting again on Friday, December 15, and will hear presentations from the University of Minnesota and Minnesota State. Additionally, we convened a group of key state lawmakers and member organizations in November to discuss cybersecurity issues.

COMMUNICATIONS

With the Tekne Awards behind us, we are promoting the rest of our events between now and the end of the year and preparing for Tech.2018.

Recent media coverage has continued to be strong with stories on the Venture Conference and Tekne Awards. For the third year in a row, MHTA and the Tekne Awards were trending locally on Twitter.

Our social media presence continues to grow. MHTA's Twitter account gained 32 followers in October and 30 so far in November, putting the total number of followers at 3,980. Our LinkedIn page gained 55 followers in October, and another 39 so far in November, up to a total of 1,933.

MHTA Recent Media Coverage:

October 2017

Star Tribune on tech talent needs (Venture Conference): http://www.startribune.com/scramble-for-tech-talent-is-challenge-for-recruiters/453670143/

Star Tribune on startup successes (Venture Conference): http://www.startribune.com/growing-twin-cities-tech-executives-reflect-on-ingredients-of-success/453725323/

November 2017

Pohlad family buys PaR Systems (Tekne Award mention): https://www.bizjournals.com/twincities/news/2017/11/01/pohlad-family-acquires-robotic-crane-manufacturer.html?ana=twt

Sun Current on Foundation scholarship winner: https://www.hometownsource.com/sun_current/undergrad-from-edina-to-be-honored-at-stem-event/article_b7432c0a-c4a3-11e7-855a-4bcad830e389.html

KARE 11 on AT&T 5G: http://www.kare11.com/mobile/article/news/super-bowl-bringing-better-cell-coverage-to-twin-cities/89-491810618

StarTribune on Tekne: http://www.startribune.com/mhta-names-award-winning-local-tech-companies/458001663/?ref=nl&om_rid=1627004361&om_mid=62310857

MinnPost on DEED training programs (mentions SciTechsperience): https://www.minnpost.com/good-jobs/2017/11/amid-worker-shortage-deed-prioritizes-investment-employment-training-programs

Tekne Recipient releases

- Sleep Number: https://globenewswire.com/news-release/2017/11/17/1194858/0/en/Sleep-Number-Receives-Internet-of-Things-Award-at-2017-Tekne-Awards.html

- Calabrio: https://globenewswire.com/news-release/2017/11/16/1194415/0/en/Calabrio-Receives-Analytics-Award-at-the-2017-Tekne-Awards.html
- Arcserve: http://markets.businessinsider.com/news/stocks/Arcserve-Honored-with-2017-Tekne-AwardMinnesota-High-Tech-Association-named-Arcserve-winner-of-cyber-security-category-for-achievements-in-disaster-recovery-1008415100
- ABILITY: https://globenewswire.com/news-release/2017/11/20/1197575/0/en/Ability-Network-Named-Winner-at-18th-Annual-Tekne-Awards.html
- PeopleNet: http://www.ccjdigital.com/peoplenet-video-intelligence-gets-tekne-award/
- St. Thomas: https://news.stthomas.edu/professional-notes-for-november-16-2017/

Eden Prairie News on Tekne: http://www.swnewsmedia.com/eden_prairie_news/news/business/briefs/eden-prairie-businesses-get-tekne-awards/article_252192b4-6bf7-57e9-8cee-6ac2e24c2ab3.html

OPERATIONS & FINANCIAL

Year to date financials through October are complete. Net income is $22K vs budgeted net income of $65K. Membership income has caught up slightly, and is currently off plan by $25K. Event income for the Venture Conference came in at 71K behind plan, the general registration was very close to plan, however the planned sponsorships did not occur. SciTech & SBIR & other STEM programs all running at plan. Expenses are all generally running very close to plan. We are currently predicting net income to come in at 33K for 2017m 42K below our budgeted net.

In addition to the FAST Grant funding for the SBIR/STTR program we have also been awarded $100K from the DEED competitive grant program. These funds will affect reimbursements included in the 2018 – 2019 MHTA budget year.

Budgeting for 2018 is underway and we are hoping to have a proposed balanced budget to present in December.

2018 MHTA Board of Directors Calendar

The MHTA Board of Directors will meet 6 times in 2018

Dates Below:
Locations of the meetings are to be determined

January 26th	8:30 – 10:30	
March 23rd	8:30 – 10:30	
May 18th	8:30 – 10:30	
July 20th	8:30 – 10:30	
October 26th	8:30 – 11:00	*ACE Presentations
December 7th	8:30 – 11:00	*Board Planning