

BOARD OF DIRECTORS

Friday, July 20th, 2018

8:30 a.m. – 10:30 a.m.

Board Chair Scott Singer

Associated Benefits & Risk

6000 Clearwater Drive, Minnetonka, MN 55343

AGENDA

- | | |
|------------------------------------------------------------------------------------------------|---------------|
| 1. Call to Order (Scott Singer) | 8:30 |
| 2. Introductions (Scott Singer) | 8:30 – 8:35 |
| 3. Approval of Meeting Minutes (Scott Singer) * | 8:35 – 8:40 |
| • May 18 th , 2018 | |
| 4. Financial Update (Margaret Anderson Kelliher, Lonni Ranallo) | 8:40 – 8:50 |
| • June Financials | |
| • 990 Filing | |
| 5. Event Update (Patty Carruth) | 8:50 – 9:05 |
| • Bids & Bytes | |
| • MN Venture Conference | |
| • Tekne Applications & Sponsorship | |
| 6. Scitechspierience Update (Becky Siekmeier) | 9:05 – 9:15 |
| 7. Presentation – Jennifer Carlson, Executive Director,
WTIA Workforce Institute & Apprenti | 9:15 -10:15 |
| 8. Other Business (All) | 10:15 – 10:20 |
| 9. Adjourn | 10:30 |

*Denotes item with Board Action

Next MHTA Board Meeting:

October 26th, 2018 8:30 – 10:30 a.m.

Location: Thomson Reuters, 610 Opperman Drive, Eagan MN 55123

UPCOMING EVENTS:

Upcoming Events Listing

July

- 20 MHTA Board of Directors
- 31 ACE Session 6

August

- 17 MHTA Executive Committee
- 21 WLIT

September

- 13 Bids & Bytes
- 14 MHTA Executive Committee
- 20 CIO Forum (Winnebago)
- 26 Tekne Finalists Reception
- 27 ACE Session 7

October

- 10 MHTA Foundation Board Meeting
- 12 MHTA Executive Committee
- 23 WLIT
- 26 MHTA Board of Directors

November

- 1 CIO Forum
- 7 MN Venture Conference
- 16 MHTA Executive Committee
- 29 Tekne Awards

December

- 7 MHTA Board of Directors Meeting
- 12 CIO Panel
- 14 MHTA Executive Committee

Board of Directors Minutes

Lisa Schlosser Presiding
8:30 am to 10:30 am
Friday, May 18th, 2018

PwC

45 South Seventh Street, Suite 3400, Minneapolis, MN

Present: Margaret Anderson Kelliher, Kevin Boeckenstedt, Doug Carnival, Trent Clausen, Amy Fisher, Ed Foppe, David Frazee, Todd Hauschildt, Karen Hudson, Sridhar Koneru, Harlan Kragt, Rick Krueger, Michael Lacey, Sandy Lee, Chuck Lefebvre, Mac Lewis, Joy Lindsay, Paul Mattia, Tyler Middleton, Cy Morton, Samuel Prabhakar, Chris Rence, Pat Ryan, Lisa Schlosser **Absent:**, Jacquelyn Crowhurst, Jill Farrington, Milla Hautman, Jay Heath, Bob Hirsch, Patrick Joyce, Jake Krings, Barry Mason, David Minkinen, Scott Singer, Vinicius (Vinny) Silva, Dee Thibodeau, Ken Voss, Susanna Woods **Staff:** Patty Carruth, John Dukich, Ray Hoover, Lonni Ranallo, Mo Schriener, Becky Siekmeier **Presentations:** Matt Lewis, Heather McGannon, John Aiken

1. Call to Order

Lisa Schlosser called the meeting to order.

2. Introductions

3. Approval of March 23rd, 2018 Meeting Minutes

Chuck Lefebvre moved to approve the March 23rd meeting minutes, Doug Carnival seconded the motion, the motion carried and the minutes were approved.

4. Financial Update

Ed Foppe gave a financial update on January – April. Membership through March was right on track, but in April we are now off by \$51k. Events are running to plan, Spring Conference came in under budgeted net by \$13K. SciTech and SBIR running to plan. The projected column will be added for the July board meeting. Expenses all tracking to plan. Ed provided an overview of the MHTA 2017 audit. MHTA received a clean opinion, with no adjustments. The financials are used to prepare the 990 tax form which is a public document, we should have a draft form within the month. Ed reviewed the changes to the financial statements, and the notes. Also mentioned were changes that are coming for accounting standards which will mainly affect restricted funds, and a review of the liquidity of non-profits.

5. Event Update

Patty Carruth presented an overview of the Bids & Bytes event, taking place on September 13th. Patty gave an outline of the financial goal and what help is needed. She handed out cards to be filled in for sponsorship and auction donation interest. Patty stated the Tekne Awards will be held on November 29th at the Minneapolis Convention Center. All award categories were listed, and all Board members are encouraged to apply and also to encourage other companies they know to apply.

6. Membership Update

Ray Hoover presented a handout to the Board of Directors asking for help with new member prospects and lapsed outstanding renewals. Ray will email a list of target accounts that we would like to join MHTA.

7. Government Affairs Update

Doug Carnival and John Dukich gave an update on the status of 2018 legislative session, which must conclude by Monday, May 21. Funding for the Angel Investment Tax Credit is expected to be included in a tax bill, to be passed by the legislature which the Governor is expected to veto. Funding for broadband is included in a spending bill, which if passed by the legislature the governor has said he will veto.

8. Presidents Report

Margaret Anderson Kelliher provided an overview of the Minnesota Computer History project. This project is being funded by a grant from the Minnesota Historical Society, and the Heritage Partnership. This is a very exciting project highlighting Minnesota's contribution to the origins of computers. Many of our Board companies are featured in this story, and it's possible that TPT would like to air the production on their main channel, a website is also being created. Margaret stated there is a funding gap and if anyone is interested in talking further to please contact her. The association is working in many workforce areas and we would like to supply further information at the next Board of Directors meeting.

9. Apprenticeship/Apprenti Model

Margaret Anderson Kelliher referred to the memo in the packet that explains the apprenticeship model highlighted by Apprenti. This program is geared towards technology IT companies and has several states currently operating the program, with Minnesota being considered and under review. Discussion took place around how the program would be implemented, and other details of how it's run. Margaret will provide further information at the July Board meeting.

10. Presentation – Matt Lewis, GreaterMSP

Matt Lewis presented how GreaterMSP is working to make MSP be among the nation's Top 10 metros at migration of professional talent.

11. Presentation – Heather McGannon and John Aiken, MN Department of Labor and Industry

Heather McGannon and John Aiken presented on the current status of the Pipeline Program, and also gave an overview of Apprenticeship Minnesota.

12. Other Business

13. Adjourn

Joy Lindsay made the motion to adjourn.

MHTA P&L vs Budget June 2018

	Jan - Jun 18	YTD Budget	Projected YE	Annual Budget	\$ Over Budget
Total Membership	471,984	533,146	553,628	614,790	(61,162)
Total Promotion / Events	181,144	197,405	329,187	345,448	(16,261)
Total STEM Programs	185,074	191,998	477,576	484,500	(6,924)
Sub Total	838,202	922,549	1,360,391	1,444,738	(84,347)
Operate MHTA & Public Policy	703,874	731,785	1,410,954	1,438,865	(27,911)
Net Income	134,327	190,763	(50,562)	5,873	(56,436)

	Jan - Jun 18	YTD Budget	Projected YE	Annual Budget	\$ Over Budget
Income					
Total Membership	471,984	533,146	553,628	614,790	(61,162)
Total Promotion / Events	312,330	365,935	718,985	772,590	(53,605)
Total STEM Programs	329,264	340,498	1,450,366	1,461,600	(11,234)
Total Other Income*Sales & Marketing	14,679	12,530	17,149	15,000	2,149
Total Income	1,128,257	1,252,109	2,740,128	2,863,980	(123,852)
Expense					
Total Administration	107,804	106,722	196,321	195,240	1,082
Total 5000 · Association Staffing	572,996	589,174	1,153,447	1,169,625	(16,178)
Total 5400 · Sales & Marketing	14,754	25,420	32,334	43,000	(10,666)
Total Promotion / Event Expenses	131,186	168,531	389,798	427,142	(37,344)
Total STEM Program expense	144,190	148,500	972,790	977,100	(4,310)
Total Public Policy	23,000	23,000	46,000	46,000	(0)
Total Expense	993,930	1,061,346	2,790,690	2,858,107	(67,416)
Net Income	134,327	190,763	(50,562)	5,873	(56,436)



Donation Ideas for Live and Silent Auction

Event Date: Thursday, Sept 13, 2018

“Experience” Ideas

Hosted by the CIO/company executive. Includes 1:1 time with winning bidder. Will be featured on either the Live or Silent auction at the event.

Sporting activities

- Guided fishing trip or ice fishing excursion
- Performance driving or Go-kart experience
- Golf at a private country club

Leisure experiences

- St. Croix boating excursion
- Holiday lights limo tour
- Scenic flight over the Twin Cities
- Hot air balloon ride
- Opportunity to sit in on a KFAN broadcast (or other radio/TV broadcast)

Culinary experiences

- Local celebrity chef evening
- Northeast Minneapolis culinary scene/progressive afternoon/dinner
- Brew pub crawl

Unique learning experiences

- Lessons such as painting, photography, cooking, glass-blowing, sailing, kite boarding, ice climbing, archery, etc.
- Leadership coaching session

Silent auction ideas

The below ideas do not require a CIO/company executive to have 1:1 time with the winning bidder.

Recreation/Leisure

- Game tickets
- Hotel stays
- Theater tickets
- Concert tickets
- Waterpark passes
- Virtual race car experience
- Zip-line tour
- Dance lessons

Behind the scenes tours

- Fire department
- Police ride along
- Theater back stage tour

Spa

- Hair
- Facial
- Massage
- Nails

Other Ideas:

- Gift Cards

To donate or for additional questions, contact Patty Carruth, 952-230-4554, pcarruth@mhta.org



Minnesota Venture Conference

Wednesday, Nov 7, 2018 - Radisson Blu

Minnesota Corporations with a Venture Group

(M&A, Tech Scouts, etc. aka "Strategics")

MHTA Board of Directors Help

- Please advise if you have a venture contact connection at any of the below companies.
- Please advise any additional organizations/contacts that should be added to this list.

Contact Patty Carruth, pcarruth@mhta.org

Corporation	Venture Contact	MHTA BOD Connection
3M		David Frazee
Abbott Labs		
Allianz Life Ventures	Brittany Clements	
Ameriprise Financial		
Best Buy		Kevin Boeckenstedt
BlueCross BlueShield		
Boston Scientific		
C.H. Robinson		
Comcast Ventures		
Ecolab	Beth Nichols	Paul Mattia
EntrustDatacard		Ty Middleton
Fairview Health Services		
GE Ventures	Jessica Zeaske	
General Mills/301 Inc	Brian Tockman	
Honeywell		Jay Heath
IBM Ventures		Barry Mason
Mayo Clinic Ventures	Andrew Daniels	
Medtronic Ventures		Patrick Joyce
Norwest Venture Partners		
Optum	Meyrick Vaz	Todd Hauschildt
Patterson Companies		
Securian Ventures		
Supervalu		
Target/Techstars	Jason Breen	Jake Krings
Thomson Reuters		Lisa Schlosser
Xcel Energy		Sridhar Koneru

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Fax: 952.230.4550
Website: www.mhta.org



**MHTA President Report
July 20, 2018**

BOARD AND STAFF UPDATES

SciTechsperience has hired a new Student Outreach Coordinator. Maria Rico Mendoza graduated from Augsburg in December 2017 with a degree in chemistry. She started work on June 20.

We are welcoming two new board members, Paul Weirtz, state president of AT&T, and Matt Reck, CFO of Digital River. We would also like to thank Cy Morton and Amy Fisher for joining the Executive Committee.

MEMBERSHIP KEY UPDATES

As the result of meetings over the past several months, we have two organizations who have signed on as members:

- Minnesota Twins
- TCF Bank

We have had a number of productive meetings with these new member prospects: Sleep Number, Polaris, Sprint, Endevean and WeWork. We continue to pursue strategies to retain Target as a member, and have begun working with an expanded number of contacts through Jake.

We are looking for additional support from the Membership Committee and BOD as a whole for new member prospects. We also need your help to sustain current members by developing relationships with new contacts within organizations that are currently members, including new executives at your own organization.

ACE LEADERSHIP

The ACE Leadership Program completed our fifth session on June 14 at the Carlson School of Management. Joan Moser presented on the Seven Habits of a Highly Successful Presenter. The next session is July 31 at CSOM. We will have Tom Fisher speak about Design Thinking.

BIDS & BYTES – Sept. 13

We have seven live auction experiences confirmed. For our silent auction, we are seeking additional items. Please send your ideas to Patty Carruthers. We also are sending you an email to forward to your contacts to purchase tickets.

MINNESOTA VENTURE CONFERENCE – Nov. 7

The MVC Planning Committee has met twice and plans to meet again July 31. The committee includes Joy Lindsay and 9 others from the Twin Cities investment community. The event has a new location, Radisson Blu in Minneapolis, and a new format. We need your contacts for M&A/venture groups at your organization and others you know. Please forward to Patty Carruth.

TEKNE AWARD – Nov. 29

Tekne Award applications are now open through Friday, Aug. 3. There are 15 award categories. The list is attached. We need your help in getting more applications submitted. We are sending you emails to encourage your own organization to apply and another for you to forward to contacts at innovative companies you work with. We also are seeking additional sponsors for the Tekne Awards ceremony on Nov. 29.

Please encourage applications. Encouragement is especially important this year, since we are not accepting Tekne Award nominations for companies this year, only direct applications from companies.

WLIT

We are seeking sponsors for WLIT's social event Aug. 21, hosted by Allianz, and program event Oct. 23. Please forward names of potential sponsors to Ray Hoover. It is important to generate additional support to continue the community building for women tech leaders.

Government Affairs Update

Two priority issues for MHTA, the Angel Investment Tax Credit and funding the Border-to-Border Broadband Development Grant, were items in the two omnibus bills vetoed by Gov. Dayton.

Possible Trade Mission to Norway

MHTA is partnering with IKT Telemark, a Norwegian technology trade association, to bring a limited number of members of MHTA to Norway and Lithuania Oct. 1-5. We held an informational meeting July 10 in Minneapolis, with IKT Telemark presenting, which generated interest among several local companies.

Workforce Development

I serve on the Greater Metropolitan Workforce Council (GMWC), which is responsible for developing a regional workforce development strategy. GMWC has created various sector skills academies, one of which is focused on IT, to help with this effort. Becky Siekmeier is representing MHTA on the IT Sector Skills Academy.

The Greater Metropolitan Workforce Council Skills Academy had a two-day kickoff June 8-9. MHTA is contributing to the GMWC IT Sector, which is one of six working groups. We are determining actions for MHTA to lead and support different aspects of this work. We will meet every 6 weeks or so to determine alignment strategies.

Coordination with GMWC will be important as MHTA moves forward with our apprenticeship program.

MEDIA/SPEECHES/IMPACT

Highlights include:

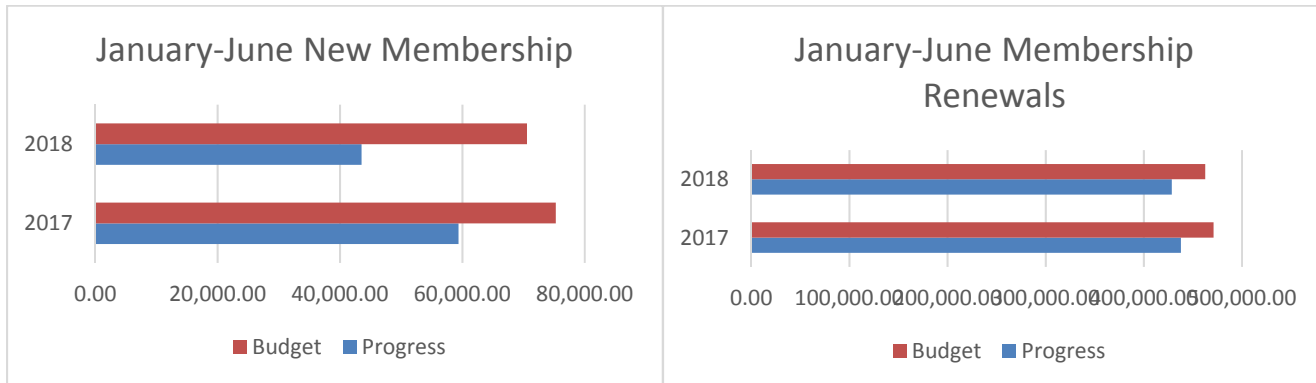
- Accepted MHTA awards of recognition and spoke briefly at the luncheon for the Evanta CISO event, also attended the CIO Exec Forum – thanks to Pat Joyce for the invitation.
- Published an op-ed, co-authored by Shaye Mandel of Medical Alley Association, in the Rochester Post-Bulletin on May 19 about the importance of the Angel Investment Tax Credit.
- Interviewed by a writer for a national trade publication, Food Eats, on a profile of a local food entrepreneur's, Green Garden Bakery, a 2017 MN Cup finalist, to talk about the importance of investments in these kinds of startups in the community.

MHTA STAFF REPORT

June 2018

New MEMBERSHIP <http://www.mhta.org/about/members>

Minnesota Twins	LogiSolve
Innovosource	



Renewals

Current budget target: 462,563
 Renewal PTG: 428,450

New Membership

New membership budget: 90,000
 New membership PTG: 43,534

Membership Committee

We have a full committee. Meetings have started between committee members, target companies, and the membership director, and we have increased our targeted list to include companies worth more than \$160,000. I have now had 2 referrals lead to memberships, and we are seeing traction with many of our top targets, including Polaris and TCF. We are starting to field introductions from committee and board members. Ray and Mo have begun to create other materials necessary to support membership work, such as an onboarding packet and leave behind material. Materials and membership committee communications have been related to Sales Force.

Other notes

- Renewals are in better shape than displayed. Much of the current gap is due to June renewals which haven't been processed by companies, and most of those long overdue are working internally on remittance. We expect to be within \$5,000 of the renewal budget within a few weeks.
- TCF has signed up through the membership portal, and we are just waiting payment of the invoice
- The next Membership Committee meeting will take place on Tuesday, August 7.
- Data audit parameters are nearly set for a review of Sales Force. Additional fields have been identified.
- By email, phone, or in person, we have now reached out to more than 100 new potential members so far in 2018. Meetings have been conducted with representatives from 51 companies.
- Sprint, TCF Bank, Endevevan, and WeWork have all committed to membership and we are either finalizing agreements or waiting on invoices to be paid.
- Any advice on a piece of ROI a potential member recently requested would be helpful. This information is vital to my efforts in proving value for marketers and sales people for both membership and sponsorships, and a generic statement that can outline tangible value would be very beneficial. If you'd be willing to produce a piece with us, the added exposure could benefit your company as well: "There is incredible value in a Membership

with MHTA. Through the relationships we have built through membership with MHTA, we see a 10-fold return on our membership every year." Please let me (Ray) know if you'd like to engage on this.

OUTREACH & EVENTS

ACE: The ACE Leadership Program now has 31 participants. One participant had to drop out due to scheduling conflicts. The budget called for 28 participants. The sixth session is July 31st at the Carlson School of Management. Tom Fisher will be giving a presentation on design thinking.

WLIT:

The summer WLIT Happy Hour takes place at Allianz in Golden Valley on Aug 21 from 4:30-6:30 p.m. We'll utilize the spacious outdoor courtyard and adjoining Allianz employee café for this event. The outdoor space includes a putting green and other amenities. Registration is currently at 70. We are in need of event sponsors at \$1000 each.

Bids & Bytes, Sept 13:

- Event registration is open. \$65/individual; \$120/pair
- Six live auction experiences confirmed. Outreach underway to round out our live auction offering.
- Also accepting Silent Auction donations—Rec'd two donations for MN United tix, Vikings donating signed memorabilia. Looking for more—can be an "experience" as well.
- 770 invitation postcards mailed on July 9. Will distribute additional packs of invitations on July 20 for our board to personally invite guests from their professional and personal networks.
- Sponsorship opportunities available at \$3k and \$1500.

Minnesota Venture Conference: Takes place on Wed, Nov 7 at the Radisson Blu Downtown.

- MVC planning committee includes Joy Lindsay and 9 others from the Twin Cities investment community. Two planning meetings have been held. Next meeting is July 31.
- Revamped agenda will feature three hot topic modules. Each module will include a keynote/subject matter expert, an investor panel, and entrepreneurial pitches. Planned modules:
 - AI, Machine Learning, Data Analytics
 - Blockchain
 - Cyber Security
- Need to ensure that all companies with a Corporate Venture department/division are invited to the event—some will also be asked to join the investor panels. Attached is a list of Strategics known to date. If you have a M&A/venture group at your organization and are not on the list, please contact Patty Carruth.
- A "Hold the Date" email will be sent this month.
- DEED has committed to sponsor at \$10k. Brings us to 22% of our \$45k goal.

Tekne: Takes place Thursday, Nov 29 at the Minneapolis Convention Center

- Tekne Board Committee: Ed Foppe and Chuck Lefebvre are co-chairs. Also Todd Hauschildt, Michael Lacey and Christopher Rence. First planning meeting held; next planning call is August 17.
- 39 applications currently in process/submitted. Application deadline is August 3. Please help to drive more applications. Two of the applications are from BOD companies to date. Awarding 15 categories in 2018.
- Lifetime achievement award under consideration: Eric Kaler
- Sponsorship: \$60k to date. Goal \$105k. Sponsorship opportunities available from \$5k to \$15k.
- Added a "Scholar Table" sponsorship at \$2800 for organizations who would like to sponsor a VIP Table for scholarship winners and their guest. Sponsor will be acknowledged with a sign at the VIP table and can also include marketing materials for this group.

WORKFORCE DEVELOPMENT www.mhta.org/educate/; www.mhta.org/work/

The IT workforce survey from MHTA, [MSP TechHire](http://www.mhta.org/educate/) and DEED is complete. DEED has shared the survey results with MHTA staff, who are reviewing internally.

MHTA is working with Apprenti to develop an IT-focused registered apprenticeship program in Minnesota, which you will hear about at the board meeting on July 20.

getSTEM

The [getSTEM site](http://www.getstem.org/) continues to facilitate connections between educators and the business community with Asks/Offers. Weekly emails with new Asks/Offers are sent out to subscribers. YTD, the site has had about 3,000 visitors, and of those, 75 percent are new users, with about one-third coming to the site directly and one-third from the Asks/Offers emails.

A number of the offers being posted are from MHTA members, with a STEAM workshop by Inver Hills Community College the most popular (186 views). One MHTA member, Keyot, posted on getSTEM and, at their request, we also promoted the event on MHTA social media and TECH Tuesday.

MHTA Foundation

Bid & Bytes Benefit – Sept. 13

For sponsors, in addition to Thomson Reuters as our primary sponsor, we have sponsorships from DellEMC, Renodis, Baker Tilly, Medtronic and our printer sponsor is Unisys.

STEM Scholarships

2018 STEM Scholarship have been selected, the recipients will be notified in late July.

The SciTechsperience Internship Program

- Mission accomplished! We have placed 366 interns – 26 more than our goal of 340. Last year at this time we had placed 288. That's a 27% increase over 2017.
- Our all-time placement total is now 1258
- The summer site visits have begun. We've been to Renville and Redwood Falls and a handful of visits in the metro. This week we will make our way to companies in Baxter, Brainerd, Deerwood, Pequot Lakes and Bemidji. The team is working with MHTA's public policy staff to schedule legislative visits in key districts as well.
- We are pleased to announce the hire of Maria Rico Mendoza as the new SciTechsperience Student Outreach Coordinator. Maria is a STEM major with a BS in Chemistry from Augsburg University, where she helped coordinate the college's STEM Peer Mentoring Program. She is a true "people person" and we look forward to working with her. Maria's first day is Wednesday, June 20.
- SciTech interns participated in Discover MSP on June 20. This was a summer intern kickoff event at US Bank stadium. This is a new partnership for MHTA/SciTech with Greater MSP and several other large employers that aims to get young adults fired up about living and working in the greater Twin Cities area. Students had an opportunity to connect to each other through networking activities and workshops. About 30 SciTechsperience interns attended the event; altogether there were 1100 students present.
- We have chosen Belmont Partners, an MHTA member, to help SciTech with some PR analysis and strategic planning for next year. In a nutshell, the project includes an assessment of the program's messaging and owned media, an outreach strategy for connecting with industry influencers, and recommendations for earned media opportunities with an overall focus on Greater Minnesota. We expect to have the project completed by mid-late September.

MN-SBIR {www.mhta.org/mn-sbir}

MN-SBIR is the Governor’s designated resource for SBIR/STTR assistance that supports innovation, investment and commercialization of technologies.

New : \$125,000 Funding Proposal - Prepared and submitted Small Business Administration, Federal and State Technology Partnership Program proposal. Expected award selection: August. Our proposal was supported by the Governor’s Letter of Endorsement and 75 letters from government, industry and academic supporters.

Outreach

- University Enterprise Laboratories (Monthly)
- University of Minnesota, Office for Technology Commercialization (Bi-Monthly, or as needed)
- Mayo Clinic Business Accelerator and Collider (Monthly)
- **Minnesota Innovation and Commercialization Consortium – continue to build out the infrastructure and collaborations (preparing a formal professional presentation to seek funding through foundations (McKnight and Bush)**

Education

- NIH SBIR/STTR Proposal Preparation Course –every Thursday for four weeks, 1-5 pm, Fueled Collective, 9 attendees, (Two attendees - Austin Development Corporation and Mayo Clinic, Office of Entrepreneurship, each a member of the Minnesota Innovation and Commercialization Consortium.
- Presenters included Pat Dillon; Dr. Carla Pavone, Tim Tripp and Kevin Nickels, U of M; Ann Pedretti, DFASCenter; Michael Wright, Intercepting Horizons, and Dr. Ryan Chamberlain, Innventure.

Federal Awards

No awards reported

State Awards

Minneapolis	State of Minnesota Department of Veterans Affairs	MN	Nightware Digital Therapy for nightmare disorder with veterans.	\$100,000
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PUBLIC POLICY {www.mhta.org/advocate}

The Minnesota House and Senate adjourned *sine die* on Sunday, May 20, bringing to a close the 2018 Legislative Session. In the closing hours of the session, the Legislature passed a number of bills, including an Omnibus School Aid and Tax bill ([HF947](#)), an Omnibus Supplemental Budget bill ([SF3656](#)), and an Omnibus Bonding bill ([HF1226](#)).

Governor Dayton vetoed the Omnibus School Aid and Tax and Omnibus Supplemental Budget bills, but signed into law the Omnibus Bonding bill. You can read the Governor’s Tax veto letter [here](#) and his Supplemental Budget veto letter [here](#).

Of note for MHTA’s priorities, the Tax bill included \$5 million in funding for the Angel Investment Tax Credit; the Supplemental Budget bill included \$15 million in funding for the Border-to-Border Broadband Development Grant Program.

The Omnibus Bonding bill includes a number of provisions that will help strengthen Minnesota's workforce via funding for the University of Minnesota and the Minnesota State system of colleges and universities. In particular, the bill includes \$24 million in funding to renew Pillsbury Hall at the University of Minnesota. The bill also includes \$6.4 million in funding for the Applied Technology Center at Century College and \$698,000 for the Technology and Business Center at Inver Hills Community College.

COMMUNICATIONS

Communication strategies continue to focus on elevating MHTA's reputation and brand through more targeted outreach efforts and richer content to share with constituencies.

Social media update:

Social media channels continue to gain followers and engagements:

- Twitter followers: 4,401 – Continues an upward trend of almost a 10 percent increase YTD.
- LinkedIn followers: 2,188 – Also up about 10 percent YTD from 1,972 followers in January.

Highlights of communications to support members, develop partnerships and promote programs include:

- For our Tech Hotdish podcast in June, we interviewed the CEO of a small biotech start-up, HabitAware, which through help from MN SBIR, landed a \$200k grant from NIH, followed by Q&A with Pat Dillon about MN SBIR. Our podcast is found on MHTA.org Newsroom, as well as iTunes and SoundCloud.
- Lunch & Learn July 16 – at the request of our local contacts for the U.S. Trade Office, we hosted and promoted a lunch presentation by Jim Sullivan, deputy secretary of U.S. Commerce, to talk on digital trade barriers.
- Produced a story, thanks to help from Chuck Lefebvre, about the 2017 MHTF scholar recipient who sat at the Unisys table at Tekne Awards and was subsequently hired as IT intern at Unisys. The CEO of Unisys wrote a paragraph about the story in his newsletter, sent to all 22,000 Unisys employees. The story is posted on MHTA.org on the Newsroom and Bids & Bytes event.

MHTA Media:

Op-ed placed in the Rochester Post-Bulletin on May 19 co-authored by Margaret and Shaye Mandle (Medical Alley Association) to advocate for the Angel Investment Tax Credit: http://www.postbulletin.com/tax-credit-spurs-investment-for-tech-startups/article_9f4f7b78-59e8-11e8-8bd2-ebac34e1ccod.html

OPERATIONS & FINANCIAL

June YTD financials are showing net income at \$134,327 vs a budgeted net of \$190,163 net income running behind plan by 56K.

Revenue is running behind plan by 124K, new membership is behind by 27K, and renewals behind by \$34K. Events are behind plan by 54K, although event expenses are also coming in under by \$37K. Overall expenses running under plan by \$67k.

The MHTA draft 990 is currently being reviewed and will be filed by August 10th.

Work will begin on an IT assessment, and a disaster recovery plan.