

# THE HIGH TECH AGENDA

## MASSACHUSETTS HIGH TECHNOLOGY COUNCIL

*Dedicated to Growth... Committed to Action*

### Council Hosts Regulatory Reform Roundtable Series

Governor Baker's year-long [comprehensive regulatory reform initiative](#) is a rare and high potential opportunity to enhance the state's business climate by modifying or eliminating anti-growth regulations, many of which have been problematic for Massachusetts companies for years.



Mark Nunnelly, Commissioner,  
Massachusetts Department of Revenue

Throughout July, the Council hosted a series of Regulatory Reform Roundtables with key members of the Baker Administration. The Council's Cost Competitiveness Policy Team hosted sessions with Department of Revenue Commissioner Mark Nunnelly on July 9 and with Secretary of Energy and Environmental Affairs Matt Beaton on July 22.



Matthew Beaton, Massachusetts Secretary  
of Energy and Environmental Affairs

The Council's Talent Development Policy Team hosted Secretary of Labor and Workforce Development Ron Walker on July 13.

The Council is working with its members to contribute to this opportunity to improve the competitive climate for job creation. In the fall, Council members will reconvene to discuss priority reform recommendations with

Administration and Finance Secretary Kristen Lepore—who has been tapped by the Governor to lead the initiative—and Secretary of Housing and Economic Development Jay Ash.



Ronald Walker, Massachusetts Secretary of Education

In addition to the regulatory reform discussion, roundtable attendees had the opportunity to hear

Commissioner Nunnelly and Secretaries Walker and Beaton outline their key initiatives and identified ways for the Council and state leaders to partner to advance a pro-growth policy agenda and drive other common objectives.

### MISSION STATEMENT

The *High Tech Agenda* keeps the High Tech Council's members and partners up to date on its pro-growth advocacy concerning state and federal public policies and programs in support of its mission.

The goal of the Massachusetts High Technology Council is to help make Massachusetts the world's most attractive place in which to live and work, and in which to create, operate, and grow high technology businesses. Read our Mission Statement at [mhtc.org](http://mhtc.org).

### DATA THAT MATTERS

Technology workers account for 15.89% of total employment in Massachusetts, the second highest concentration of tech workers in the nation and trailing only Virginia at 16.12%. Visit the Council's dynamic [MATTERS database](#) to see the data that drives our tech economy.

**MATTERS**<sup>™</sup>  
MASSACHUSETTS TECHNOLOGY, TALENT,  
AND ECONOMIC REPORTING SYSTEM

### UPCOMING EVENTS

**New England Tech Vets –  
Online WebEx Training Session**  
**August 26 –  
2:00 PM to 3:30 PM**

*Location: Online session*

The Council and its program partner, Monster Worldwide, Inc. will be hosting periodic WebEx training sessions like this for interested members and their recruiting staff to provide an overview of the features and functionality of [NewEnglandTechvets.org](http://NewEnglandTechvets.org). To register and receive WebEx instructions for the September 30 WebEx, please click [here](#).

Please contact [Ron Trznadel](#) to learn more about the New England Tech Vets Program and how to become



## Public Policy Update

As lawmakers in Washington and Beacon Hill wrapped up their work for the first half of 2015, a number of Council priority issues made important progress.

### Trade Promotion Authority

After a series of fits and starts and contentious inter- and intra-party debate, Congress enacted trade promotion authority legislation sought by the Obama administration. The law provides the President with fast-track authority to negotiate the Trans-Pacific Partnership and similar trade agreements. Both Senator Warren and Senator Markey, as well as all nine members of the Massachusetts House delegation, voted against the legislation, despite [support from the Council](#) and a broad coalition of organizations representing other sectors of the Massachusetts business community.

The Trans-Pacific Partnership can play a critical role in fostering trade among the U.S. and growing markets for Massachusetts goods and services within 11 other nations.

### Medical Device Tax Repeal

On June 18, the U.S. House voted overwhelmingly in favor of legislation that would repeal the medical device tax imposed under the Affordable Care Act. Senate Majority Leader McConnell has committed to “fast track” the bill and the Senate is widely expected to take it up in the fall. The medical device industry is a key sector in Massachusetts and makes an enormous contribution to the state’s economy with more than 25,000 associated jobs. The Council is urging Senators Warren and Markey to support the repeal legislation.

### Employee Noncompetition Agreements

On Beacon Hill, the [Council provided testimony](#) on legislation that would effectively ban the use of employee noncompetition agreements in Massachusetts. As the only major business association to testify in person at the June 23 hearing before the legislature’s Joint Committee on Labor and Workforce Development, the Council staked out a distinctive, solution-focused position that calls for well-crafted limitations on non-competes that could improve the business environment for some companies and help to enhance Massachusetts’ “brand” as a hub for innovation and expressed support for pursuing such limitations.

The Council called on policymakers to reject extreme proposals that would render all noncompetition agreements unenforceable *per se* and, during questioning before lawmakers, reinforced that these agreements provide employers with an important tool to manage IP and talent resource risks.

### FY 16 Budget

State lawmakers also wrapped up negotiations on the FY16 state budget bill, which the Governor signed into law on July 17. In a highly surprising move, legislative leaders and the Governor made an apparent last minute change to the bill, eliminating a previously delayed corporate deduction (FAS 109) as a mechanism to free up revenue to support an increase to the state’s Earned Income Tax Credit. Under pressure from impacted corporate taxpayers, however, the Governor and legislators ultimately restored the FAS 109 deduction with a further delay in the scheduled implementation date and extended time period during which taxpayers may utilize it.

### MBTA Reforms

The budget bill signed by the Governor also included important Council-backed reforms to the MBTA. In the face of vigorous opposition by organized labor interests, lawmakers created a Fiscal Control and Management Board (FCMB) with new powers to manage the MBTA outside of the standard state Department of Transportation governance system. Lawmakers also provided the MBTA and FCMB with a three-year exemption

## UPCOMING EVENTS

**MHTC CEO Roundtable with  
Aron Ain, CEO of Kronos,  
No. 1 “Top Place to Work”  
by the Boston Globe**

**September 9 –**

**10:30 AM to 12:00 PM**

*Location: Kronos offices –  
Chelmsford, MA*



Aron Ain is Chief Executive Officer of Kronos and a member of the Board of Directors. Since he joined Kronos in 1979, Ain has played a role in nearly every functional department at the company, helping to build what is today a \$1 billion global enterprise software powerhouse. With more than 20,000 organizations using Kronos solutions in more than 100 countries, Kronos is the global leader in the workforce management market. Click [here](#) to read Aron’s complete biography.

In 2010, Kronos began a journey that, four years later, resulted in the company winning several top best places to work awards from The Boston Globe, Boston Business Journal and Forbes Magazine. Kronos has also won similar honors in other regions where they have large employee populations including Indianapolis, Canada and Asia. The roundtable discussion will provide insights into how the company’s “Work Inspired” culture was constructed and how it has become a strategic advantage for the company.

Due to limited seating and to facilitate discussion, kindly click [here](#) to register.

**New England Tech Vets and  
Home Base Program Veteran  
Hiring and Training Series**

**Topic: Military Families**

**September 15 –**

**2:00 PM to 4:00 PM**

*Location: Gillette Stadium – Foxborough, MA*



Sponsored by New England Tech Vets and the Home Base program, this no-cost training series for Council members and their human resources staff consists of three sessions. Each session will feature a presentation and training segment by the Home Base Program on a related topic, followed by a presentation of data and discussion including New England Tech Vets program metrics; user experience; workplace best-practices; and development of our internship program with higher education partners. Participants are welcome to attend one or more sessions guided by their interests. Specific meeting location instructions will be provided upon your registration. Please note, seating may be limited in some venues. Click [here](#) to register for the September 15 session. growing businesses.

from the so-called “Pacheco Law” which has historically limited the MBTA’s ability to embrace the most cost-effective procurement practices. The Council is continuing to advocate for additional MBTA reforms as lawmakers prepare to consider stand-alone MBTA reform legislation in the fall. For more information see the [Council’s testimony on MBTA reform](#) or visit “[Fix Our T](#)”

#### Charter Schools

Also on the agenda, when the legislature returns to formal sessions in the fall, will be modifications to the state’s existing cap on the number of charter schools. The Governor has indicated that he plans to file legislation to lift the cap on charter schools, with a particular focus on creating additional charter school enrollment opportunities in urban school districts where many parents and schoolchildren face long waiting lists and a limited supply of highly sought-after seats.

### New England Tech Vets Celebrates One-Year Anniversary and Adds Internship Program

June 23 marked the one-year anniversary of the launch of [New England Tech Vets](#), the national employer solution created by the Council in collaboration with Monster Government Services, and our clinical advisor, the Red Sox Foundation and Massachusetts General Hospital Home Base Program. New England Tech Vets is designed to connect Post 9/11 Veterans across the country with employers and jobs throughout New England and the nation, and support efforts to heal the “invisible wounds” of war as veterans re-enter the civilian workforce.

Tech Vets has thrived under the leadership of Mary Jane Knudson, VP Human Resources, Oasis Systems, and Michael Allard, Chief Operating Officer, Home Base Program who co-chair the New England Tech Vets Partner Advisory Committee and the site is working just as designed for veterans and employers. In just one year, NETV has attracted dozens of participating employers who have posted thousands of jobs on the site. Find out how you can make the most of New England Tech Vets by attending one of our upcoming Tech Vets training sessions including two special events with the Home Base Program regarding “Military Families” on September 16 at Gillette Stadium and “Military Culture” on November 17 at the Council’s Waltham offices. Visit the Council’s [Events Calendar](#) for more information.

The Council is pleased to announce our plans to expand NETV’s value and impact through the New England Tech Vets Internship Program with our first internship class planned for 2016. The NETV Internship Program will provide veteran students at participating academic institutions, including UMass Lowell and Northeastern University, with unique opportunities to intern at NETV participating employers. And NETV employers will gain further access to a deep pool of high-potential tech talent. If you are interested in participating in the NETV program, please contact [Ron Trznadel](#).

### Council Membership and Impact Continue to Grow

The Council’s membership has continued to expand at a healthy clip in 2015. More than 25 new members have joined the Council since January including Brooks Automation, Kayak, Keurig Green Mountain, and Ropes and Gray. The continued expansion of our membership base both reflects and reinforces the Council’s unique role and impact in advancing the pro-growth agenda and initiatives that are critical to the health of the Massachusetts technology sector.

There has never been a better time to be a part of the Mass. High Tech Council. If you are not already part of the team, please contact [Ron Trznadel](#) to learn more about how

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*Location: Online session*

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Please contact [Ron Trznadel](#) to learn about the New England Tech Vets Program and how to become a New England Tech Vets ‘Charter Employer’.

**MHTC Board of Directors Meeting  
October 6 –  
6:00 PM to 10:30 PM**

*Location: Symphony Hall – Boston, MA*

**New England Tech Vets and  
Home Base Program Veteran  
Hiring and Training Series  
Topic: Military Culture**



**November 17 –  
2:00 PM to 4:00 PM**

*Location: MHTC offices – Waltham, MA*

Sponsored by New England Tech Vets and the Home Base program, this no-cost training series for Council members and their human resources staff consists of three sessions. Each session will feature a presentation and training segment by the Home Base Program on a related topic, followed by a presentation of data and discussion including New England Tech Vets program metrics; user experience; workplace best-practices; and development of our internship program with higher education partners. Participants are welcome to attend one or more sessions guided by their interests. Specific meeting location instructions will be provided upon your registration. Please note, seating may be limited in some venues. Click [here](#) to register for the November 17 session.

**MHTC Board of Directors Meeting  
December 10 –  
8:00 AM to 10:00 AM**

*Location: MHTC offices – Waltham, MA*

Council membership can help you advance the key objectives of your tech-focused organization.

## Small Technology Business Initiative Hosts “Go-to-Market” Event

On June 23, the Council’s Small Technology Business Initiative hosted an event focused on “Go-to-Market” strategies and decision making. Entitled “You Have a Product Ready to Sell... Now What?,” the event featured a keynote by one of the most influential technology business leaders of the past 50 years, John Cullinane, the founder of Cullinet Software. Additional guest speakers included Wurts & Associates founder Tricia Wurts, who conducted an interactive discussion on indirect technology sales channels; Matt Benelli, Co-Founder and Managing Partner, RPG; and Shawn Devaney SVP Sales, SolidWorks (Dassault), who presented on tactics for driving sales force accountability and predictability.



## Council’s MATTERS Database Development Continues

A core team of Council members have continued to refine and develop the [Massachusetts Technology, Talent and Economic Reporting System](#) (“MATTERS”). In partnership with graduate data science faculty and students at Worcester Polytechnic Institute, the MATTERS development team has refined the MATTERS user interface, edited existing data content and conducted a usability test at the User Experience Center on the campus of Council member Bentley University.

Newly updated data in MATTERS includes the latest total employment and technology employment figures from the Bureau of Labor Statistics as well as the 2015 CNBC Best States for Business Rankings. Interestingly, Massachusetts increased its overall ranking to No. 20 (up from No. 25 in 2014) and is listed as No. 3 (behind WA and CA) in the “Technology and Innovation” sub-ranking, up from No. 5 in 2014. We’re still way off in “Infrastructure,” dropping from No. 45 in 2014 to No. 47 this year, and stuck at No. 46 in “Cost of Doing Business” for each of the past 2 years.

## Council Board Convenes, Schedules Special Meeting for October

The Council’s Board of Directors met on May 20 for a broad-ranging discussion and agenda-setting session. Board members engaged in a roundtable on infrastructure investment and MBTA reform with Braintree Mayor Joe Sullivan, a member of the Governor’s special task force on the MBTA. Attendees also heard updates on the Council’s key policy priorities, the formation of the Council’s new Government Relations Committee and previewed a CEO confidence survey the Council is developing in conjunction with the MATTERS database.

The Board will next convene on October 6 for a special evening reception for members at Boston Symphony Hall. The meeting will feature a reception and discussion with House Speaker Robert DeLeo followed by a concert performance by the Boston Symphony Orchestra under the direction of its new music director Andris Nelsons and featuring mezzo-soprano Nadezhda Serdyuk.

## BOARD OF DIRECTORS

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