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MEMORANDUM

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NEW ENGLAND PUBLIC POLICY CENTER

This memo is preliminary in nature and subject to revision and review. Any views expressed are not necessarily those of the Federal Reserve Bank of Boston or the Federal Reserve System.

To:	Robert Seifer, Assistant Director for Economic Development, City of Burlington
From:	Robert Tannenwald, Director; Darcy Saas, Deputy Director; Antoniya Owens, Research Associate
Cc:	Prabal Chakrabarti, DeAnna Green, Public Affairs Department
Re:	Data on software companies in Vermont
Date:	October 12, 2007

You requested information about software development companies in Vermont. This memo provides a list of sources with information about software development companies as well as data tables on the economic characteristics of software companies in Vermont and the United States, including the number of firms, total employment, receipts, payroll, and tax revenue contributions, and total number and median earnings of computer specialists.

There are several sources of information about software companies in Vermont, some of which you may already be familiar to you. The first is the *New England Technology Directory*, published annually by Mass Tech Communications Inc. of Chicago. The 2007 edition of the directory is available in book format for \$95.00; the data are also available at the web and in data file format for between \$395.00 and \$1,695.00. Visit <u>www.masshightech.com</u> to learn more and purchase directories.

Selectory (formerly Dunn & Bradstreet) is an on-line search engine that provides company characteristics, including address and name of the company CEO, by industry sector. A search for software *development* companies in Vermont yielded twelve results for the state of Vermont. Information for these twelve companies is appended to this memo.

The Economic Census, undertaken very five years, provides a variety of industry-specific statistics, disaggregated by state, county, and metropolitan area. In identifying and defining industries, it relies primarily on the North American Industry Classification System (NAICS) to identify industries. Table 1 of this memo provides 1997 and 2002 data on selected economic characteristics of firms engaged in software development activities in Vermont and the United States, as reported by the 1997 and 2002 Economic Censuses. These characteristics include number of establishments and of paid employees, total annual receipts and total annual payroll. The percent change in these indicators over the 1997-2002 period is also included in Table 1.

Another Census product, the America Community Survey, includes information on the characteristics of certain occupations, such as computer specialists. Table 2 presents data on the total number of computer specialists in the Burlington Vermont metro area, Vermont, and the nation as a whole, as well as on their relative share of total employment in each region. Also provided are data on median earnings, which, however, are only available for the broader category of "computer and mathematical occupations."

Lastly, Table 3 presents Internal Revenue Service data on the corporate income tax contributions of incorporated software companies in the United States. Data are for Tax Year 2005 and include total number and dollar amount of receipts, net income, income subject to tax, and total income tax after credits. The IRS does not provide these data for individual states. Also note that these data are restricted to corporations only, which may significantly understate the tax contributions of software companies.

Table 1: Characteristics of software development companies in Vermont and the United States, 1997
and 2002.

Region	NAICS code	1997	2002	Change 1997-2002
Vermont	5415 and 5112	183	236	29.0%
United States	5415 and 5112	84,368	115,663	37.1%

Receipts (\$1,000)							
Region	NAICS code	1997	2002	Change 1997-2002			
Vermont	5415 and 5112	\$211,844	\$200,525	-5.3%			
United States	5415 and 5112	\$170,667,034	\$276,920,037	62.3%			

Annual Payroll (\$1,000)						
Region	NAICS code	1997	2002	Change 1997-2002		
Vermont	5415 and 5112	\$68,787	\$89,737	30.5%		
United States	5415 and 5112	\$60,537,442	\$107,303,191	77.3%		

Paid employees

Region	NAICS code	1997	2002	Change 1997-2002
Vermont	5415 and 5112	1,531	1,742	13.8%
United States	5415 and 5112	1,031,039	1,463,949	42.0%

Source: 1997 and 2002 Economic Census.

Notes: Software development companies in these tables are defined as any establishments belonging to the following two NAICS sub-industries:

(1) Computer systems design & related services: establishments primarily engaged in providing expertise in the field of information technologies through one or more of the following activities: (1) writing, modifying,

testing, and supporting software to meet the needs of a particular customer; (2) planning and designing computer systems that integrate computer hardware, software, and communication technologies; (3) on-site management and operation of clients' computer systems and/or data processing facilities; and (4) other professional and technical computer-related advice and services.

(2) Software publishers: establishments primarily engaged in computer software publishing or publishing and reproduction. Establishments in this industry carry out operations necessary for producing and distributing computer software, such as designing, providing documentation, assisting in installation, and providing support services to software purchasers. These establishments may design, develop, and publish, or publish only.

Table 2: Employment and earnings of computer specialists, 2006

Region	Number of computer specialists	Computer specialists as % of all workers	Median earnings*
Burlington-South Burlington, VT Metro Area	3,853	3.4%	\$62,481
Vermont	7,412	2.2%	\$58,097
United States	3,087,406	2.2%	\$62,354

Source: 2006 American Community Survey.

Notes: Data cover the civilian employed population age 16 years and over.

*Median earnings only available for the broader category of "computer and mathematical occupations."

Table 3: Software companies' income tax revenue contributions (corporations only) United States, 2004

Region	Total number of returns	Total receipts (\$1,000)	Net income (\$1,000)	Income subject to tax (\$1,000)	Total income tax after credits (\$1,000)
United States	109,496	240,837,212	29,151,780	18,351,994	4,544,729

Source: IRS Statistics of Income, Tax Year 2004.

Notes: Software development companies in this table are defined as any establishments belonging to the following two NAICS sub-industries:

(1) Computer systems design & related services: establishments primarily engaged in providing expertise in the field of information technologies through one or more of the following activities: (1) writing, modifying, testing, and supporting software to meet the needs of a particular customer; (2) planning and designing computer systems that integrate computer hardware, software, and communication technologies; (3) on-site management and operation of clients' computer systems and/or data processing facilities; and (4) other professional and technical computer-related advice and services.

(2) Software publishers: establishments primarily engaged in computer software publishing or publishing and reproduction. Establishments in this industry carry out operations necessary for producing and distributing computer software, such as designing, providing documentation, assisting in installation, and providing support services to software purchasers. These establishments may design, develop, and publish, or publish only.

Search Results

(Selectory)

Close 🗵

1: Problem-Knowledge Coupler Co	orp	State: VT	Employment
Address: 1 Mill St C13355 Burlington, VT, 05401-1530	Phone: 8 02-658-5351	Executives: Mr Howard Pierce - Chief Executive Officer Mr Lawrence Weed - President	
••••••••••••••••••••••••••••••••••••••			
2: Vermont Information Processin	g	State: VT	Employment
Address: 402 Watertower Cir Colchester, VT, 05446-5802	Phone: 802-655-9400 Fax: 802-655-1313	Executives: Mr Howard G Aiken - Chairman of the Board Mr Daniel Byrnes - President	
3: People's Computer Co	1	State: VT	Employment:
Address: 1 Main St Ste 7 Winooski, VT, 05404-2229	Phone: 802-846-8177	Executives: Mr John Canning - President Mr Jay Schuster - Vice President	
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4: Data Innovations Inc		State: VT	Employment:
Address: 120 Kimball Ave Ste 100 South Burlington, VT, 05403-6837	Phone: 802-658-2850 Fax: 802-658-2782	Executives: Mr Gregory Vail - President Mr David G Potter - Vice President	
an ann an			·····
5: Laureate Learning Systems Inc		State: VT	Employment:
Address: 110 E Spring St Winooski, VT, 05404-1837	Phone: 802-655-4755 Fax: 802-655-4757	Executives: Dr Mary Wilson - President Ms Kathy Hollandsworth - Business Manager	
		· · · · · · · · · · · · · · · · · · ·	•
6: Microbrightfield Inc		State: VT	Employment: 2
Address: 185 Allen Brook Ln 201 Williston, VT, 05495-9209	Phone: 802-288-9290 Fax: 802-288-9002	Executives: Mr Jack Glaser - President; Chief Executive Of Shannon Francis - Manager	ficer
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7: Isystems LLC		State: VT	Employment: 2
Address: 59 Rathe Rd Colchester, VT, 05446-5930	Phone: 80 2 -655-8347	Executives: Mr Michael Trahan - Member; Executive Office Ms Desiree Hanley - Member; Systems Analyst	
8: American Health Care Software		State: VT	Employment: 2
Address: 99 Swift St Ste 300 South Burlington, VT, 05403-7300	Phone: 802-872-3484 Fax: 802-872-3476	Executives: Ms Marcia Derosia - President; Chief Executive Ms Irene Wright - Vice President	Officer

http://www.selectory.com/Selectory/SummaryView/PrintableResults.aspx

Search Results

Address:

The MI RR 4 Box East

Woodstock, VT, 05091

9: Algorithmic Implementations

Address: 130 Taconic Business Park Manchester Center, VT, 05255-9752

Phone: 802-362-3612 Fax: 802-362-1670

10: Conix Systems Inc

Address: Phone 7252 Main St Manchester Center, VT, 05255

Phone: 802-366-9200

11: Manufacturing Information

Phone: 802-457-4600

12: Lab Partners Associates Inc

Address: 41 Idx Dr Ste 265 South Burlington, VT, 05403-7774 Phone: 802-658-0038 Fax: 802-658-6125 **Executives:** Mr Benjamin Weiss - President Mr Jonathan Stone - Human Resource Director

State: VT Employment: 10

State: VT Employment: 18

Executives: Mr Michael A Charles - President; Chief Executive Officer Mr Brad Zuber - Vice President

State: VT Employment: 10

Executives: Mr David Brown - President Mr Robert Macewen - Treasurer; Vice President

State: VT Employment: 10

Executives: Mr George F Neiley - President Jie Zhu - Accountant

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Problem-Knowledge Co	oupler Corp					
D-U-N-S® Number:	19-226-4927	Location Type:	Headquarters			
Company Name:	Problem-Knowledge Coupler Corp	Subsidiary Status:	Non Subsidiary			
Also Known As:	Problem Knowledge Coupler	Plant/Facility Size: Owns/Rents:	18,000 Sq Ft			
Mail Address:	1 Mill St C13355	Year Established:	Rents 1982			
	Burlington, VT, USA 05401-1530	Ownership:	Private			
County:	<u>View Map</u> Chittenden	Prescreen Score:	Low Risk			
MSA:	Burlington					
	C C					
Country Phone Code:	1					
Phone:	802-658-5351					
Web Address:	www.pkc.com					
	numen er en de en en de en en de en	21.0000000 (11.0.1.1.)	,			
Employee Count:	75	Sales:	\$7,600,000			
(All Sites)	Current Year: 65	(All Sites)	US (Estimated/Modeled)			
Employment: (Individual Site)	1 Yr Prior: 65 Trend: 0.00	Sales: (Individual Sites)	\$7,600,000 US (Estimated/Modeled)			
	2 Yr Prior: 65 Trend: 0.00 3 Yr Prior: 75 Trend: -13.33					
Executives:		Officer				
		ate Secretary				
Executive Biographies:	Mr Howard Pierce YEAR OF BIRTH:	1950 1992-PRESENT ACTI	VE HERE.			
	Mr Lawrence Weed YEAR OF BIRTH	1923 1982-PRESENT ACT	IVE HERE.			
	Mr Kurt Liebegott YEAR OF BIRTH: 1	971 1996-PRESENT ACTIV	E HERE.			
SIC Code(s):	73710301 - Computer software develo	opment (Primary)				
Line of Business:	Custom Computer Programing					
Product(s):	COMPUTER SOFTWARE DEVELOP	MENT				
NAICS Code(s):	541511 - Custom Computer Programm	ning Services (Primary)				
Notes:						
Executive Biographies: SIC Code(s):	Mr Lawrence Weed - President Mr Kurt Liebegott - Treasurer; Corporate Secretary Executive Biographies: Mr Howard Pierce YEAR OF BIRTH: 1950 1992-PRESENT ACTIVE HERE. Mr Lawrence Weed YEAR OF BIRTH: 1923 1982-PRESENT ACTIVE HERE. Mr Kurt Liebegott YEAR OF BIRTH: 1971 1996-PRESENT ACTIVE HERE. IC Code(s): 73710301 - Computer software development (Primary)					
Product(s):	COMPUTER SOFTWARE DEVELOP	MENT				
NAICS Code(s):	541511 - Custom Computer Programm	ning Services (Primary)				
Notes:						

Problem-Knowledge Coupler Corp

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Vermont Information P	rocessing Inc		
D-U-N-S® Number:	08-406-5291	Location Type:	Headquarters
Company Name:	Vermont Information Processing Inc	Subsidiary Status: Plant/Facility Size:	Non Subsidiary 32,000 Sq Ft
Mail Address:	402 Watertower Cir Colchester, VT, USA 05446-5802 <u>View Map</u>	Owns/Rents: Year Established: Ownership:	Owns 1973 Prívate
County:	Chittenden	Prescreen Score:	Low Risk
MSA:	Burlington	ritistican otore.	LOW MOR
Country Phone Code:	1		
Phone:	802-655-9400		
Fax:	802-655-1313		
Employee Count: (All Sites)	90	Sales: (All Sites)	\$8,100,000 US (Estimated/Modeled)
Employment: (Individual Site)	Current Year: 50 Sales: 1 Yr Prior: 50 Trend: 0.00 (Individual Sites) 2 Yr Prior: 50 Trend: 0.00 3 Yr Prior: 50 Trend: 0.00		\$8,100,000 US (Estimated/Modeled)
Executives:	Mr Howard G Aiken - Chairman of the Mr Daniel Byrnes - President Ms Sherry Watson - Purchasing Agent Mr Jeff Morill - Technical Manager Mr Thomas Yasewicz - Public Relatior Mr Scott Beaubin - Chief Financial Offi Allison Pentelton - Human Resource M Mr John Scotnicki - Sales Manager Ms Jenny Keen - MIS Manager Mr Robert Stewart - Network Manager	t is Manager icer 1anager	
Executive Biographies:	Mr Howard G Aiken YEAR OF BIRTH: MONTPELIER, VT. 1967-1969 STUDE RECEIVING A BA DEGREE IN MATH	ENT AT UNIVERSITY OF V	
	Mr Daniel Byrnes 1986-PRESENT AC	TIVE HERE	b ⁱ
SIC Code(s):	73710301 - Computer software develo	pment (Primary)	
Line of Business:	Custom Computer Programing		
Product(s):	COMPUTER SOFTWARE DEVELOPM	IENT	
NAICS Code(s):	541511 - Custom Computer Programm	ing Services (Primary)	
Notes:			

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D-U-N-S® Number: Company Name: Mail Address: County: MSA:	10-127-9909 People's Computer Co 1 Main St Ste 7 Winooski, VT, USA 05404-2229 <u>View Map</u> Chittenden Burlington	Location Type: Subsidiary Status: Plant/Facility Size: Owns/Rents: Year Established: Ownership: Prescreen Score:	Single Location Non Subsidiary 10,000 Sq Ft Rents 1983 Private Low Risk
Country Phone Code: Phone:	1 802-846-8177		
Employee Count: (All Sites) Employment: (Individual Site)	39 Current Year: 39 1 Yr Prior: 39 Trend: 0.00 2 Yr Prior: 39 Trend: 0.00 3 Yr Prior: 32 Trend: 21.88	Sales: (All Sites) Sales: (Individual Sites)	\$4,787,782 US (Actual) \$4,787,782 US (Actual)
Executives:	Mr John Canning - President Mr Jay Schuster - Vice President		
Executive Biographies:	Mr John Canning YEAR OF BIRTH: 1 Mr Jay Schuster YEAR OF BIRTH: 19		
SIC Code(s):	73710301 - Computer software development (Primary) 57340100 - Computer peripheral equipment		
Line of Business:	Custom Computer Programing Ret Computers/Software		
Product(s):	COMPUTER SOFTWARE DEVELOPMENT COMPUTER & COMPUTER SOFTWARE STORES: Peripheral Eqpt		
NAICS Code(s):	541511 - Custom Computer Programn 443120 - Computer & Software Stores		
Notes:			

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Data Innovations Inc

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D-U-N-S® Number: Company Name:	87-830-3205 Data Innovations Inc	Location Type: Subsidiary Status: Plant/Facility Size:	Single Location Non Subsidiary 13,100 Sq Ft
Mail Address:	120 Kimball Ave Ste 100 South Burlington, VT, USA 05403- 6837 View Map	Owns/Rents: Year Established: Ownership:	Rents 1989 Prívate
County:	Chittenden	Prescreen Score:	Low Risk
MSA:	Burlington		
Country Phone Code:	1		
Phone:	802-658-2850		
Fax:	802-658-2782		
Web Address:	www.datainn.com		
Employee Count: (All Sites)	35	Sales: (All Sites)	\$3,800,000 US (Estimated/Modeled)
Employment: (Individual Site)	Current Year: 35 1 Yr Prior: 34 Trend: 2.94 2 Yr Prior: 32 Trend: 9.38 3 Yr Prior: 30 Trend: 16.67	Sales: (Individual Sites)	\$3,800,000 US (Estimated/Modeled)
Executives:	Mr Gregory Vail - President Mr David G Potter - Vice President Ms Lisa Bromley - Operations Manager Mr Kris Perlee - Technical Manager Ms Jennifer Wheeler - Marketing Manager; Sales Manager		
SIC Code(s):	73730100 - Systems software development services (Primary) 73710000 - Custom computer programming services		
Line of Business:	Systems Software Development & Custom Computer Programming Services		
Product(s):	SYSTEMS SOFTWARE DEVELOPMENT SVCS COMPUTER PROGRAMMING SVCS		
NAICS Code(s):	541512 - Computer Systems Design Services (Primary) 541511 - Custom Computer Programming Services		

Notes:

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Laureate Learning Systems Inc

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Laureate Learning Sys	stems inc		
D-U-N-S® Number:	06-423-7621	Location Type:	Single Location
Company Name:	Laureate Learning Systems Inc	Subsidiary Status:	Non Subsidiary
		Manufacturing Indicator:	Manufacturer
Mail Address:	110 E Spring St	Plant/Facility Size:	6,600 Sq Ft
	Winooski, VT, USA 05404-1837 View Map	Owns/Rents:	Rents
County:	Chittenden	Year Established:	1982
MSA:	Burlington	Ownership:	Private, Woman-Owned
	Dumigton	Prescreen Score:	Low Risk
Country Phone Code:	1		
Phone:	802-655-4755		
Fax:	802-655-4757		
	-		
Employee Count:	30	Sales:	\$2,900,000
(All Sites)		(All Sites)	US (Estimated/Modeled)
Employment: (Individual Site)	Current Year: 30 1 Yr Prior: 30 Trend: 0.00	Sales: (Individual Sites)	\$2,900,000 US (Estimated/Modeled)
(manadar ono)	2 Yr Prior: 30 Trend: 0.00	(marviadar Gres)	00 (Estimated/Modeled)
	3 Yr Prior: 30 Trend: 0.00		
Executives:	Dr Mary Wilson - President Ms Kathy Hollandsworth - Business Mr Bernard Fox - Corporate Secreta Mr Adam Wing - Marketing Managel Mr Cole Tierney - Administrator Mr Lonnie King - Information Techno Mr Brent Magnent - Systems Analys	ry; Vice President	
Executive Biographies:	Dr Mary Wilson YEAR OF BIRTH: 1 VERMONT, BURLINGTON, VT, PR	940 1982-PRESENT ACTIVE HE OFESSOR.	ERE. 1968-PRESENT UNIVERSITY OF
	Mr Bernard Fox YEAR OF BIRTH: 1 UNIVERSITY OF MASSACHUSETT UNIVERSITY OF VERMONT, BURL VERMONT, BURLINGTON, VT.	S, AMHERST, MA. 1976-1978 A	TTENDED AND GRADUATED FROM
SIC Code(s):	73710301 - Computer software deve 87480000 - Business consulting, nec 73720000 - Prepackaged software		
Line of Business:	Computer software development; bu	siness consulting services; softw	are publisher
Product(s):	COMPUTER SOFTWARE DEVELOF SOFTWARE PUBLISHERS: NEC CONSULTING SVC: Business, NEC	PMENT	
NAICS Code(s):	541511 - Custom Computer Program 511210 - Software Publishers 541618 - Other Management Consul		
Notes:			

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Microbrightfield Inc

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Microprignuleia inc			
D-U-N-S® Number: Company Name:	78-700-8242 Microbrightfield Inc	Location Type: Subsidiary Status: Plant/Facility Size:	Single Location Non Subsidiary 9,000 Sq Ft
Mail Address:	185 Allen Brook Ln 201 Williston, VT, USA 05495-9209 View Map	Foreign Trade: Year Established: Ownership:	Export 1988 Prívate
County:	Chittenden	Prescreen Score:	Low Risk
MSA:	Burlington	Prescreen Score:	LOW RISK
Country Phone Code:	1		
Phone:	802-288-9290		
Fax:	802-288-9002		
Employee Count: (All Sites)	25	Sales: (All Sites)	\$2,500,000 US (Estimated/Modeled)
Employment: (Individual Site)	Current Year: 25 1 Yr Prior: 20 Trend: 25.00 2 Yr Prior: 20 Trend: 25.00 3 Yr Prior: 20 Trend: 25.00	Sales: (Individual Sites)	\$2,500,000 US (Estimated/Modeled)
Executives:	Mr Jack Glaser - President; Chief Exe Shannon Francis - Manager Mr Edmund Glaser - Director	ecutive Officer	
Executive Biographies:	Mr Jack Glaser 1962-PRESENT EMF PROFESSOR OF PHYSIOLOGY. 19		TY OF MARYLAND, BALTIMORE, MD E.
	Mr Edmund Glaser YEAR OF BIRTH: VERMONT, BURLINGTON, VT AS C		LOYED BY THE UNIVERSITY OF YST. 1988-PRESENT ACTIVE HERE.
SIC Code(s):	73710301 - Computer software develo	opment (Primary)	
Line of Business:	Custom Computer Programing		
Product(s):	COMPUTER SOFTWARE DEVELOP	MENT	
NAICS Code(s):	541511 - Custom Computer Program	ming Services (Primary)	
Notes:			

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Isystems LLC

D-U-N-S® Number: Company Name: Mail Address: County: MSA: Street Address:	15-212-9263 Isystems LLC PO Box 706 Essex Junction, VT, USA 05453-0706 Chittenden Burlington 59 Rathe Rd	Location Type: Subsidiary Status: Plant/Facility Size: Year Established: Ownership: Prescreen Score: Global Ultimate Parent:	Single Location Subsidiary 4,000 Sq Ft 1998 Private Low Risk Paydata Payroll Services Inc 59 Rathe Rd
County: MSA:	Colchester, VT, 05446-5930 <u>View Map</u> Chittenden Burlington	Global Ultimate Parent D-U-N-S® Number:	Colchester, VT, USA 05446-5930 802-655-6160 176880243
Country Phone Code: Phone: Web Address:	1 802-655-8347 www.isystems.com		
Employee Count: (All Sites) Employment: (Individual Site)	58 Current Year: 20 1 Yr Prior: 20 Trend: 0.00 2 Yr Prior: 20 Trend: 0.00	Sales: (All Sites) Sales: (Individual Sites)	\$4,500,000 US (Estimated/Modeled) \$2,900,000 US (Actual)
Executives:	Ms Bettye Smith - Member Ms Desiree Hanley - Member; Systems Analyst Mr Michael Trahan - Member; Executive Officer		
Executive Biographies:	Ms Bettye Smith 2003-PRESENT ACTIVE HERE. Ms Desiree Hanley YEAR OF BIRTH: 1964 1998-PRESENT ACTIVE HERE. Mr Michael Trahan YEAR OF BIRTH: 1951 1998-PRESENT ACTIVE HERE.		
SIC Code(s):	73710301 - Computer software development (Primary)		
Line of Business:	Computer Software Development & Applications		
Product(s):	COMPUTER SOFTWARE DEVELOPMENT		
NAICS Code(s):	541511 - Custom Computer Programming Services (Primary)		
Notes:			

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American Health Care Software Enterprises

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Inc			
D-U-N-S® Number: Company Name:	61-524-1387 American Health Care Software Enterprises Inc	Location Type: Subsidiary Status: Plant/Facility Size: Owns/Rents:	Single Location Non Subsidiary 12,000 Sq Ft Owns
Mail Address:	99 Swift St Ste 300 South Burlington, VT, USA 05403- 7300 <u>View Map</u>	Year Established: Ownership: Bank:	1989 Private, Woman-Owned Citizens First State Bank
County: MSA:	Chittenden ⁷ Burlington	Prescreen Score:	Low Risk
Country Phone Code: Phone: Fax: Web Address:	1 802-872-3484 802-872-3476 www.ahconline.com		
Employee Count: (All Sites)	20	Sales: (All Sites)	\$2,000,000 US (Estimated/Modeled)
Employment: (Individual Site)	Current Year: 20 1 Yr Prior: 20 Trend: 0.00 2 Yr Prior: 20 Trend: 0.00 3 Yr Prior: 20 Trend: 0.00	Sales: (Individual Sites)	\$2,000,000 US (Estimated/Modeled)
Executives:	Ms Marcia Derosia - President; Chief Executive Officer Ms Irene Wright - Vice President Ms Nancy Meilleur - Administrator		
Executive Biographies:	Ms Marcia Derosia 1989-PRESENT A	CTIVE HERE.	
	Ms Irene Wright 1989-PRESENT ACT	IVE HERE.	
SIC Code(s):	73710301 - Computer software development (Primary)		
Line of Business:	Custom Computer Programing		
Product(s):	COMPUTER SOFTWARE DEVELOPI	MENT	
NAICS Code(s):	541511 - Custom Computer Programn	ning Services (Primary)	
Notes:			

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Algorithmic implement	auons inc		
D-U-N-S® Number: Company Name: Also Known As:	18-350-8910 Algorithmic Implementations Inc Al Squared	Location Type: Subsidiary Status: Plant/Facility Size: Owns/Rents:	Single Location Non Subsidiary 3,500 Sq Ft Owns
Mail Address:	PO Box 669 Manchester Center, VT, USA 05255- 0669	Year Established: Ownership:	1984 Prívate
County:	Bennington	Bank: Prescreen Score:	Suntrust Bank Low Risk
Street Address:	130 Taconic Business Park Manchester Center, VT, 05255-9752 <u>View Map</u>		
County:	Bennington		
Country Phone Code: Phone: Fax:	1 802-362-3612 802-362-1670		
Employee Count: (All Sites)	18	Sales: (All Sites)	\$2,800,000 US (Estimated/Modeled)
Employment: (Individual Site)	Current Year: 18 1 Yr Prior: 18 Trend: 0.00 2 Yr Prior: 18 Trend: 0.00 3 Yr Prior: 18 Trend: 0.00	Sales: (Individual Sites)	\$2,800,000 US (Estimated/Modeled)
Executives:	Mr Benjamin Weiss - President Mr Jonathan Stone - Human Resource Tracey Bartliss - Office Manager	Director	
Executive Biographies:	Mr Benjamin Weiss YEAR OF BIRTH:	1956 1984-PRESENT ACTI	VE HERE.
SIC Code(s):	57340200 - Computer software and acc 50459903 - Computer software 73710301 - Computer software develop		
Line of Business:	Ret Computers/Software Whol Comput	ers/Peripherals Custom Cor	nputer Programing
Product(s):	COMPUTER & COMPUTER SOFTWAI COMPUTER SOFTWARE DEVELOPM COMPUTERS, PERIPHERALS & SOF	ENT	
NAICS Code(s):	443120 - Computer & Software Stores (541511 - Custom Computer Programmi 423430 - Computer & Peripheral Eqpt 8	ng Services	salers
Notes:			

Algorithmic Implementations Inc

Notes:

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Conix Systems Inc

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D-U-N-S® Number:	79-826-3323	Location Type:	Headquarters
Company Name:	Conix Systems Inc	Subsidiary Status:	Non Subsidiary
		Plant/Facility Size:	2,700 Sq Ft
Mail Address:	PO Box 2327 Manchester Center, VT, USA 05255-	Owns/Rents:	Rents
	2327	Year Established:	1991
County:	Bennington	Ownership:	Private
		Prescreen Score:	Low Risk
Street Address:	7252 Main St		
	Manchester Center, VT, 05255 View Map		
County:	Bennington		
	0		
Country Phone Code:	1		
Phone:	802-366-9200		
Web Address:	www.conix.com		
Employment:	Current Year: 10	Sales:	\$9,900,000
(Individual Site)	1 Yr Prior: 10 Trend: 0.00	(All Sites)	US (Estimated/Modeled)
		Sales:	\$9,900,000
		(Individual Sites)	US (Estimated/Modeled)
Executives:	Mr Michael A Charles - President; Chie Mr Brad Zuber - Vice President	ef Executive Officer	
	Ms Adriane L Esquivo - Chief Financia	l Officer; Vice President	
Evenutive Disaverhise	Mr Michael A Charles YEAR OF BIRTH		
Executive Biographies:	WITH TEXAS COMMERCE BANK, HC		
	AND SELLS, HOUSTON, TX.		
	Ms Adriane L Esquivo YEAR OF BIRTI	H: 1965 BBA WITH HONOR	S, FROM UNIVERSITY OF HOUSTON.
	HOUSTON, TX. 1991-PRESENT ACTI	VE HERE. 1980-1991 EMPL	OYED AS TAX
	ACCOUNTANT/AUDITOR, HOUSTON COOPERS.	I, TX, INCLUDING EMPLOY	MENT WITH PRICE WATERHOUSE
SIC Code(s):	73710301 - Computer software develop	oment (Primary)	
Line of Business:	Custom Computer Programing		
Line of Dusiness.	ousion compater rograming		
Product(s):	COMPUTER SOFTWARE DEVELOPN	IENT	
NA100 0 - 1- (-)-	F44F44 Outloop October De	inn Comána (D.í)	
NAICS Code(s):	541511 - Custom Computer Programm	ing Services (Primary)	
Notes:			

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Manufacturing informa	tion systems inc		
D-U-N-S® Number: Company Name:	10-361-2875 Manufacturing Information Systems Inc	Location Type: Subsidiary Status: Plant/Facility Size:	Single Location Non Subsidiary 4.000 Sg Ft
Also Known As:	Misys	Owns/Rents: Year Established:	Owns 1978
Mail Address:	PO Box 795 Woodstock, VT, USA 05091-0795	Ownership: Bank:	Prívate Bank Of America
County:	Windsor	Prescreen Score:	Low Risk
Street Address:	The MI RR 4 Box East Woodstock, VT, 05091 <u>View Map</u>		
County:	Windsor		
Country Phone Code: Phone:	1 802-457-4600		
Web Address:	www.misysinc.com		
Employee Count: (All Sites)	10	Sales: (All Sites)	\$1,000,000 US (Actual)
Employment: (Individual Site)	Current Year: 10 1 Yr Prior: 10 Trend: 0.00 2 Yr Prior: 10 Trend: 0.00	Sales: (Individual Sites)	\$1,000,000 US (Actual)
	· · · · · · · · · · · · · · · · · · ·		
Executives:	Mr David Brown - President Mr Robert Macewen - Treasurer; Vice Ms Jane Philpin - Manager	President	
Executive Biographies:	Mr David Brown YEAR OF BIRTH: 194 MARLBORO, MA. 1971-1978 EMPLO ACTIVE HERE.	47 1968-1971 EMPLOYED B YED BY PRIME COMPUTER	Y RCA COMPUTER SYSTEMS, R, FRAMINGHAM, MA. 1978-PRESENT
	Mr Robert Macewen YEAR OF BIRTH BILLERICA, MA. 1973-1975 EMPLOY EMPLOYED BY JONES & LAMPSON,	ED BY VERMONT RESEAR	CH, SPRINGFIELD, VT, 1975-1978
SIC Code(s):	73710301 - Computer software develo	pment (Primary)	
Line of Business:	Computer software development		
Product(s):	COMPUTER SOFTWARE DEVELOPM	I ENT	
NAICS Code(s):	541511 - Custom Computer Programm	ing Services (Primary)	
Notes:			

Manufacturing Information Systems Inc

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Lab Partners Associates Inc

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Lab Faithers Associate	75 MIC		
D-U-N-S® Number:	62-566-1988	Location Type:	Single Location
Company Name:	Lab Partners Associates Inc	Subsidiary Status:	Non Subsidiary
		Plant/Facility Size:	3,000 Sq Ft
Mail Address:	41 ldx Dr Ste 265	Owns/Rents:	Rents
	South Burlington, VT, USA 05403-	Year Established:	1990
	7774 <u>View Map</u>	Ownership:	Private
County:	Chittenden	Accountant:	Jacqueline King Accountant
MSA:	Burlington	Prescreen Score:	Low Risk
WOA.	Duringion		
Country Phone Code:	1		
Phone:	802-658-0038		
Fax:	802-658-6125		
r ux.	002 000 0120		
Employee Count:	10	Sales:	\$2,800,000
(All Sites)		(All Sites)	US (Actual)
Employment:	Current Year: 10	Sales:	\$2,800,000
(Individual Site)	1 Yr Prior: 10 Trend: 0.00 2 Yr Prior: 10 Trend: 0.00	(Individual Sites)	US (Actual)
	3 Yr Prior: 10 Trend: 0.00		
» 			
Executives:	Mr George F Neiley - President Jie Zhu - Accountant		
	Mr Patrick Clow - MIS Manager		
Executive Biographies:	Mr George F Neiley 1990-PRESENT	ACTIVE HERE.	
	87110002 Consulting angine of (Drin		
SIC Code(s):	87119903 - Consulting engineer (Prin 73891800 - Design services	iary)	
	73710301 - Computer software develo	opment	
Line of Business:	Electrical Engineering Consulting Rf C	Consulting	
Product(s):	CONSULTING SVC: Engineering		
riouuci(s).	DESIGN SVCS, NEC		
	COMPUTER SOFTWARE DEVELOP	MENT	
NAICS Code(s):	541330 - Engineering Services (Prima 541990 - All Other Professional, Scier	iry) Nifia & Tachnical Canders	
	541511 - Custom Computer Program		
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Notes:			

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