



Vermont Software Developers' Alliance Fact Sheet

The Vermont Software Developers' Alliance is now in its third year as a volunteer trade organization.

Our members represent the full spectrum of the Vermont software industry -- corporations selling commercial software into specific industries, to individual programmers, specialists, consultants, and developers of shrink-wrapped software for consumers.

According to a vtSDA survey, Vermont has over 250 software companies, ranging from one to several hundred employees.

Salaries in our industry average \$60,000 per job. Survey respondents reported about 635 current jobs suggesting that our reporting companies are currently generating salaries of about \$38 million per year.

According to our survey most companies told us they were planning to double their workforce. This suggests that within three to five years Vermont software companies could be generating \$75 million in salaries, with concomitant state and local taxes. These are solid well-paid jobs, in a growing knowledge industry, which require little in the way of added infrastructure.

We have identified several impediments to the growth of the software industry in Vermont.

- A. Availability of Skilled Labor (workforce development and recruiting skilled labor from outside the state)
- B. Financing for Growth (debt and equity)
- C. Internet communication facilities (cellular, broadband, wireless)
- D. Lack of understanding of the software industry
- E. Vermont's Image
- F. Cost of Living in Vermont

The vtSDA mission is

To create collaborative and knowledge-sharing opportunities that promote and grow Vermont software businesses

To fulfill this mission we are pursuing the following goals:

- Be the voice of the Vermont software industry
- Build and promote the image of the Vermont software industry
- Expand and improve the Vermont software development workforce
- Provide educational opportunities for members
- Create forums for collaborative efforts and networking
- Create business opportunities for members
- Create connections with the state, higher institutions, and businesses within Vermont
- Become a self-sustaining organization

Contact: info@vtsda.org Web Site: <http://www.vtsda.org>