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Dear IT Council member employers and partners,

July 1 will mark an important milestone for the Capital Area IT Council. The IT Council—which is a Michigan Regional Skills Alliance--has been grant funded up to this point, however, will officially transition to a membership organization at the end of this month. Over the past few weeks we have been intensifying our membership drive/fund raising campaign and I'm pleased to share that we have already received close to \$60,000 in pledges/contributions. But we still have a long way to go to reach our 2008/2009 fund raising goal of \$100,000—so I would encourage each and every IT company and partner organization in the region to consider how it can support the IT Council—including:

*Join today—submit your membership application/dues and ensure your organization is part of the solution

*Consider becoming a “founding member”—the IT Council’s Executive Committee recently decided to allow members interested in the “founding member” designation to defer this portion of their contribution until later in 2008 so you can still take advantage of this option

*Consider sponsoring a membership meeting, special topic event or IT Council program—IT member employers and partner organizations are encouraged to sponsor or co-sponsor membership meetings (\$300-\$900) or events like the “Tech Tours” (\$500—which includes having your company’s logo displayed on the “Tech Tours” page of the IT Council web site—as well as on other promotional literature).

*Promote the IT Council to other IT companies and suppliers you work with—explain why its important they join

Attached is an electronic version of our membership application, along with our “benefits of membership” brochure. Some of our accomplishments from this past year include:

Held 6 membership meetings featuring guest speakers/presentations relevant to our local IT industry

Leveraged \$85,000 of grant funds to provide training to over 100 local IT professionals through our Incumbent Worker Training program

Developed “You Are Here” recruitment brochure which was presented with the PACE Pinnacle award by the Central Michigan chapter of the PRSA

Exhibited at more than a dozen college career events and collected resumes from hundreds of students looking for employment and internship opportunities with local companies

Administered “employer workforce development” survey to 80 companies in an effort to better identify challenges facing local IT businesses

Co-sponsored a Tech Career Day with Lansing Community College which was attended by 300+ students
Hosted "Tech Tours" of Downtown Lansing, Okemos, Old Town and West Lansing
Developed "Education and Training Resource Inventory" to assess the capacity and utilization of local programs
Created "IT Tips" media service which has resulted in dozens of media mentions for local IT companies
Developed a web site which acts as a communication, collaboration, and informational tool for employers, educators, job seekers and students

Looking ahead to 2008/2009, we will build on the success of our existing programs while working to introduce other valuable resources. Our upcoming membership meetings will feature presentations by Jeff Beamsley, President and founder of Hilgraeve Inc. whose hyperterminal product has been shipped in every version of Windows over the past 10 years. We plan to host our fall membership meeting out on Michigan State University's campus to coincide with the 40th Anniversary celebration for CSE, and hope to have Matt Roush, Editor of the Great Lakes IT Report back to Lansing to speak to our group at a breakfast meeting—then join us in the afternoon on one of our "Tech Tours". We are also coordinating a panel discussion which will feature Ken Theis, CIO for the State of Michigan along with CIOs from other key organizations in the region. In July we will begin planning for our next round of "Tech Tours", and will also begin coordinating a Virtual Career Fair with the MSU Alumni Association for this fall. We are in the process of scheduling training for employers through our incumbent worker training program, and anticipate that we will have access to more than double the funding that we had this past year. As part of our mission to ensure a vibrant and thriving IT community, we will also be broadening our focus to help local IT businesses grow during these tough economic times through a series of events where IT member employers will share best practices by leveraging their collective experience and expertise.

We are encouraged by what we have been able to accomplish this past year, and look forward to many more successes in year two.

Thank you for your continued involvement and support.

Sincerely,

Chris Knapp
Executive Director
Capital Area IT Council

Liquid Web "World Headquarters" Ground Breaking Ceremony on June 24

Please join Liquid Web on Tuesday June 24 at 1pm for the ground breaking of their new "World Headquarters" (Data Center 3) facility—located at: 2703 Ena Drive in Lansing (Delta Township). Liquid Web Inc, Michigan's largest web hosting and data center company will announce plans for it's brand new multi million dollar world headquarters facility. The new 90,000 square foot facility will have power and bandwidth capacity to support 25,000 additional managed dedicated servers and several hundred additional highly skilled technical employees. Governor Jennifer Granholm will be in attendance for this exciting announcement for our local IT industry and the region.

Sircon Corporation Inks Deal with Bothell, WA Based Vertafore

Sircon is pleased to announce that they have signed a definitive agreement to become an independent wholly-owned subsidiary of Vertafore of Bothell, WA. Sircon expects the acquisition to be closed by the end of June.

Sircon will continue to operate as they have—but will now be part of a larger organization with access to more resources to support their growth. Vertafore (www.vertafore.com) headquartered in Bothell, Washington, is a leading provider of technology and services for the insurance industry. You may know Vertafore as a provider of agency management software under the AMS Services brand—with complimentary business units consisting of: AMS Services (including Phoenix and BenefitPoint); ImageRight (content management and workflow); SilverPlume (including PL Rating); and Wholesale and Connectivity Solutions.

You can view a copy of the press release by visiting the Sircon web site at: www.sircon.com

Sparrow to Host IT Career Fair at Lansing Center on June 24 from 4-8pm

Sparrow Health System will be hosting an Information Technology Career Fair on Tuesday, June 24 from 4-8pm at the Lansing Center. There will be onsite interviews for: Network Engineers, Server Administrators, Unix System Administrator, Database Administrator, Field Services Technicians, Interface Analyst, Client Services Technicians, Application Systems Analysts, Telecommunications Analyst, Telecommunications Project Manager, IS Applications Manager for Ancillary and Outreach Services, IS Security Engineer, IS Security Analyst/ Administrator, and IS Facilities Project Manager Principle Trainers- EPIC

Sparrow, located in the heart of the state's capital, is one of Michigan's largest healthcare providers and partner to Michigan State University's two medical schools. Sparrow is about to embark on the largest IT project in their 112-year history – a project that will revolutionize the way they care for their patients. Partnering with the nation's leading Electronic Medical Record provider, Sparrow aims to implement an integrated and clinical application IT infrastructure that will dramatically improve how it delivers healthcare.

If you know individuals who want to work on a project that will impact the quality of life of hundreds of thousands of people--have them call, go online or attend the IT career fair. Visit www.lansingcenter.com for directions and construction updates. Call 517-483-7400 ext. 205 for additional assistance the day of the fair. Visit www.sparrow.org for detailed job information or to apply online.

LEDC Request for Qualification for Web Site Design Services.

The Lansing Economic Development Corporation is seeking a qualified firm for website design, hosting and content management. Qualified firms can view all details through the City's on-line bid library at: www.mitn.info. The reference # is RFQ/08/197. All questions should be directed to Marchelle C. Smith, Marketing Director for the Lansing Economic Development Corporation at: 517-485-5419 or mcsmith@ci.lansing.mi.us

CAMW Legislative Breakfast: Attracting and Retaining Talent

According to a recent study 2/3 of college educated 25- to 34-year-olds decide where to live first then look for a job in that area. Please join us for our next Legislative Breakfast on Wednesday, June 25 from 7:30-8:30am at Capital Area Michigan Works!—located at: 2110 S. Cedar St. in Lansing as we explore the topic of attracting and retaining talent for the capital area.

Feedback from the last bi-monthly breakfast told us both legislators and breakfast attendees preferred the format of limiting our breakfasts to one topic--this month, businesses, educators, economic developers and community leaders can explore with legislators strategies for keeping local students in the area post-graduation, bringing new talent to the area, and creating the jobs and quality of life necessary to ensure the capital area attracts and retains a world-class workforce.

In addition, CAMW has played a role in convening a Mid-Michigan Capital Caucus made up of area legislators to look at key policy issues important to our local employers. If there are specific issues or perspectives that you would like lawmakers to consider, please contact Chris Knapp at: 517-492-5592 or cknapp@camw.net.

Corporate Partners Needed for Digital Network Planning Course Projects

MSU Department of Telecommunications has requested our assistance in identifying local IT companies who can provide:

- 1) Planning projects or new business ideas that need development with local companies for students to work on during the semester—the projects are listed in the syllabus for students to choose and do all their assignments around while working with the company...
- 2) Guest speakers to come in and talk about their business and how they started/run their business...
- 3) Guest speakers to talk about current issues or specific topics that are covered in class—including: WANs/Digital Networks, Setting up Business to do E-commerce, Product & Service in the Telecom Industry, Overview of Market Strategy in Telecommunications Management/Staffing, and Telecom Networks Regulatory Issues/Risk...
4. Visits to specific companies to tour their networks and how they work...

Course would be offered this fall semester—expect to have 35-40 students. Classes are in the evenings at 7 pm Tuesday in Communications Arts Building room 161. There are 10 lecture times during the fall semester--each speaker would talk less than an hour including questions. For more information please contact Ron Choura at: 517-241-9452 or Choura@msu.edu