Welcome!

Thank you to our host

Microsoft
Top 5 science and technology states

Strong, active science & technology sector

Educated Workforce
Innovation
Entrepreneurship
Public Policy
2019 Recap
2019 Highlights

#8
2019 Highlights

#3
2019 Highlights

45
2019 Highlights

3,000
2019 Highlights

90%
2019 Highlights

34,000 / 5,200
2019 Highlights

391
SciTechsperience

a free state-funded internship program that connects small, for-profit Minnesota Companies to college STEM majors and provides a 50% wage match worth up to $2,500.

Contact Becky Siekmeier for more info: beckys@mhta.org | 952-230-4241 | SciTechMN.org
Tech Workforce Pipeline

December 2019

**mhta Workforce Update**

**ALL STEM**

In today’s fast-changing economic environment, one thing remains the same: the need for a talented workforce. To help provide a better picture of Minnesota’s STEM workforce demand, MHTA has put together a series of weekly workforce updates. Data for these reports is provided by TalentKnewz with analysis support from Real Time Talent.

**14,016 Current Job Openings**

**$113,950 Median Annual Salary**

**Top 10 Employers Hiring Now**

1. Extreme
2. Motorola
3. Target Corporation
4. 3M
5. University of Minnesota
6. Birla Carbon
7. Milliken
8. MediQual Systems Software
9. Best Buy Global

**Top 5 Skills**

1. Software development
2. Best practices
3. Java
4. Microsoft Office
5. Python

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January 2020

**mhta Workforce Update**

**Information Technology**

In today’s fast-changing economic environment, one thing remains the same: the need for a talented workforce. To help provide a better picture of Minnesota’s STEM workforce demand, MHTA has put together a series of weekly workforce updates. Data for these reports is provided by TalentKnewz with analysis support from Real Time Talent.

**8,264 Current Job Openings**

**$114,000 Median Annual Salary**

**Top 10 Employers Hiring Now**

1. Cisco
2. IBM
3. Target Corporation
4. Walmart
5. Aon
6. Medtronic
7. General Electric
8. Wells Fargo
9. Goldman Sachs
10. Target

**Top 5 Skills**

1. Best Practices
2. Software Development
3. Computer science
4. SQL
5. Programming

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The Minnesota High Tech Association is a nonprofit organization that connects Minnesota’s science and technology community. To learn more about MHTA’s workforce initiatives, go to MHTA.org.

www.mhta.org

@MHTA

Minnesota High Tech
Jeff Tollefson, MHTA President and CEO
Signature Events

tech-talent

Spring Conference

MINNESOTA’S Tekne Awards

mhta ANNUAL CIO PANEL

mhta
Peer Groups and Programs

- CIO Forums
- WLiT (Women Leading in Technology)
- Legislative Reception
- BIDS & BYTES BENEFIT
- ACE Leadership Program
- Lunch & Learn

mhta Driving Innovation & Technology
TechTalent

Fueling Minnesota’s Workforce Engine

when  February 27, 2020

timing  8:00 a.m. – 5:00 p.m.

location  Target Field

audience:  Business & technology leaders and influencers, HR staff, sector partners

attendance:  200+
Sponsorship Opportunities:

- Range $12,500 to $5,000
- Include opportunities to introduce speakers or serve as a moderator
- Table to display materials
Gold Sponsorship
2 Available

Silver Sponsorship
4 Available

Bronze Sponsorship
5 Available
SPRING CONFERENCE

A full day of keynotes, workshops, exhibits, demos and networking, Spring Conference is our largest conference of the year.

<table>
<thead>
<tr>
<th>when</th>
<th>May 7, 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>timing</td>
<td>8:00 am – 5:00 pm</td>
</tr>
<tr>
<td>location</td>
<td>St. Paul RiverCentre</td>
</tr>
</tbody>
</table>

**Audience:** Business & Tech Leaders and Influencers

**Attendance:** 600+
RESULTS

- Attendees
  - 30% - C-Suite, VP, Partner, Principal
  - 28% - Director, Manager
  - 18% - Sales & Marketing
  - 24% - Engineer, Technologist, R&D, Analyst, Other
Sponsorship Opportunities:
Range $15k to $5000
Include opportunities to:
• Introduce speakers or serve as a moderator
• Branding
• Exhibit
Sponsorship Opportunities

**Presenting Sponsorship**
3 Available

**Gold Sponsorship**
3 Available

**Silver Sponsorship**
1 Available

**Bronze Sponsorship**
7 Available
Sponsorship Opportunities

Presenting Sponsorship
1 Available

Gold Sponsorship
1 Available

Silver Sponsorship
1 Available

Bronze Sponsorship
7 Available
An annual celebration of innovation in Minnesota, the Tekne Awards honor companies, innovations and individuals that positively impact Minnesota's technology-based economy across 14 award categories.

**TEKNE AWARDS**

**when**  
November 18, 2020  
4:30 – 8:30 pm

**Location**  
The Minneapolis Depot

**audience**  
Minnesota science and technology companies

**attendance**  
750
Tekne Sponsorship Opportunities:

Range $15,000 - $5,000

Include opportunities to:

• Introduce an award category & recipient
• Kick off ceremony with toast to innovation
• Host a table of ten
• Welcome guests at reception
• Include ad in event program
Tekne Sponsorship Opportunities

- **Presenting Sponsorship**: 3 Available
- **Gold Sponsorship**: 3 Available
- **Silver Sponsorship**: 1 Available
- **Bronze Sponsorship**: 7 Available
Tekne Sponsorship Opportunities

Presenting Sponsorship
1 Available

Gold Sponsorship
2 Available

Silver Sponsorship
0 Available

Bronze Sponsorship
6 Available
# CIO PANEL

5-6 local CIOs sharing predictions, challenges and opportunities for the coming year.

<table>
<thead>
<tr>
<th>when</th>
<th>December 8, 2020</th>
<th>audience</th>
<th>Open to the public</th>
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</thead>
<tbody>
<tr>
<td>timing</td>
<td>7:30 – 9:30 am</td>
<td>attendance</td>
<td>150-200</td>
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<tr>
<td>location</td>
<td>Metropolitan Ballroom</td>
<td></td>
<td></td>
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</table>
Sponsorship Opportunities:
Range $10k to $2500. Include opportunities to:
• Welcome guests
• Host a display table
• Include ad in event program
Sponsorship Opportunities

Gold Sponsorship
2 Available

Silver Sponsorship
4 Available

Bronze Sponsorship
5 Available
Sponsorship Opportunities

- **Gold Sponsorship**: 2 Available
- **Silver Sponsorship**: 4 Available
- **Bronze Sponsorship**: 5 Available
CIO FORUMS

CIOs sharing best-practices in a peer to peer environment.

**when**  Quarterly  
**timing**  7:30 – 9:30 am  
**Location**  Hosted by companies  

**cost**: $2,000 (or $5000 exclusive)

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**Event Sponsorship**

8 Available
CIO FORUMS

CIOs sharing best-practices in a peer to peer environment.

when  Quarterly

timing  7:30 – 9:30 am

Location Hosted by companies

daudience CIOs – Invitation only

attendance 30-50

cost: $2,000 (or $5000 exclusive)

Event Sponsorship

3 Available
WLiT™
Women Leading in Technology
Women Leading in Technology (WLiT) is a program of the Minnesota High Tech Association that supports women driving, leading and enabling business through technology.

**when** 4 events/year  
**timing** 4:30 p.m.  
**Location** Metropolitan Ballroom and other locations

**audience** Women working in science and technology

**attendance** 250-350  
Cost: $1500/event; Annual $5000
Women Leading in Technology

Sponsorship Opportunities

Annual Sponsorship
5 Available

Event Sponsorship
5 Available

Event Sponsorship
5 Available

Event Sponsorship
5 Available

Event Sponsorship
5 Available
Women Leading in Technology

Sponsorship Opportunities

Annual Sponsorship
2 Available

Event Sponsorship
5 Available per quarterly event
Women Leading in Technology
February 11

What will you be doing to move your career forward in pursuit of your professional goals and dreams?

Please join us Tuesday, February 11th, for our first WLiT event of 2020 featuring an esteemed panel of executives who will discuss strategies and lessons learned around advancing women in their careers.

Priya Senthilkumar
Vice President Technology
Pearson VUE

Mike Conly
Former CIO (Retired)
Medtronic

Marc Kermisch
EVP, Chief Information Officer
Bluestem Brands

Anne Finch
Chief Executive Officer
Logistics Health

Moderator: Robin Brown, WLiT Advisory Board
CIO & Group Business Relationship Manager, North America Protein
Cargill
Presented by member companies on a rotating basis, this series provides members with opportunities to learn more about a technology theme or product.

**when**  Monthly

**timing**  11:30 am – 1:00 pm

**Location**  Your company or at Fueled Collective or WeWork

**audience**  MHTA members

**attendance**  20-25
EDUCATION
ACE LEADERSHIP PROGRAM

The ACE Leadership Program is designed to develop and connect our region’s next generation technology company leaders and to assist them in preparing for the important roles they will play in making and keeping our region globally competitive.

- **when** year-long
- **timing** 8 meetings
- **location** various
- **Audience** emerging technology leaders
- **attendance** 25-30 per year
COMMUNICATIONS
TECHtuesday is our weekly newsletter that shares tech news, member commentary, press releases, and events for our members.

**when**  year-long

**timing**  weekly

**audience**  Technology leaders

**readers**  6,000 subscribers

**Cost:**  $100-$500
TECHtuesday is our weekly newsletter that shares tech news, member commentary, press releases, and events for our members.

<table>
<thead>
<tr>
<th>Premier Ads</th>
<th>Price</th>
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<tr>
<td>(225 px wide x 360 px tall)</td>
<td></td>
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<tr>
<td>MHTA Member</td>
<td></td>
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<tr>
<td>1 week</td>
<td>$150</td>
</tr>
<tr>
<td>3 weeks</td>
<td>$400</td>
</tr>
<tr>
<td>Non MHTA Member</td>
<td></td>
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<tr>
<td>1 week</td>
<td>$180</td>
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<tr>
<td>3 weeks</td>
<td>$500</td>
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<table>
<thead>
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<th>Standard Ads</th>
<th>Price</th>
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<td>(225 px wide x 180 px tall)</td>
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<tr>
<td>MHTA Member</td>
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<tr>
<td>1 week</td>
<td>$100</td>
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<tr>
<td>3 weeks</td>
<td>$250</td>
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<tr>
<td>Non MHTA Member</td>
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<tr>
<td>1 week</td>
<td>$120</td>
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<tr>
<td>3 weeks</td>
<td>$300</td>
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GET THE MOST OUT OF YOUR SPONSORSHIP AND MARKETING DOLLARS

<table>
<thead>
<tr>
<th>Large Company Example</th>
<th>Mid Size Company Example</th>
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<tbody>
<tr>
<td>• Membership</td>
<td>• Membership</td>
</tr>
<tr>
<td>• Spring Conference Gold Sponsorship</td>
<td>• Spring Conference Gold Sponsorship</td>
</tr>
<tr>
<td>• Tekne Awards Platinum Sponsorship</td>
<td>• Tekne Awards Silver Sponsorship</td>
</tr>
<tr>
<td>• Two ACE Participants</td>
<td>• WLiT Sponsorship</td>
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</table>

<table>
<thead>
<tr>
<th>Small Company Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Membership</td>
</tr>
<tr>
<td>• TECHtuesday Advertising</td>
</tr>
<tr>
<td>• Table for ten at Tekne Awards</td>
</tr>
<tr>
<td>• 5 pack of tickets to Spring Conference</td>
</tr>
</tbody>
</table>

We are happy to help create a sponsorship plan that works best for you!

Please contact Ray Hoover (952-230-4557)
Thanks!

For questions about the organization, or for membership or sponsorship opportunities, contact me at:

Ray Hoover
Director of Membership and Sponsorship
rhuoover@mhta.org | 320-293-2312
www.linkedin.com/in/rayhuoovermn | @Mhta