

JANUARY 12, 2019: TWO YEAR

Dear customers and friends,

Today marks the second anniversary of starting my business Forecast LLC, and this was a growth year. Strengthened relationships with existing customers, new customer engagements, and professional learning and growth made this a fun and successful year. I'd like to share the highlights with you.

My first customer, Fat Bike Skis, released their signature product and it has been selling well around the world and earning rave reviews. Weaver Wind Energy's updated wind turbine is now generating electricity and lots of great data that will help us understand and improve it even more. Cryoconcepts made excellent progress on their new cryogenic products for medical applications. Semiprobe now has a simple, effective, and lower cost solution for a stubborn problem they were experiencing.

To learn more about these highlighted companies, here are their websites:

Fat Bike Skis: <https://www.fatbikeskis.com>

Weaver Wind Energy: <http://www.weaverwindenergy.com>

Cryoconcepts: <https://cryoconcepts.com>

Semiprobe: <https://www.semiprobe.com>

Through my sponsorship of the 2018 LaunchVT entrepreneur competition, I enjoyed working with and helping 3 new startups solve challenges and learn: Northview Weather, Varises, and The Maple Connection. I plan to continue sponsorship in 2019.

A fun project this year was working with a couple radiologist friends to update a decades-old device for measuring x-ray table tilt angle for modern manufacturing technology. The now 3D printable device improves x-ray imaging by creating a permanent record of the tilt angle directly on the film. We'll be publishing a paper in a medical journal about the design and making it freely downloadable so anyone can 3D print and use it. I've been having fun with the 3D printer that I purchased this year, and it has been a useful tool for prototyping, experiencing, communicating and quickly testing concepts.

At the Better Buildings by Design conference, I learned that retro-commissioning is one of the most cost-effective commercial energy efficiency measures, with a median 16% energy savings and 1.1-year payback period, simply by knowledgably tuning and fixing existing equipment. Locally, Cx Associates -<https://www.cx-associates.com> - is one of the retro-commissioning leaders.

I stayed active with SolidWorks learning by attending user group meetings, and recently earned the Certified SolidWorks Professional (CSWP) by passing a competency exam. Through VMEC (Vermont Manufacturing and Extension Center), I learned and earned certification in a system to rapidly and consistently create, communicate, and commercialize innovations. The Innovation Engineering course and projects taught me new skills and reinforced concepts that I had honed over my years of design and engineering. Learn more at <https://www.vmec.org/grow/innovation-engineering>

Consulting continues to be fulfilling, and I am enjoying working with so many incredible people. Thank you for your trust and support.

If anything in this email interests you, or you feel like it has been too long since we talked, please call or email. I'd love to learn about what you have been working on.

Keith Epstein
Forecast LLC