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MEMORANDUM

TO: Rep. Martha Heath, Chair House Appropriations; Sen. Susan Bartlett, Chair Senate Appropriations; Rep. Michael Obuchowski, Chair House Ways & Means; Rep. Bill Botzow, Chair House Commerce; Sen. Ann Cummings, Chair Senate Finance; Sen. Vincent Illuzzi, Chair Senate Economic Development, Housing & General Affairs

CC: Neale Lunderville, Kevin Dorn, Jim Saudade, Tayt Brooks, Bruce Hyde, Pat Moulton-Powden, David Tucker, Roger Allbee, Tom Murray (VTA), David Carter (VEDA), Fred Kenney (VEPC), Steve Klein, Chief Financial Officer; Stephanie Barrett, Maria Belliveau, Sara Teachout; Teresa Utton-Jerman; Rebecca Buck, F&M - Susan Zeller, Toni Hartrich;

FROM: Jim Reardon, Commissioner

RE: 10 VSA § 2 Unified Economic Development Budget

DATE: March 15, 2010

We hereby provide notice that the Unified Economic Development Budget for 2010 has been submitted to the Legislative electronic reporting system at:

<http://www.leg.state.vt.us/reports/reports2.htm>

The report is also available on the Finance & Management website at:

http://finance.vermont.gov/reports_and_publications/uedb





UNIFIED ECONOMIC DEVELOPMENT BUDGET REPORT 2010

The Department of Finance & Management

James Reardon, Commissioner

March 15, 2010

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EXECUTIVE SUMMARY

This report, the fourth annual Unified Economic Development Budget (UEDB), was prepared by the Vermont Department of Finance and Management and is hereby presented to the Vermont Legislature in accordance with Act 182 §§ 5 and 6 of the 2008 session [see Appendix 1]. Information on relevant core economic development related activities and programs for this report was provided by: the Agency of Commerce and Community Development; the Agency of Agriculture, Food and Markets; the Department of Information and Innovation; the Department of Taxes; the Department of Public Service; the Department for Children and Families; the Vermont Economic Development Authority; the Vermont Economic Progress Council; the Agency of Administration; the Department of Labor; and the Vermont Office of Economic Stimulus and Recovery.

Introduction

In accordance with Act 182 the following data on core economic development activities and programs is included in this report:

- Appropriations from FY06 through FY 2010
- Expenditures from FY06 through FY 2009
- Aggregate amount and program specific amounts for state economic development programs
- Summary table with recent economic development related tax expenditure data from the Tax Department
- Additional detail on VEDA and VEPC programs
- Summary information on State administered federal American Recovery and Reinvestment Act (ARRA) programs in Vermont

Summary tables in this report and its appendices cover the spending on core economic development.

DATA COLLECTION

This year, the survey tool used to solicit information from departments was updated to ensure more consistent reporting and included changes suggested by the participating departments and agencies. As a result of better information supplied this year, the data for prior years (FY 2006 through FY 2009) was updated where warranted. Tables in this report are based on this updated data.

Survey forms for the 2010 UEDB report were sent to those departments and agencies with core economic development activities:

- The Agency of Commerce and Community Development (ACCD)
 - The Department of Economic, Housing and Community Development (DEHCD)
 - The Department of Tourism and Marketing (Tourism)
 - The Administrative Division of ACCD

- The Agency of Agriculture, Food and Markets (Agriculture)
- The Office of Economic Opportunity in the Department for Children and Families (OEO)
- The Agency of Administration
 - The Department of Finance and Management
 - The Department of Information and Innovation (DII)
 - The Department of Taxes
- The Department of Labor
- The Public Service Department
- The Vermont Economic Development Agency (VEDA)
- The Vermont Economic Progress Council (VEPC)

MEASURING PERFORMANCE

It is important to have clear, attainable and measurable goals in order to have meaningful measures of success for relevant programs and activities. The Administration and the Legislature must work toward establishing clear sets of measurable goals for all new programs including those related to economic development. A review of the current programs and their stated goals, shows that a majority of programs still have only broad goals which are often difficult to measure. While overall performance data and the methodology to implement a statewide performance measures system is not well understood by program staff, this report includes performance measures on 60 separate programs and/or grants provided by units that have already developed performance criteria for their programs. The Performance Measures section, beginning with a Performance Measures Index (Appendix 8) is provided at the end of this report.

In response to the lack of standardized statewide performance measures, and the recognition by both the Administration and Legislature of the value in moving towards a statewide performance measure system, State Auditor of Accounts Tom Salmon, Director of Workforce Development Tracy Gallo, and Deputy Commissioner of Finance Susan Zeller established the cross-departmental Performance Measures Group to create a Performance Measures guideline document intended to be the basis for the State of Vermont's Performance Measure Standards. In addition the document would essentially become the "text book" for an annual or semi-annual training class at The Summit for those managers and employees responsible for programs, grants and contracts. The Performance Measures Group is nearing completion on the document and once finalized and approved the standards will be issued under the authority of the Secretary of Administration and the course work developed. The development and issuance of standards and the initiation of a training protocol are one part, albeit a critical part of a statewide performance system for accountable government.

RESULTS: NARRATIVES AND TABLES

Initiatives and Programs with Appropriations and Related Expenditures:

Tables 1 to 6 contain the major portion of the results, covering those programs and activities that had appropriations (base, one-time, and/or capital) and expenditures. The data covers FY 2006 through the original appropriations for FY 2010. The FY 2010 information in the tables reflects the amounts appropriated that were in effect when the surveys were completed in the Fall of 2009 - or the FY 2010 As Passed and as adjusted by the rescission approved by the Joint Fiscal Committee on August 18, 2009.

Sum of Amount	Fiscal Year ▼					
Funding ▼	2006	2007	2008	2009	2010	Grand Total
<i>Appropriations</i>	\$ 19,774,651	\$ 31,374,138	\$ 33,533,759	\$ 30,918,526	\$ 33,258,601	\$ 148,859,675
<i>Expenditures</i>	\$ 18,513,799	\$ 24,419,001	\$ 29,385,196	\$ 29,591,561	\$ 51,724	\$ 101,961,281

Note : \$51,724 expenditures in FY2010 is on FY09 Regional Marketing Grants to conclude this program.

The total amount appropriated for core economic development programs and activities rose by 68% between FY 2006 and FY 2010. However, FY 2008 had the highest appropriation level in the 4 year period, slightly higher than FY 2010. Expenditures grew by 60% between FY 2006 and FY 2009. Actual expenditures are less than the related appropriations in each year.

It should be noted that last year's report had higher total numbers than are shown for the same years in the FY 2010 report. This is mainly due to the fact that certified local government grants, as well as municipal and regional assistance grants in the Department of Economic, Housing and Community Development were not deemed to be direct economic development programs and were removed.

See Appendix D1 on page 15 for a breakout by department and program of total appropriations and expenditures from FY2006 through FY2010.

	Fiscal Year ▼					
Data ▼	2006	2007	2008	2009	2010	Total All Years
<i>State Funds</i>	\$ 13,231,909	\$ 21,263,682	\$ 23,188,422	\$ 20,762,572	\$ 19,785,003	\$ 98,231,588
<i>Federal Funds</i>	\$ 6,542,742	\$ 10,110,456	\$ 10,345,337	\$ 10,155,954	\$ 13,473,598	\$ 50,628,087
<i>Total per Year</i>	\$ 19,776,657	\$ 31,376,145	\$ 33,535,767	\$ 30,920,535	\$ 33,260,611	\$ 148,859,675

Note : This does not include ARRA Federal Funds

Table 2, on the previous page, shows the distribution of spending between State and Federal funds as appropriated from FY 2006 through FY 2010. State fund appropriations in both FY 2009 and FY 2010, and Federal funds increased by 33% from the prior year (FY 2009). See Appendix D2 on page 17 for a breakout of appropriations between State and Federal sources by individual programs and departments for FY2006 through FY2010.

TABLE 3- Total Appropriated and Expended Amounts by Year and Source of Funding

<i>Fiscal Year</i>	<i>Funding</i>	<i>General Fund</i>	<i>Special Fund</i>	<i>Transportation Fund</i>	<i>Other Funds</i>	<i>Federal Funds</i>	<i>Total Funds</i>
2006	Appropriations	\$ 11,053,537	\$ 2,025,041	\$ 3,697	\$ 149,634	\$ 6,542,742	\$ 19,774,651
	Expenditures	\$ 10,734,421	\$ 1,732,082	\$ 3,434	\$ 174,034	\$ 5,869,827	\$ 18,513,799
2007	Appropriations	\$ 13,183,074	\$ 7,881,352	\$ -	\$ 199,255	\$ 10,110,456	\$ 31,374,138
	Expenditures	\$ 12,462,262	\$ 3,445,378	\$ -	\$ 199,298	\$ 8,312,062	\$ 24,419,001
2008	Appropriations	\$ 12,450,515	\$ 9,788,739	\$ -	\$ 949,168	\$ 10,345,337	\$ 33,533,759
	Expenditures	\$ 13,533,086	\$ 5,597,219	\$ -	\$ 758,160	\$ 9,496,731	\$ 29,385,196
2009	Appropriations	\$ 10,321,916	\$ 9,558,903	\$ -	\$ 881,754	\$ 10,155,954	\$ 30,918,526
	Expenditures	\$ 10,080,759	\$ 9,922,740	\$ -	\$ 729,210	\$ 8,858,852	\$ 29,591,561
2010	Appropriations	\$ 9,000,438	\$ 8,734,567	\$ -	\$ 2,049,997	\$ 13,473,598	\$ 33,258,601
	Expenditures	\$ 51,724	\$ -	\$ -	\$ -	\$ -	\$ 51,724

Note : \$51,724 expenditures in FY2010 is on FY09 Regional Marketing Grants to conclude this program.

Table 3 shows appropriations and expenditures by funding source for FY2006 through FY2010.

TABLE 4--Total Appropriated Amounts by Year and Program Type

<i>Sum of Amount</i>	<i>Fiscal Year</i> ▼					
<i>Program Type</i> ▼	2006	2007	2008	2009	2010	Grand Total
Administration	\$ 722,406	\$ 694,976	\$ 831,751	\$ 739,257	\$ 626,000	\$ 3,614,390
Grant	\$ 4,331,571	\$ 10,148,518	\$ 10,848,078	\$ 10,201,592	\$ 14,400,881	\$ 49,930,640
Marketing assistance	\$ 467,610	\$ 843,191	\$ 583,169	\$ 446,153	\$ 389,000	\$ 2,729,123
Other	\$ 49,791	\$ 150,000	\$ 100,000	\$ 50,000		\$ 349,791
Promotion	\$ 2,394,507	\$ 2,753,000	\$ 3,253,000	\$ 2,329,000	\$ 1,735,000	\$ 12,464,507
Recruitment	\$ 804,586	\$ 877,602	\$ 816,243	\$ 604,541	\$ 508,000	\$ 3,610,972
Regulation	\$ 243,627	\$ 222,685	\$ 260,469	\$ 266,261	\$ 265,000	\$ 1,258,042
Research and Dev.			\$ 300,000			\$ 300,000
Technical assistance	\$ 1,250,826	\$ 1,463,546	\$ 2,195,300	\$ 1,976,188	\$ 2,371,407	\$ 9,257,267
Training	\$ 9,509,727	\$ 14,220,620	\$ 14,345,749	\$ 14,305,534	\$ 12,963,313	\$ 65,344,943
Grand Total	\$ 19,774,651	\$ 31,374,138	\$ 33,533,759	\$ 30,918,526	\$ 33,258,601	\$ 148,859,675

Table 4, on the previous page, shows the amount appropriated by program/activity type as delineated by the Snelling Center in the 2008 UEDB Report for FY2006 through FY2010. The highest amount of funding is for Training activities followed by Grants, Promotion, and Technical Assistance. See Appendix D3 on page 27 for Training and Technical Assistance Spending by Department and Program and Appendix D4 on page 28 for Grants spending by Department and Program.

Looking at a different way of categorizing economic development spending that is often used to delineate types of economic development programs and activities, Table 5 breaks the program spending down into Administration, Business Assistance- financial, Business Assistance- non-financial, Business Attraction, Community Economic Development, Export, Infrastructure, Tourism, Workforce and Other. The top five spending categories starting with the highest are: Workforce, Infrastructure, Business Assistance non-finance, Tourism, and Community Economic Development. See Appendix D5 on page 29 for program specific breakout of spending on top five types of spending. ⁽¹⁾

<i>Sum of Amount</i>	<i>Fiscal Year</i> ▼					
<i>Type of Spending</i> ▼	2006	2007	2008	2009	2010	Grand Total
Administration	\$ 530,839	\$ 517,507	\$ 564,282	\$ 486,788	\$ 330,000	\$ 2,429,416
Business Assistance (financial)	\$ 266,167	\$ 217,469	\$ 217,469	\$ 217,469	\$ 246,000	\$ 1,164,574
Business Assistance (non-financial)	\$ 2,880,959	\$ 3,491,314	\$ 3,876,641	\$ 3,488,263	\$ 3,230,797	\$ 16,967,974
Business Attraction	\$ 343,000	\$ 378,325	\$ 380,350	\$ 380,350	\$ 380,000	\$ 1,862,025
Community Economic Development	\$ 2,219,786	\$ 1,813,064	\$ 2,115,768	\$ 2,202,032	\$ 5,275,202	\$ 13,625,852
Export	\$ 13,500	\$ 13,500	\$ 12,000	\$ 11,500	\$ 11,500	\$ 62,000
Infrastructure	\$ 1,279,166	\$ 7,408,844	\$ 8,089,500	\$ 7,076,840	\$ 8,698,789	\$ 32,553,139
Other		\$ 60,000	\$ 150,000	\$ 85,000	\$ 50,000	\$ 345,000
Tourism	\$ 2,731,507	\$ 3,228,495	\$ 3,757,000	\$ 2,641,000	\$ 2,049,000	\$ 14,407,002
Workforce	\$ 9,509,727	\$ 14,245,620	\$ 14,370,749	\$ 14,329,284	\$ 12,987,313	\$ 65,442,693
Grand Total	\$ 19,774,651	\$ 31,374,138	\$ 33,533,759	\$ 30,918,526	\$ 33,258,601	\$ 148,859,675

(1) Spending categories were first included in the 2008 UEDB Report; they are based on a grouping system for economic development activities from *Monitoring the Outcomes of Economic Development Programs* by H.P. Hatry, M. Fall, T.O. Singer, and E.B Liner (Urban Institute Press, 1990)

TABLE 6--Total Appropriated and Expended by Year and Department

Sum of Amount	Fiscal Year		Funding		2006		2007		2008		2009		2010	
	Department	Appropriations	Expenditures	Appropriations	Expenditures	Appropriations	Expenditures	Appropriations	Expenditures	Appropriations	Expenditures	Appropriations	Expenditures	
ACCD-Admin	\$ 236,200	\$ 236,200	\$ 1,325,000	\$ 325,000	\$ 1,446,200	\$ 572,514	\$ 1,128,890	\$ 328,890	\$ 1,136,390					
Administration	\$ 450,000	\$ 450,000	\$ 400,000	\$ 214,778	\$ 190,000	\$ 229,527	\$ 113,290	\$ 175,629				\$ 51,724		
Agriculture	\$ 869,338	\$ 824,054	\$ 1,331,042	\$ 1,023,226	\$ 1,312,840	\$ 1,127,078	\$ 1,186,185	\$ 1,016,546	\$ 1,137,107					
Children & Families	\$ 351,000	\$ 336,543	\$ 411,000	\$ 397,229	\$ 446,000	\$ 421,855	\$ 382,700	\$ 406,342	\$ 382,700					
Economic Development	\$ 6,386,975	\$ 6,207,226	\$ 7,197,783	\$ 6,861,976	\$ 6,860,489	\$ 8,290,854	\$ 7,138,749	\$ 6,412,383	\$ 5,596,000					
Housing & Community Affairs	\$ 1,282,739	\$ 1,048,833	\$ 887,998	\$ 991,541	\$ 1,335,175	\$ 1,309,975	\$ 1,303,003	\$ 737,512	\$ 4,555,524					
Information and Innovation	\$ 215,000	\$ 215,000	\$ 475,000	\$ 475,000	\$ 1,260,000	\$ 1,260,000	\$ 679,875	\$ 638,679	\$ 2,304,763					
Labor	\$ 7,251,892	\$ 6,127,225	\$ 11,217,820	\$ 9,777,067	\$ 11,606,555	\$ 11,011,393	\$ 11,075,334	\$ 11,638,891	\$ 10,877,613					
Public Service			\$ 4,800,000	\$ 601,900	\$ 5,219,500	\$ 1,541,000	\$ 5,219,500	\$ 5,218,689	\$ 5,219,504					
Tourism	\$ 2,731,507	\$ 3,068,718	\$ 3,328,495	\$ 3,751,284	\$ 3,857,000	\$ 3,621,000	\$ 2,691,000	\$ 3,018,000	\$ 2,049,000					
Grand Total	\$ 19,774,651	\$ 18,513,799	\$ 31,374,138	\$ 24,419,001	\$ 33,533,759	\$ 29,385,196	\$ 30,918,526	\$ 29,591,561	\$ 33,258,601	\$ 51,724				

Note : \$51,724 expenditures in FY2010 is on FY09 Regional Marketing Grants to conclude this program.

Note: Several adjustments were made in the FY2010 Report eliminating some programs not deemed to be direct economic development programs, such as, municipal and regional assistance grants and certified government grants in Housing and Community Affairs. All years data was adjusted to reflect these changes.

Table 6 shows the total appropriated and expended by each Department for FY 2006 through FY 2010. In FY 2010, Labor appropriated the most, followed by Economic Development, Public Service, Housing and Community Affairs, and Information and Innovation. See Appendix D1 on page 15 for specific breakout of spending by program and department.

Economic Development Tax Expenditures including VEPC and VEDA Loans and Initiatives:

There are types of economic development programs and activities that cannot be categorized as appropriations and expenditures including various tax expenditures, loan subsidies and Tax Increment Financing (TIFs) that the State has authorized over the years. Many of these programs are under the Vermont Economic Progress Council (VEPC) or the Vermont Economic Development Authority (VEDA). A few were passed by the Legislature individually like the Financial Services Tax Credit, Seed Capital Tax Credit, Angel Venture Capital Credit, the Wood Products/ Manufacturer’s Tax Credit and some individual TIFs (Winooski for example).

The following table (Table 7) shows tax expenditure information as presented by the Tax Department for economic development related activities. Because of the lag in the data availability (from tax returns) the information only goes through Calendar Year 2007. It includes the individual tax credits listed above as well as tax expenditures for VEPC’s Economic Advancement Tax Credit Program (EATI). This

program went from October 1998 through December 2006, however some credits earned in this program may still be used by the firms that received them. VEPC's newer program, Vermont Employment Growth Incentive (VEGI), which replaced EATI, started in January, 2007 and there are no numbers in the Tax Expenditure Report yet for this program. (See VEPC section for net authorizations for calendar year 2007 through 2009)

Table 7 Economic Development Related Tax Expenditures CY03-CY07

	CY03	CY04	CY05	CY06	CY07
Financial Services Tax Credit	\$ 1,562,000	\$ 1,924,000	\$ 1,924,000	\$ 494,000	\$ -
EATI Payroll Tax Credit	\$ 657,000	\$ 528,000	\$ 1,026,000	\$ 295,000	\$ 182,000
EATI Research & Development Tax Credit	\$ 418,000	\$ 641,000	\$ 475,000	\$ 89,000	\$ 83,000
EATI Capital Investment Tax Credit	\$ 692,000	\$ 1,812,000	\$ 3,943,000	\$ 476,000	\$ 304,000
EATI Workforce Development Tax Credit	under \$500	\$ 110,000	\$ -	\$ 1,000	\$ -
EATI Export Tax Credit	\$ 310,000	\$ 116,000	\$ 284,000	\$ 90,000	\$ 63,000
EATI High-Tech Business Credit	\$ 251,000	\$ 301,000	\$ -	\$ 1,000	\$ 3,000
EATI Sustainable Technology R&D Tax Credit	\$ -	\$ -	\$ -	\$ -	\$ -
EATI Sustainable Technology Export Credit	\$ -	\$ -	\$ -	\$ -	\$ -
Seed Capital	\$ -	\$ -	\$ -	\$ -	\$ -
Angel Venture Capital Credit - 32 VSA 5930v	NA	\$ -	\$ -	\$ -	\$ -
Wood Products/Manufacturer's Tax Credit	\$ 816,000	\$ 1,406,000	\$ 151,000	\$ 327,000	\$ 290,000

Several TIFs were created by the Legislature before VEPC was given authority to create TIFs. The following Table includes the actual taxes forgone due to all TIF programs including VEPC's TIFs for FY 2006 and FY 2009. This information on TIFs is also supplied by the Tax Department.

Table 8 Tax Increment Financing State Tax Expenditures for FY 2006 - FY 2009

Year	Amount Expended
<i>FY 2006</i>	\$ 1,091,000
<i>FY 2007</i>	\$ 1,025,000
<i>FY 2008</i>	\$ 1,822,000
<i>FY 2009</i>	\$ 2,033,000
<i>Total</i>	\$ 5,971,000

Vermont Economic Progress Council (VEPC)⁽²⁾:

VEPC administers the application and authorization process for the Vermont Employment Growth Incentive (VEGI) program and the Tax Increment Financing (TIF) District program. VEPC also administered the application and authorization process for the Economic Advancement Tax Initiative (EATI) program, which ran from October 1998 through December 2006. EATI included a variety of tax credits, reductions and exemptions which qualifying firms could qualify for (for EATI data, see Table 7 on page 8). If the firm's payroll and investment expectations were met, credits were earned. Once earned, the credits could be applied to reduce corporate or individual tax liability. Unused credits can be carried forward for up to 10 years from the date of authorization. New authorizations for the EATI program sunset on December 31, 2006, but anyone authorized prior to that date can earn the credits through 2010 and any credits in carry forward must be applied by 2015. So VEPC and the Tax Department continue to jointly administer this program.

One TIF District was authorized by VEPC under the EATI program and one TIF District has been authorized under the new TIF program effective July 1, 2006. Other TIF Districts were grandfathered in by legislation when Act 60 passed and one TIF District was authorized directly by the Legislature. See Table 8 above for the total amount of tax revenue forgone due to these programs.

The Legislature passed a new business incentive program to replace the EATI program, which took effect January 1, 2007, called the Vermont Employment Growth Incentive (VEGI) program. In 2008, an enhancement to the program was enacted for Environmental Technology companies (called "Green" VEGI). A business that is authorized for VEGI incentives must maintain base payroll and employment and meet specific payroll, headcount and capital investment targets to earn the incentive. Once earned, the incentive is paid out over five installments. This ensures that the company's project is generating new tax revenues to the state before and as the incentive is paid out to the company. Tables 9 is shown below and Table 10 follows on the next page:

	<i>Net Amount Authorized</i>			
	<i>CY07</i>	<i>CY08</i>	<i>CY09</i>	<i>Total</i>
Authorized VEGI Incentives	\$ 4,457,259	\$ 1,127,408	\$ 5,539,089	\$ 11,123,756

(2) Narrative provided by VEPC.

Table 10: CY07 VEGI Measure Actual Results

Performance Measure:	CY07 Actuals	Comments
Number of Jobs Created	245 FT Positions	These positions must pay an average of 160 % of VT Minimum Wage. Ave Compensation for these jobs in 2007 was \$48,043.
Number of Jobs Retained	982 FT Positions	Not a required measure for VEGI but they track it. Existing jobs must be maintained for new jobs to be considered as qualifying for incentive.
Net(Tax Expenditures)/ Tax Revenues	\$ 582,792	These are net revenues to the state after the cost of the incentive payments, in present value dollars.
Incentives Earned in 2007	\$ 1,434,964	Payroll and jobs must be maintained for these earned incentives to be paid out over five years.
Incentive Installments Paid for 2007	\$ 208,653	This represents the first of five installments to be paid, if payroll and employment is maintained.
New Payroll Created	\$ 8,848,144	New qualifying payroll created by new qualifying jobs. Does not count non-qualifying payroll generated and payroll that is considered background growth.
New Capital Investments	\$ 17,424,484	New qualified investments in machinery and equipment and facilities occurring because of the incentive.

Note: Does not include data for CY2008 yet because one of the 2008 claims is still being examined and results therefore are not final.

VEDA Economic Development Initiatives 2000 – 2008⁽³⁾:

Overview:

In fiscal 2000, a State budget surplus provided a one-time appropriation to VEDA for the first interest rate subsidy program for commercial loans. This was followed in 2003 with the *Plan for Prosperity* initiative. In other years, appropriations were made for agriculture loan subsidies. All of the resources provided to VEDA had three primary uses:

1. Lower interest rates on commercial and agricultural loans (a “subsidy”);
2. Invest \$2 million in a mezzanine debt fund to provide mezzanine capital to Vermont companies;
3. Recapitalize VEDA’s small business loan program.

(3) Narrative provided by VEDA

Including VEDA funds and private leveraged capital, the goal of the various initiatives was to generate a total of \$182 million of combined VEDA and private capital investment. The resources for the initiatives total \$11.8 million, \$4.2 million of which was in the form of appropriations (i.e. cash). From the total resources, \$3.0 million is currently invested in the mezzanine debt funds and small business loans which are expected to be repaid to VEDA with a modest amount of income over the next 3-8 years. The remaining \$8.8 million has been used to lower interest rates on commercial and agriculture loans.

To date the initiatives have resulted in nearly **\$445 million in combined VEDA and private leveraged capital** investment in Vermont. Nearly **18,000 jobs** have been impacted at the companies and farms served through the three initiatives.

See Appendix D6 for more specific data year by year on VEDA programs.

Interest Subsidy Program:

The VEDA Interest Subsidy Program began in fiscal 2000 with an appropriation of \$2.7 million for commercial subsidies in the Vermont Jobs Fund (VJF). In 2003, \$4.5 million of *debt forgiveness* was granted to VEDA for subsidies. The amount was split \$3.0 million for commercial and \$1.5 million for the agricultural subsidies. In fiscal years 2001-2008, an additional \$585 thousand was appropriated for agriculture loan subsidies. In fiscal 2009, \$1 million was appropriated for subsidies on an emergency loan program for farmers. In addition to the all of the State resources provided for subsidies, \$639 thousand in interest was earned between 2000 and 2006 on the cash corpus of the \$2.7 million 2000 appropriation, bringing the total amount available for subsidies to \$9.4 million.

Commercial Subsidy Program:

Through fiscal 2009, VEDA has subsidized interest rates on 295 loans totaling \$108 million. These loans impacted 13,746 jobs with an average hourly wage with benefits of \$21.66. There remain \$53 million of these subsidized loan balances outstanding. Through FY2009 all of the \$6.4 million of VJF subsidy resources had been used or committed to the outstanding subsidized loans.

Agricultural Subsidy Program:

The last of \$2 million of subsidy resources allocated for agricultural subsidies between 2001 and 2008 was used by the end of FY2008. The \$1 million appropriated in 2009 was for an emergency *Farm Operating Loan Program* ("FOLP") aimed at providing farmers with working capital to meet spring planting needs; these subsidy funds were all committed on loans made between April and September of 2009. In the FOLP, a total of \$7.2 million in loans was made to 125 farms. Since fiscal year 2000, for the entire VEDA agriculture loan program, a total of 1,114 subsidized loans has been made for a total of \$85.1 million. There are currently \$45.2 million of subsidized VACC loans outstanding.

Mezzanine Debt Fund:

Mezzanine debt is a term for capital investment that carries more risk than subordinated debt (what VEDA generally does), but less risk than pure equity or seed capital investing. Mezzanine debt is generally for companies that are growing fast with an established product or service. The debt generally includes some form of earning enhancements in addition to interest such as warrants or profit sharing for the investor based on the success of the company over time.

Vermont Capital Partners, LP (“VCP”) was formed by VEDA in 2005 and VEDA raised \$2.75 million from four private investors bringing the total capital of VCP to \$4.75 million (including \$2 million from VEDA). VCP invests its capital in a mezzanine fund operated by a Massachusetts firm (the “Fund”). The Fund’s niche is smaller underserved markets in the northeastern United States. The expected size of the Fund when fully invested is approximately \$75 million. A prerequisite of the VCP investment in the Fund was the agreement of the Fund managers to make a “best efforts” to invest in Vermont companies. To date the Fund has looked at some 20 different Vermont companies, provided term sheets (offers for financing) to 5 companies and closed on investments in 2 Vermont companies for a total of \$6.75 million.

Recapitalize Small Business:

At the end of 2003, nearly all of the funds for lending in VEDA’s Vermont Small Business Development Corporation (VSBDC) had been loaned out; new lending was limited to loan repayments received on existing loans. As part of the 2003 economic development initiative, the VSBDC received \$1 million in new cash to lend and also received a \$3 million line of credit from VEDA’s commercial program to fund small business lending.

In the 5 years from fiscal 2000 through 2004, the VSBDC made 50 loans totaling \$2.4 million and leveraged an additional \$6.2 million of private capital. Since the recapitalization in 2003, in the fiscal years 2005 through 2009, the VSBDC has made 126 small business loans totaling \$8.5 million and leveraged an additional \$20.2 million of private capital. Of the \$10.9 million of small business loans made in the past 10 years, \$6.2 million remain outstanding. At the companies served by the VSBDC, nearly 2,000 jobs were impacted with an average hourly wage of \$19.65 per hour including benefits.

2010 Follow-up:

In FY 2009, VEDA was advanced State funds for an Economic Recovery and Opportunity Program (EROP) to provide commercial loan subsidies to act as an economic stimulus. The plan was estimated to close \$18 million of subsidized loans over a 12-18 month period. Subsequently, a substantial amount of the State funds allocated for this program were replaced with federal funds provided through the American Recovery and Reinvestment Act (ARRA). During the 18 month period ending December 31, 2009, over \$20 million of VEDA loans were made on projects totaling nearly \$75 million in economic activity, thereby leveraging \$55 million of private capital. Of the 49 projects made under this program, \$21.2 million was spent on new construction and renovation creating an estimated 250 construction jobs in addition to the 1,646 jobs impacted and the estimated 536 jobs that will be created at the companies receiving the economic stimulus financing. An additional \$5.9 million was spent on machinery and equipment directly used in the creation of a product or the delivery of a service.

Vermont Economic Recovery and Stimulus Office:

The American Recovery and Reinvestment Act of 2009 (ARRA) was signed into law February 17, 2009. ARRA separated \$787 billion into roughly thirds focusing on (1) tax cuts and benefits to families and businesses, (2) increasing federal funds for state fiscal relief and

aid to those most directly impacted by the recession. Programs included Medicaid, unemployment compensation, retirement benefits, and support for education. (3) The final third is for direct government investment spending to revitalize state economies, create jobs, and restore productivity.

Vermont and Vermonters have been recipients of ARRA awards through contracts, grants, and loans. Some of these awards have passed through state agencies or departments to be used directly for services or to be reallocated to other departments, municipalities, non-profits, or individuals. Many other programs make awards directly to applicants through competitive allocations. Examples include support for public housing, small business and farm loans, public safety grants, and research activities. The ARRA information provided in this report will focus on the Recovery Act funds which pass through agencies or departments of the State of Vermont and more specifically those programs/awards which directly impact economic development.

Clearly, one pool of funding that has a direct impact on job growth and spending includes awards to preserve or expand state and municipal infrastructure. Among these are \$6 million for improvements to airports and \$2.6 million for other construction and environmental remediation.

In order to increase opportunities for creating new jobs and for expanding business investment, there must be programs for work force training, development of new skills, and assistance with preparation for long term employment. A wide range of ARRA programs have allocated funding for these goals, mostly through the Department of Labor, but in other state agencies as well. \$7 million has been provided to date for workforce training and development.

A goal of the Recovery Act is to increase energy efficiency, create more renewable energy sources, and improve the environment through better energy management. Towards this end, ARRA awards include \$22 million for energy reliability, alternative fuels, and environmental protection.

In order to ensure that state economies did not collapse under the strain of declining revenues and investments, the ARRA provided funding to ensure fiscal stability and to reduce the necessity of increasing taxes for core services. Among those programs was the State Fiscal Stabilization Fund that allowed states to provide substantial protections for educational services and to subsidize many necessary government services. Without the SFSF programs, Vermont would have faced one of two choices, raise taxes to sustain services, or significantly curtail services when the needs in a down economy are the most extreme.

Since the Recovery Act was passed, Vermont departments and agencies have been allocated \$700 million that includes a large share for entitlements such as Medicaid, Unemployment Compensation, Nutrition Services, and other human service and tax relief programs. While these indirectly create opportunities for economic stabilization and growth, it is the programs noted above that most directly provide the boost to families and businesses for economic renewal.

Most funding for ARRA programs was not awarded until July 1, 2009 or afterwards. Where it was for infrastructure or capital growth, the real measure of performance will be in early-mid 2010 when spring construction begins. Moreover, several ARRA programs which will provide impetus for more balanced electric distribution, expanding broadband connectivity, and deployment of renewable energy sources will not release funding until late early spring of 2010. See Appendix D7 for more detail on relevant ARRA spending.

Appendix 1

Act 182, 2008 Legislative Session repealed Sec. 225 of Act 65 of 2007 legislative session which had included a session law requirement to do a Unified Economic Development Budget for FY2008 and replaced it with the following changes to the Vermont Statutes, thus making the UEDB a permanent requirement. The related sections of Act 182 are as follows:

Sec. 5. 10 V.S.A. § 2 is added to read:

§ 2. UNIFIED ECONOMIC DEVELOPMENT BUDGET (UEDB)

(a) For purposes of evaluating the effect on economic development in this state, the commissioner of finance and management, in collaboration with the secretary of commerce and community development, shall submit a unified economic development budget as part of the annual budget report to the general assembly under 32 V.S.A. § 306.

(b) The unified economic development budget shall include appropriations or expenditures for all of the types of development assistance, workforce training and education, and the development related research granted or managed by the state during the prior four fiscal years by all agencies, departments, authorities, and other instrumentalities of the state. The budget shall adjust expenditures or appropriations to enable year-to-year comparisons to be made.

(c) The unified development budget shall specifically include:

(1) The aggregate amount and program-specific amounts of all state economic development assistance, including grants, loans, and tax expenditures.

(2) The aggregate amount and program-specific amounts of uncollected or diverted state tax revenues resulting from each type of development assistance provided in the tax statutes, as reported in the annual tax expenditure report (32 V.S.A. § 312). If current data are not available, the report may use the average of the three most recent years reported.

(3) Performance measurements, including estimated jobs created, increases or decreases in payroll including benefits, and other measures of economic advancement, with clear descriptions of data sources and methodologies.

(4) A report of progress in developing consistent and measurable benchmarks of job creation.

(d) The data presented shall be organized by categories such as administration, workforce education and training, tax expenditures, agriculture, tourism, technical assistance, planning, housing, transportation, technology, and research, among others deemed appropriate. Every effort shall be made to standardize definitions of positions and other measures.

Sec. 6. 2009 UNIFIED ECONOMIC DEVELOPMENT BUDGET REPORT

In the 2009 UEDB report, the commissioner of finance and management shall review the various reporting requirements relating to economic development including 10 V.S.A. §§ 2 and 7, and 32 V.S.A. § 307(c), and recommend how to consolidate and coordinate these reports to maximize administrative efficiency and information quality to enable continuing review and oversight by the general assembly. The report shall include legislative proposals.

APPENDIX Table D1-- FY2010 Appropriation by Department and Program		D1-1
Sum of Amount		Fiscal Year
Department	Program Name	2010
ACCD-Admin	Brownfields - EPA	800,000.00
	Sustainable Jobs Fund Grant	233,890.00
	Vermont Software Developers Association	55,000.00
	VT Council on Rural Development Grant	47,500.00
ACCD-Admin Total		1,136,390.00
Agency of Administration	Regional Market Program	51,724.00
Agency of Administration Total		51,724.00
Agriculture	Animal Health	39,000.00
	Consumer Protection	76,000.00
	Dairy	70,000.00
	Eastern States	137,000.00
	Export Programs	11,500.00
	Farm Energy	389,607.00
	Livestock Program	82,000.00
	Meat Inspection	80,000.00
	Vermont Dairy Promotion Council	252,000.00
Agriculture Total		1,137,107.00
Children and Families	Microbusiness Program/ Job Start Technical Assistance	382,700.00
Children and Families Total		382,700.00
Economic Development	Administration Budget	330,000.00
	Business Support	266,000.00
	Comm on Future of Econ Deve	50,000.00
	Econ Dev Council of Northern VT Grant	24,000.00
	Employment Ownership Center Grant	24,000.00
	Financial Services	380,000.00
	Job Development Zones Grant	32,000.00
	RDC Block Grants	1,076,000.00
	Recruitment	128,000.00
	SBDC Grant	324,000.00
	VEPC	246,000.00
	Vermont Global Trade Partnership	268,000.00
	Vermont Procurement Technical Assistance Center	726,000.00
	Vermont Training Program	1,703,000.00
	Women's Business Center Grant	19,000.00
Economic Development Total		5,596,000.00

APPENDIX Table D1-- FY2010 Appropriation by Department and Program		D1-2
Sum of Amount		Fiscal Year
Department	Program Name	2010
Housing and Community Affairs	CDBG-Economic	4,143,202.00
	Downtown Transportation Fund	327,022.00
	Micro 1% Technical Assistance Contract	85,300.00
Housing and Community Affairs Total		4,555,524.00
Information and Innovation	Broadband Grant for Telecommunications	1,000,000.00
	DII-Telecommunications grant	54,763.00
	North link Broadband Project	500,000.00
	Vermont Telecom Authority Operating Grant	750,000.00
Information and Innovation Total		2,304,763.00
Labor	Employment Serv-(Wagner-PeyserAct)	2,305,290.00
	Next Generation Adult Technical Education	385,000.00
	Next Generation WETF	1,415,500.00
	Registered Apprenticeship Program	1,035,323.00
	Workforce Education and Training Program	200,000.00
	Workforce Investment Act	5,536,500.00
Labor Total		10,877,613.00
Public Service	Clean Energy Development Fund	5,219,504.00
Public Service Total		5,219,504.00
Tourism	Communication/Outreach-Econ Dev	91,000.00
	Film Comm. Grant	171,000.00
	Research relate to Econ Devel	43,000.00
	Sales and Marketing	1,644,000.00
	VT Convention and Tourism Bureau grant	100,000.00
Tourism Total		2,049,000.00
Grand Total		33,310,325.00

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-1

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>
ACCD-Admin	Brownfields - EPA	2007	\$ -	\$ 1,000,000	\$ 1,000,000
		2008	\$ -	\$ 800,000	\$ 800,000
		2009	\$ -	\$ 800,000	\$ 800,000
		2010	\$ -	\$ 800,000	\$ 800,000
		Sub-Total	\$ -	\$ 3,400,000	\$ 3,400,000
	Eco-engineering	2008	\$ 300,000	\$ -	\$ 300,000
		Sub-Total	\$ 300,000	\$ -	\$ 300,000
	Sustainable Jobs Fund Grant	2006	\$ 186,200	\$ -	\$ 186,200
		2007	\$ 250,000	\$ -	\$ 250,000
		2008	\$ 246,200	\$ -	\$ 246,200
		2009	\$ 233,890	\$ -	\$ 233,890
		2010	\$ 233,890	\$ -	\$ 233,890
	Sub-Total	\$ 1,150,180	\$ -	\$ 1,150,180	
	Vermont Software Developers Association	2007	\$ 25,000	\$ -	\$ 25,000
		2008	\$ 50,000	\$ -	\$ 50,000
		2009	\$ 47,500	\$ -	\$ 47,500
		2010	\$ 55,000	\$ -	\$ 55,000
		Sub-Total	\$ 177,500	\$ -	\$ 177,500
	VT Council on Rural Development Grant	2006	\$ 50,000	\$ -	\$ 50,000
		2007	\$ 50,000	\$ -	\$ 50,000
2008		\$ 50,000	\$ -	\$ 50,000	
2009		\$ 47,500	\$ -	\$ 47,500	
2010		\$ 47,500	\$ -	\$ 47,500	
Sub-Total	\$ 245,000	\$ -	\$ 245,000		
ACCD-Admin Total			\$ 1,872,680	\$ 3,400,000	\$ 5,272,680
Agency of Administration	Regional Market Program	2006	\$ 450,000	\$ -	\$ 450,000
		2007	\$ 400,000	\$ -	\$ 400,000
		2008	\$ 190,000	\$ -	\$ 190,000
		2009	\$ 113,290	\$ -	\$ 113,290
	Sub-Total	\$ 1,153,290	\$ -	\$ 1,153,290	
Agency of Administration Total			\$ 1,153,290	\$ -	\$ 1,153,290
Agriculture	Animal Health	2006	\$ 26,702	\$ 20,144	\$ 46,846
		2007	\$ 31,652	\$ 9,455	\$ 41,107
		2008	\$ 35,622	\$ 6,286	\$ 41,908
		2009	\$ 34,151	\$ 5,103	\$ 39,254
		2010	\$ 36,660	\$ 2,340	\$ 39,000
	Sub-Total	\$ 164,787	\$ 43,328	\$ 208,115	
	Buy Local campaign	2006	\$ 51,500	\$ -	\$ 51,500
		2007	\$ 130,000	\$ -	\$ 130,000
		2008	\$ 50,000	\$ -	\$ 50,000
		2009	\$ 50,000	\$ -	\$ 50,000
Sub-Total	\$ 281,500	\$ -	\$ 281,500		

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-2

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>	
	Consumer Protection	2006	\$ 61,616	\$ -	\$ 61,616	
		2007	\$ 58,994	\$ -	\$ 58,994	
		2008	\$ 77,740	\$ -	\$ 77,740	
		2009	\$ 73,724	\$ 745	\$ 74,469	
		2010	\$ 76,000	\$ -	\$ 76,000	
	Sub-Total			\$ 348,074	\$ 745	\$ 348,819
	Dairy	2006	\$ 62,095	\$ -	\$ 62,095	
		2007	\$ 58,066	\$ -	\$ 58,066	
		2008	\$ 61,534	\$ -	\$ 61,534	
		2009	\$ 73,375	\$ -	\$ 73,375	
		2010	\$ 70,000	\$ -	\$ 70,000	
	Sub-Total			\$ 325,070	\$ -	\$ 325,070
	Eastern States	2006	\$ 131,460	\$ -	\$ 131,460	
		2007	\$ 130,286	\$ -	\$ 130,286	
		2008	\$ 138,436	\$ -	\$ 138,436	
		2009	\$ 142,140	\$ -	\$ 142,140	
		2010	\$ 137,000	\$ -	\$ 137,000	
	Sub-Total			\$ 679,322	\$ -	\$ 679,322
	Export Programs	2006	\$ 13,500	\$ -	\$ 13,500	
		2007	\$ 13,500	\$ -	\$ 13,500	
		2008	\$ 12,000	\$ -	\$ 12,000	
		2009	\$ 11,500	\$ -	\$ 11,500	
		2010	\$ 11,500	\$ -	\$ 11,500	
	Sub-Total			\$ 62,000	\$ -	\$ 62,000
	Farm Energy	2006	\$ 77,665	\$ -	\$ 77,665	
		2007	\$ 180,050	\$ -	\$ 180,050	
		2008	\$ 383,012	\$ -	\$ 383,012	
2009		\$ 386,361	\$ -	\$ 386,361		
2010		\$ 389,607	\$ -	\$ 389,607		
Sub-Total			\$ 1,416,695	\$ -	\$ 1,416,695	
Livestock Program	2006	\$ 66,936	\$ -	\$ 66,936		
	2007	\$ 71,616	\$ -	\$ 71,616		
	2008	\$ 74,190	\$ -	\$ 74,190		
	2009	\$ 75,910	\$ -	\$ 75,910		
	2010	\$ 82,000	\$ -	\$ 82,000		
Sub-Total			\$ 370,652	\$ -	\$ 370,652	

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-3

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>	
	Meat Inspection	2006	\$ 29,228	\$ 43,842	\$ 73,070	
		2007	\$ 32,259	\$ 32,259	\$ 64,518	
		2008	\$ 46,779	\$ 32,508	\$ 79,287	
		2009	\$ 40,373	\$ 38,790	\$ 79,163	
		2010	\$ 41,600	\$ 38,400	\$ 80,000	
	Sub-Total			\$ 190,239	\$ 185,799	\$ 376,038
	Vermont Dairy Promotion Council	2006	\$ 260,000	\$ -	\$ 260,000	
		2007	\$ 276,000	\$ -	\$ 276,000	
		2008	\$ 235,987	\$ -	\$ 235,987	
		2009	\$ 254,013	\$ -	\$ 254,013	
		2010	\$ 252,000	\$ -	\$ 252,000	
	Sub-Total			\$ 1,278,000	\$ -	\$ 1,278,000
	Vermont Dairy Task Force	2006	\$ 24,650	\$ -	\$ 24,650	
		2007	\$ 306,905	\$ -	\$ 306,905	
		2008	\$ 158,746	\$ -	\$ 158,746	
Sub-Total			\$ 490,301	\$ -	\$ 490,301	
Agriculture Total			\$ 5,606,641	\$ 229,871	\$ 5,836,512	
Children and Families	Microbusiness Program/ Job Start Technical A	2006	\$ 284,310	\$ 66,690	\$ 351,000	
		2007	\$ 345,240	\$ 65,760	\$ 411,000	
		2008	\$ 379,089	\$ 66,911	\$ 446,000	
		2009	\$ 313,814	\$ 68,886	\$ 382,700	
		2010	\$ 313,814	\$ 68,886	\$ 382,700	
Sub-Total			\$ 1,636,267	\$ 337,133	\$ 1,973,400	
Children and Families Total			\$ 1,636,267	\$ 337,133	\$ 1,973,400	
Economic Development	Administration Budget	2006	\$ 398,667	\$ -	\$ 398,667	
		2007	\$ 417,507	\$ -	\$ 417,507	
		2008	\$ 464,282	\$ -	\$ 464,282	
		2009	\$ 436,788	\$ -	\$ 436,788	
		2010	\$ 330,000	\$ -	\$ 330,000	
	Sub-Total			\$ 2,047,244	\$ -	\$ 2,047,244
	Bennington Incubator Grant	2006	\$ 49,600	\$ -	\$ 49,600	
		Sub-Total		\$ 49,600	\$ -	\$ 49,600
	Broad Band Infrastructure Initiative	2006	\$ 214,166	\$ -	\$ 214,166	
		2007	\$ 323,844	\$ -	\$ 323,844	
	Sub-Total			\$ 538,010	\$ -	\$ 538,010
	Business Support	2006	\$ 448,202	\$ -	\$ 448,202	
		2007	\$ 433,780	\$ -	\$ 433,780	
		2008	\$ 498,169	\$ -	\$ 498,169	
		2009	\$ 627,796	\$ -	\$ 627,796	
2010		\$ 266,000	\$ -	\$ 266,000		
Sub-Total			\$ 2,273,947	\$ -	\$ 2,273,947	

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-4

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>
	Comm on Future of Econ Deve	2007	\$ 60,000	\$ -	\$ 60,000
	Sub-Total		\$ 60,000	\$ -	\$ 60,000
	Comm on Future of Econ Deve	2008	\$ 150,000	\$ -	\$ 150,000
		2009	\$ 85,000	\$ -	\$ 85,000
		2010	\$ 50,000	\$ -	\$ 50,000
	Sub-Total		\$ 285,000	\$ -	\$ 285,000
	Communication and Marketing	2006	\$ 132,172	\$ -	\$ 132,172
	Sub-Total		\$ 132,172	\$ -	\$ 132,172
	Econ Dev Council of Northern VT Grant	2006	\$ 24,881	\$ -	\$ 24,881
		2007	\$ 5,852	\$ -	\$ 5,852
		2008	\$ 2,121	\$ -	\$ 2,121
		2009	\$ 23,637	\$ -	\$ 23,637
		2010	\$ 24,000	\$ -	\$ 24,000
	Sub-Total		\$ 80,491	\$ -	\$ 80,491
	Employment Ownership Center Grant	2007	\$ 25,000	\$ -	\$ 25,000
		2008	\$ 25,000	\$ -	\$ 25,000
		2009	\$ 23,750	\$ -	\$ 23,750
		2010	\$ 24,000	\$ -	\$ 24,000
	Sub-Total		\$ 97,750	\$ -	\$ 97,750
	Financial Services	2006	\$ 343,000	\$ -	\$ 343,000
		2007	\$ 378,325	\$ -	\$ 378,325
		2008	\$ 380,350	\$ -	\$ 380,350
		2009	\$ 380,350	\$ -	\$ 380,350
		2010	\$ 380,000	\$ -	\$ 380,000
	Sub-Total		\$ 1,862,025	\$ -	\$ 1,862,025
	Job Development Zones Grant	2006	\$ 41,198	\$ -	\$ 41,198
		2007	\$ 40,180	\$ -	\$ 40,180
		2008	\$ 37,940	\$ -	\$ 37,940
		2009	\$ 33,000	\$ -	\$ 33,000
		2010	\$ 32,000	\$ -	\$ 32,000
	Sub-Total		\$ 184,318	\$ -	\$ 184,318
	Job Start Grant	2006	\$ 197,965	\$ -	\$ 197,965
		2007	\$ 197,965	\$ -	\$ 197,965
		2008	\$ 197,965	\$ -	\$ 197,965
	Sub-Total		\$ 593,895	\$ -	\$ 593,895
	RDC Block Grants	2006	\$ 1,105,742	\$ -	\$ 1,105,742
		2007	\$ 1,115,742	\$ -	\$ 1,115,742
		2008	\$ 1,187,742	\$ -	\$ 1,187,742
		2009	\$ 1,132,105	\$ -	\$ 1,132,105
		2010	\$ 1,076,000	\$ -	\$ 1,076,000
	Sub-Total		\$ 5,617,331	\$ -	\$ 5,617,331

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-5

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>	
	Recruitment	2006	\$ 461,586	\$ -	\$ 461,586	
		2007	\$ 499,277	\$ -	\$ 499,277	
		2008	\$ 435,893	\$ -	\$ 435,893	
		2009	\$ 224,191	\$ -	\$ 224,191	
		2010	\$ 128,000	\$ -	\$ 128,000	
	Sub-Total			\$ 1,748,947	\$ -	\$ 1,748,947
	SBDC Grant	2006	\$ 340,610	\$ -	\$ 340,610	
		2007	\$ 340,610	\$ -	\$ 340,610	
		2008	\$ 340,610	\$ -	\$ 340,610	
		2009	\$ 323,580	\$ -	\$ 323,580	
		2010	\$ 324,000	\$ -	\$ 324,000	
	Sub-Total			\$ 1,669,410	\$ -	\$ 1,669,410
	SBDC-Revolving Loan Fund Grant	2008	\$ -	\$ -	\$ -	
	Sub-Total			\$ -	\$ -	\$ -
	South Windsor Incubator Project	2007	\$ 25,000	\$ -	\$ 25,000	
	Sub-Total			\$ 25,000	\$ -	\$ 25,000
	VEPC	2006	\$ 191,567	\$ -	\$ 191,567	
		2007	\$ 217,469	\$ -	\$ 217,469	
		2008	\$ 217,469	\$ -	\$ 217,469	
		2009	\$ 217,469	\$ -	\$ 217,469	
		2010	\$ 246,000	\$ -	\$ 246,000	
	Sub-Total			\$ 1,089,974	\$ -	\$ 1,089,974
	Vermont Center for Emerging Technologies	2006	\$ 25,000	\$ -	\$ 25,000	
	Sub-Total			\$ 25,000	\$ -	\$ 25,000
	Vermont Environmental Consortium	2008	\$ 40,000	\$ -	\$ 40,000	
	Sub-Total			\$ 40,000	\$ -	\$ 40,000
	Vermont Global Trade Partnership	2006	\$ 150,863	\$ -	\$ 150,863	
2007		\$ 170,236	\$ -	\$ 170,236		
2008		\$ 208,036	\$ -	\$ 208,036		
2009		\$ 275,583	\$ -	\$ 275,583		
2010		\$ 268,000	\$ -	\$ 268,000		
Sub-Total			\$ 1,072,718	\$ -	\$ 1,072,718	
Vermont Procurement Technical Assistance C	2006	\$ 156,451	\$ 198,470	\$ 354,921		
	2007	\$ 156,286	\$ 198,910	\$ 355,196		
	2008	\$ 170,070	\$ 199,648	\$ 369,718		
	2009	\$ 221,260	\$ 259,740	\$ 481,000		
	2010	\$ 232,320	\$ 493,680	\$ 726,000		
Sub-Total			\$ 936,388	\$ 1,350,447	\$ 2,286,835	

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-6

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>
	Vermont Software Developers Association	2007	\$ -	\$ -	\$ -
		2009	\$ 8,000	\$ -	\$ 8,000
		Sub-Total	\$ 8,000	\$ -	\$ 8,000
	Vermont Trade Commission	2008	\$ 12,000	\$ -	\$ 12,000
		Sub-Total	\$ 12,000	\$ -	\$ 12,000
	Vermont Training Program	2006	\$ 1,906,835	\$ -	\$ 1,906,835
		2007	\$ 2,591,800	\$ -	\$ 2,591,800
		2008	\$ 2,293,194	\$ -	\$ 2,293,194
		2009	\$ 2,847,500	\$ -	\$ 2,847,500
		2010	\$ 1,703,000	\$ -	\$ 1,703,000
		Sub-Total	\$ 11,342,329	\$ -	\$ 11,342,329
	Women's Business Center Grant	2009	\$ 19,000	\$ -	\$ 19,000
		2010	\$ 19,000	\$ -	\$ 19,000
		Sub-Total	\$ 38,000	\$ -	\$ 38,000
	Economic Development Total			\$ 31,829,549	\$ 1,350,447
Housing and Community Affairs	CDBG-Economic	2006	\$ -	\$ 400,000	\$ 400,000
		2007	\$ -	\$ 53,325	\$ 53,325
		2008	\$ -	\$ 500,000	\$ 500,000
		2009	\$ -	\$ 900,000	\$ 900,000
		2010	\$ -	\$ 4,143,202	\$ 4,143,202
		Sub-Total	\$ -	\$ 5,996,527	\$ 5,996,527
	Downtown Transportation Fund	2006	\$ 800,000	\$ -	\$ 800,000
		2007	\$ 760,000	\$ -	\$ 760,000
		2008	\$ 760,000	\$ -	\$ 760,000
		2009	\$ 329,965	\$ -	\$ 329,965
		2010	\$ 327,022	\$ -	\$ 327,022
		Sub-Total	\$ 2,976,987	\$ -	\$ 2,976,987
	Micro 1% Technical Assistance Contract	2006	\$ -	\$ 82,739	\$ 82,739
		2007	\$ -	\$ 74,673	\$ 74,673
		2008	\$ -	\$ 75,175	\$ 75,175
2009		\$ -	\$ 73,038	\$ 73,038	
2010		\$ -	\$ 85,300	\$ 85,300	
	Sub-Total	\$ -	\$ 390,925	\$ 390,925	
Housing and Community Affairs Total			\$ 2,976,987	\$ 6,387,452	\$ 9,364,439

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-7

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>	
Information and Innovation	Broadband Council grants	2006	\$ 15,209	\$ -	\$ 15,209	
		2007	\$ 15,000	\$ -	\$ 15,000	
	Sub-Total			\$ 30,209	\$ -	\$ 30,209
	Broadband Grant for Telecommunications	2006	\$ 150,000	\$ -	\$ 150,000	
		2007	\$ 200,000	\$ -	\$ 200,000	
		2008	\$ 200,000	\$ -	\$ 200,000	
		2009	\$ 180,000	\$ -	\$ 180,000	
		2010	\$ 1,000,000	\$ -	\$ 1,000,000	
	Sub-Total			\$ 1,730,000	\$ -	\$ 1,730,000
	DII-Telecommunications grant	2007	\$ 110,000	\$ -	\$ 110,000	
		2008	\$ 110,000	\$ -	\$ 110,000	
		2009	\$ 99,875	\$ -	\$ 99,875	
		2010	\$ 54,763	\$ -	\$ 54,763	
	Sub-Total			\$ 374,638	\$ -	\$ 374,638
	North link Broadband Project	2007	\$ 100,000	\$ -	\$ 100,000	
		2008	\$ 500,000	\$ -	\$ 500,000	
		2010	\$ 500,000	\$ -	\$ 500,000	
	Sub-Total			\$ 1,100,000	\$ -	\$ 1,100,000
	Telecommunication Program Activities	2006	\$ 49,791	\$ -	\$ 49,791	
		2007	\$ 50,000	\$ -	\$ 50,000	
	Sub-Total			\$ 99,791	\$ -	\$ 99,791
	Vermont Telecom Authority Operating Grant	2008	\$ 450,000	\$ -	\$ 450,000	
		2009	\$ 400,000	\$ -	\$ 400,000	
2010		\$ 750,000	\$ -	\$ 750,000		
Sub-Total			\$ 1,600,000	\$ -	\$ 1,600,000	
Information and Innovation Total			\$ 4,934,638	\$ -	\$ 4,934,638	
Labor	Employment Serv-(Wagner-PeyserAct)	2007	\$ -	\$ 2,305,290	\$ 2,305,290	
		2008	\$ -	\$ 2,305,290	\$ 2,305,290	
		2009	\$ -	\$ 2,305,290	\$ 2,305,290	
		2010	\$ -	\$ 2,305,290	\$ 2,305,290	
	Sub-Total			\$ -	\$ 9,221,160	\$ 9,221,160
	Governor's IT Grant	2007	\$ -	\$ 646,265	\$ 646,265	
		2008	\$ -	\$ 635,000	\$ 635,000	
	Sub-Total			\$ -	\$ 1,281,265	\$ 1,281,265
	H-1B IT and Healthcare Training	2006	\$ 335,700	\$ -	\$ 335,700	
Sub-Total			\$ 335,700	\$ -	\$ 335,700	

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-8

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>
	Next Generation Adult Technical Education	2007	\$ 450,000	\$ -	\$ 450,000
		2008	\$ 450,000	\$ -	\$ 450,000
		2009	\$ 427,000	\$ -	\$ 427,000
		2010	\$ 385,000	\$ -	\$ 385,000
		Sub-Total		\$ 1,712,000	\$ -
	Next Generation WETF	2007	\$ 900,000	\$ -	\$ 900,000
		2008	\$ 1,300,000	\$ -	\$ 1,300,000
		2009	\$ 1,472,500	\$ -	\$ 1,472,500
		2010	\$ 1,415,500	\$ -	\$ 1,415,500
		Sub-Total		\$ 5,088,000	\$ -
	Registered Apprenticeship Program	2006	\$ 820,682	\$ -	\$ 820,682
		2007	\$ 827,092	\$ -	\$ 827,092
		2008	\$ 827,092	\$ -	\$ 827,092
		2009	\$ 920,682	\$ -	\$ 920,682
		2010	\$ 1,035,323	\$ -	\$ 1,035,323
		Sub-Total		\$ 4,430,871	\$ -
	Workforce Education and Training Program	2006	\$ 364,653	\$ -	\$ 364,653
		2007	\$ 364,653	\$ -	\$ 364,653
		2008	\$ 364,653	\$ -	\$ 364,653
		2009	\$ 245,500	\$ -	\$ 245,500
		2010	\$ 200,000	\$ -	\$ 200,000
		Sub-Total		\$ 1,539,459	\$ -
	Workforce Investment Act	2006	\$ -	\$ 5,730,857	\$ 5,730,857
		2007	\$ -	\$ 5,724,520	\$ 5,724,520
2008		\$ -	\$ 5,724,520	\$ 5,724,520	
2009		\$ -	\$ 5,704,362	\$ 5,704,362	
2010		\$ -	\$ 5,536,500	\$ 5,536,500	
Sub-Total			\$ -	\$ 28,420,759	\$ 28,420,759
Labor Total			\$ 13,106,030	\$ 38,923,184	\$ 52,029,214
Public Service	Clean Energy Development Fund	2007	\$ 4,800,000	\$ -	\$ 4,800,000
		2008	\$ 5,219,500	\$ -	\$ 5,219,500
		2009	\$ 5,219,500	\$ -	\$ 5,219,500
		2010	\$ 5,219,504	\$ -	\$ 5,219,504
	Sub-Total		\$ 20,458,504	\$ -	\$ 20,458,504
Public Service Total			\$ 20,458,504	\$ -	\$ 20,458,504

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-9

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>
Tourism	Additional Mktng/Chamber Grants	2007	\$ 225,000	\$ -	\$ 225,000
		2008	\$ 845,000	\$ -	\$ 845,000
	Sub-Total		\$ 1,070,000	\$ -	\$ 1,070,000
	Communication/Outreach-Econ Dev	2007	\$ 194,000	\$ -	\$ 194,000
		2008	\$ 203,000	\$ -	\$ 203,000
		2009	\$ 174,000	\$ -	\$ 174,000
		2010	\$ 91,000	\$ -	\$ 91,000
	Sub-Total		\$ 662,000	\$ -	\$ 662,000
	Film Comm. Grant	2006	\$ 180,000	\$ -	\$ 180,000
		2007	\$ 180,000	\$ -	\$ 180,000
		2008	\$ 180,000	\$ -	\$ 180,000
		2009	\$ 171,000	\$ -	\$ 171,000
		2010	\$ 171,000	\$ -	\$ 171,000
	Sub-Total		\$ 882,000	\$ -	\$ 882,000
	Fund for Tourism Marketing grants	2007	\$ 100,000	\$ -	\$ 100,000
		2008	\$ 130,000	\$ -	\$ 130,000
		Sub-Total		\$ 230,000	\$ -
	Quadricentennial	2007	\$ 100,000	\$ -	\$ 100,000
		2008	\$ 100,000	\$ -	\$ 100,000
		2009	\$ 50,000	\$ -	\$ 50,000
	Sub-Total		\$ 250,000	\$ -	\$ 250,000
	Research relate to Econ Devel	2006	\$ 56,000	\$ -	\$ 56,000
		2007	\$ 64,495	\$ -	\$ 64,495
2008		\$ 63,000	\$ -	\$ 63,000	
2009		\$ 45,000	\$ -	\$ 45,000	
2010		\$ 43,000	\$ -	\$ 43,000	
Sub-Total		\$ 271,495	\$ -	\$ 271,495	
Sales and Marketing	2006	\$ 2,394,507	\$ -	\$ 2,394,507	
	2007	\$ 2,334,000	\$ -	\$ 2,334,000	
	2008	\$ 2,205,000	\$ -	\$ 2,205,000	
	2009	\$ 2,155,000	\$ -	\$ 2,155,000	
	2010	\$ 1,644,000	\$ -	\$ 1,644,000	
Sub-Total		\$ 10,732,507	\$ -	\$ 10,732,507	

APPENDIX: TABLE D2--Source of Program and Fiscal Year as Appropriated

D2-10

<i>Department</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>State Funding</i>	<i>Federal Funding</i>	<i>Total</i>	
	VT Convention and Tourism Bureau grant	2006	\$ 101,000	\$ -	\$ 101,000	
		2007	\$ 101,000	\$ -	\$ 101,000	
		2008	\$ 101,000	\$ -	\$ 101,000	
		2009	\$ 96,000	\$ -	\$ 96,000	
		2010	\$ 100,000	\$ -	\$ 100,000	
	Sub-Total			\$ 499,000	\$ -	\$ 499,000
	VT Ski Areas Assoc (started in FY06)	2007	\$ 30,000	\$ -	\$ 30,000	
		2008	\$ 30,000	\$ -	\$ 30,000	
	Sub-Total			\$ 60,000	\$ -	\$ 60,000
	Tourism Total			\$ 14,657,002	\$ -	\$ 14,657,002
Grand Total			\$ 98,231,588	\$ 50,628,087	\$ 148,859,675	

Note: VEPC portion included under Economic Development here is the overhead/ administration of the program that is funded through the annual appropriation of the Department (personal services of executive director and assistant mainly). The rest of the program is included with incentives data elsewhere in this report.

Note: The \$750,000 shown for VTA operating grant is authorization in FY10 legislation for VTA spending , however, only \$400,000 was actually appropriated.

APPENDIX: TABLE D3--Training and Technical Assistance Appropriations by Department and Program by Fiscal Year

Department	Program Name	Program Type	Fiscal Year					Grand Total
			Appropriation					
			2006	2007	2008	2009	2010	
Agriculture	Export Programs	Technical assistance	\$ 13,500	\$ 13,500	\$ 12,000	\$ 11,500	\$ 11,500	\$ 62,000
	Farm Energy	Technical assistance	\$ 77,665	\$ 180,050	\$ 383,012	\$ 386,361	\$ 389,607	\$ 1,416,695
	Livestock Program	Technical assistance	\$ 66,936	\$ 71,616	\$ 74,190	\$ 75,910	\$ 82,000	\$ 370,652
Agriculture Total			\$ 158,101	\$ 265,166	\$ 469,202	\$ 473,771	\$ 483,107	\$ 1,849,347
Children and Families	Microbusiness Program/ Job Start Technical Assistance	Training	\$ 351,000	\$ 411,000	\$ 446,000	\$ 382,700	\$ 382,700	\$ 1,973,400
Children and Families Total			\$ 351,000	\$ 411,000	\$ 446,000	\$ 382,700	\$ 382,700	\$ 1,973,400
Economic Development	Business Support	Technical assistance	\$ 448,202	\$ 433,780	\$ 498,169	\$ 627,796	\$ 266,000	\$ 2,273,947
	Vermont Global Trade Partnership	Technical assistance	\$ 150,863	\$ 170,236	\$ 208,036	\$ 275,583	\$ 268,000	\$ 1,072,718
	Vermont Procurement Technical Assistance Center	Technical assistance	\$ 354,921	\$ 355,196	\$ 369,718	\$ 481,000	\$ 726,000	\$ 2,286,835
	Vermont Trade Commission	Technical assistance			\$ 12,000			\$ 12,000
	Vermont Training Program	Training	\$ 1,906,835	\$ 2,591,800	\$ 2,293,194	\$ 2,847,500	\$ 1,703,000	\$ 11,342,329
Economic Development Total			\$ 2,860,821	\$ 3,551,012	\$ 3,381,117	\$ 4,231,879	\$ 2,963,000	\$ 16,987,829
Housing and Community Affairs	Micro 1% Technical Assistance Contract	Technical assistance	\$ 82,739	\$ 74,673	\$ 75,175	\$ 73,038	\$ 85,300	\$ 390,925
Housing and Community Affairs Total			\$ 82,739	\$ 74,673	\$ 75,175	\$ 73,038	\$ 85,300	\$ 390,925
Information and Innovation	North link Broadband Project	Technical assistance		\$ 100,000	\$ 500,000		\$ 500,000	\$ 1,100,000
Information and Innovation Total				\$ 100,000	\$ 500,000		\$ 500,000	\$ 1,100,000
Labor	Employment Serv-(Wagner-Peyser Act)	Training		\$ 2,305,290	\$ 2,305,290	\$ 2,305,290	\$ 2,305,290	\$ 9,221,160
	Governor's IT Grant	Training		\$ 646,265	\$ 635,000			\$ 1,281,265
	H-1B IT and Healthcare Training	Training	\$ 335,700					\$ 335,700
	Next Generation Adult Technical Education	Training		\$ 450,000	\$ 450,000	\$ 427,000	\$ 385,000	\$ 1,712,000
	Next Generation WETF	Training		\$ 900,000	\$ 1,300,000	\$ 1,472,500	\$ 1,415,500	\$ 5,088,000
	Registered Apprenticeship Program	Training	\$ 820,682	\$ 827,092	\$ 827,092	\$ 920,682	\$ 1,035,323	\$ 4,430,871
	Workforce Education and Training Program	Training	\$ 364,653	\$ 364,653	\$ 364,653	\$ 245,500	\$ 200,000	\$ 1,539,459
	Workforce Investment Act	Training	\$ 5,730,857	\$ 5,724,520	\$ 5,724,520	\$ 5,704,362	\$ 5,536,500	\$ 28,420,759
Labor Total			\$ 7,251,892	\$ 11,217,820	\$ 11,606,555	\$ 11,075,334	\$ 10,877,613	\$ 52,029,214
Tourism	Research relate to Econ Devel	Technical assistance	\$ 56,000	\$ 64,495	\$ 63,000	\$ 45,000	\$ 43,000	\$ 271,495
Tourism Total			\$ 56,000	\$ 64,495	\$ 63,000	\$ 45,000	\$ 43,000	\$ 271,495
Grand Total			\$ 10,760,553	\$ 15,684,166	\$ 16,541,049	\$ 16,281,722	\$ 15,334,720	\$ 74,602,210

APPENDIX :TABLE D4--Grants Program Appropriations by Department and Program by Fiscal Year

Sum of Amount			Fiscal Year					Grand Total
Department	Program Name	Program Type	2006	2007	2008	2009	2010	
ACCD-Admin	Brownfields - EPA	Grant		\$ 1,000,000	\$ 800,000	\$ 800,000	\$ 800,000	\$ 3,400,000
	Sustainable Jobs Fund Grant	Grant	\$ 186,200	\$ 250,000	\$ 246,200	\$ 233,890	\$ 233,890	\$ 1,150,180
	Vermont Software Developers	Grant		\$ 25,000	\$ 50,000	\$ 47,500	\$ 55,000	\$ 177,500
	VT Council on Rural Development Grant	Grant	\$ 50,000	\$ 50,000	\$ 50,000	\$ 47,500	\$ 47,500	\$ 245,000
ACCD-Admin Total			\$ 236,200	\$ 1,325,000	\$ 1,146,200	\$ 1,128,890	\$ 1,136,390	\$ 4,972,680
Agency of Administration	Regional Market Program	Grant	\$ 450,000	\$ 400,000	\$ 190,000	\$ 113,290		\$ 1,153,290
Agency of Administration Total			\$ 450,000	\$ 400,000	\$ 190,000	\$ 113,290		\$ 1,153,290
Economic Development	Bennington Incubator Grant	Grant	\$ 49,600					\$ 49,600
	Broad Band Infrastructure	Grant	\$ 214,166	\$ 323,844				\$ 538,010
	Econ Dev Council of Northern VT	Grant	\$ 24,881	\$ 5,852	\$ 2,121	\$ 23,637	\$ 24,000	\$ 80,491
	Employment Ownership Center	Grant		\$ 25,000	\$ 25,000	\$ 23,750	\$ 24,000	\$ 97,750
	Job Development Zones Grant	Grant	\$ 41,198	\$ 40,180	\$ 37,940	\$ 33,000	\$ 32,000	\$ 184,318
	Job Start Grant	Grant	\$ 197,965	\$ 197,965	\$ 197,965			\$ 593,895
	RDC Block Grants	Grant	\$ 1,105,742	\$ 1,115,742	\$ 1,187,742	\$ 1,132,105	\$ 1,076,000	\$ 5,617,331
	SBDC Grant	Grant	\$ 340,610	\$ 340,610	\$ 340,610	\$ 323,580	\$ 324,000	\$ 1,669,410
	South Windsor Incubator Project	Grant		\$ 25,000				\$ 25,000
	Vermont Center for Emerging Technologies	Grant	\$ 25,000					\$ 25,000
	Vermont Environmental Consortium	Grant			\$ 40,000			\$ 40,000
	Vermont Software Developers Association	Grant		\$ -		\$ 8,000		\$ 8,000
	Women's Business Center Grant	Grant				\$ 19,000	\$ 19,000	\$ 38,000
Economic Development Total			\$ 1,999,162	\$ 2,074,193	\$ 1,831,378	\$ 1,563,072	\$ 1,499,000	\$ 8,966,805
Housing and Community Affairs	CDBG-Economic	Grant	\$ 400,000	\$ 53,325	\$ 500,000	\$ 900,000	\$ 4,143,202	\$ 5,996,527
	Downtown Transportation Fund	Grant	\$ 800,000	\$ 760,000	\$ 760,000	\$ 329,965	\$ 327,022	\$ 2,976,987
Housing and Community Affairs Total			\$ 1,200,000	\$ 813,325	\$ 1,260,000	\$ 1,229,965	\$ 4,470,224	\$ 8,973,514
Information and Innovation	Broadband Council grants	Grant	\$ 15,209	\$ 15,000				\$ 30,209
	Broadband Grant for	Grant	\$ 150,000	\$ 200,000	\$ 200,000	\$ 180,000	\$ 1,000,000	\$ 1,730,000
	DII-Telecommunications grant	Grant		\$ 110,000	\$ 110,000	\$ 99,875	\$ 54,763	\$ 374,638
	Operating Grant	Grant			\$ 450,000	\$ 400,000	\$ 750,000	\$ 1,600,000
Information and Innovation Total			\$ 165,209	\$ 325,000	\$ 760,000	\$ 679,875	\$ 1,804,763	\$ 3,734,847
Public Service	Clean Energy Development Fund	Grant		\$ 4,800,000	\$ 5,219,500	\$ 5,219,500	\$ 5,219,504	\$ 20,458,504
Public Service Total				\$ 4,800,000	\$ 5,219,500	\$ 5,219,500	\$ 5,219,504	\$ 20,458,504
Tourism	Film Comm. Grant	Grant	\$ 180,000	\$ 180,000	\$ 180,000	\$ 171,000	\$ 171,000	\$ 882,000
	Fund for Tourism Marketing	Grant		\$ 100,000	\$ 130,000			\$ 230,000
	VT Convention and Tourism Bureau grant	Grant	\$ 101,000	\$ 101,000	\$ 101,000	\$ 96,000	\$ 100,000	\$ 499,000
	VT Ski Areas Assoc (started in FY06)	Grant		\$ 30,000	\$ 30,000			\$ 60,000
Tourism Total			\$ 281,000	\$ 411,000	\$ 441,000	\$ 267,000	\$ 271,000	\$ 1,671,000
Grand Total			\$ 4,331,571	\$ 10,148,518	\$ 10,848,078	\$ 10,201,592	\$ 14,400,881	\$ 49,930,640

Note: The \$750,000 shown for VTA operating grant is authorization in FY10 legislation for VTA spending, however, only \$400,000 was actually appropriated.

Note: Several adjustments were made in the FY2010 Report eliminating some programs not deemed to be direct economic development programs, such as, municipal and regional assistance grants and certified government grants in Housing and Community Affairs. All years data was adjusted to reflect these changes.

APPENDIX: TABLE D5--Appropriations for Five Top Types of Spending by Department and Program by Fiscal Year

D5 - 1

Sum of Amount			Fiscal Year					Grand Total
Department	Program Name	Type of Spending	2006	2007	2008	2009	2010	
ACCD-Admin	Brownfields - EPA	Infrastructure		\$ 1,000,000	\$ 800,000	\$ 800,000	\$ 800,000	\$ 3,400,000
	Eco-engineering	Business Assistance			\$ 300,000			\$ 300,000
	Sustainable Jobs Fund Grant	Business Assistance	\$ 186,200	\$ 250,000	\$ 246,200	\$ 233,890	\$ 233,890	\$ 1,150,180
	Vermont Software Developers Association	Business Assistance		\$ 25,000	\$ 50,000	\$ 47,500	\$ 55,000	\$ 177,500
	VT Council on Rural Development Grant	Infrastructure	\$ 50,000	\$ 50,000	\$ 50,000	\$ 47,500	\$ 47,500	\$ 245,000
ACCD-Admin Total			\$ 236,200	\$ 1,325,000	\$ 1,446,200	\$ 1,128,890	\$ 1,136,390	\$ 5,272,680
Agency of Administration	Regional Market Program	Community Economic Development	\$ 450,000	\$ 400,000	\$ 190,000	\$ 113,290		\$ 1,153,290
Agency of Administration Total			\$ 450,000	\$ 400,000	\$ 190,000	\$ 113,290		\$ 1,153,290
Agriculture	Animal Health	Business Assistance	\$ 46,846	\$ 41,107	\$ 41,908	\$ 39,254	\$ 39,000	\$ 208,115
	Buy Local campaign	Business Assistance	\$ 51,500	\$ 130,000	\$ 50,000	\$ 50,000		\$ 281,500
	Consumer Protection	Business Assistance	\$ 61,616	\$ 58,994	\$ 77,740	\$ 74,469	\$ 76,000	\$ 348,819
	Dairy	Business Assistance	\$ 62,095	\$ 58,066	\$ 61,534	\$ 73,375	\$ 70,000	\$ 325,070
	Eastern States	Business Assistance	\$ 131,460	\$ 130,286	\$ 138,436	\$ 142,140	\$ 137,000	\$ 679,322
	Farm Energy	Business Assistance	\$ 77,665	\$ 180,050	\$ 383,012	\$ 386,361	\$ 389,607	\$ 1,416,695
	Livestock Program	Business Assistance	\$ 66,936	\$ 71,616	\$ 74,190	\$ 75,910	\$ 82,000	\$ 370,652
	Meat Inspection	Business Assistance	\$ 73,070	\$ 64,518	\$ 79,287	\$ 79,163	\$ 80,000	\$ 376,038
	Vermont Dairy Promotion Council	Business Assistance	\$ 260,000	\$ 276,000	\$ 235,987	\$ 254,013	\$ 252,000	\$ 1,278,000
	Vermont Dairy Task Force	Business Assistance	\$ 24,650	\$ 306,905	\$ 158,746			\$ 490,301
Agriculture Total			\$ 855,838	\$ 1,317,542	\$ 1,300,840	\$ 1,174,685	\$ 1,125,607	\$ 5,774,512
Children and Families	Microbusiness Program/ Job Start Technical Assistance	Workforce	\$ 351,000	\$ 411,000	\$ 446,000	\$ 382,700	\$ 382,700	\$ 1,973,400
Children and Families Total			\$ 351,000	\$ 411,000	\$ 446,000	\$ 382,700	\$ 382,700	\$ 1,973,400
Economic Development	Broad Band Infrastructure Initiative	Infrastructure	\$ 214,166	\$ 323,844				\$ 538,010
	Business Support	Business Assistance	\$ 448,202	\$ 433,780	\$ 498,169	\$ 627,796	\$ 266,000	\$ 2,273,947
	Econ Dev Council of Northern VT Grant	Community Economic Development	\$ 24,881	\$ 5,852	\$ 2,121	\$ 23,637	\$ 24,000	\$ 80,491
	Employment Ownership Center Grant	Workforce		\$ 25,000	\$ 25,000	\$ 23,750	\$ 24,000	\$ 97,750
	Job Development Zones Grant	Community Economic Development	\$ 41,198	\$ 40,180	\$ 37,940	\$ 33,000	\$ 32,000	\$ 184,318
	Job Start Grant	Community Economic Development	\$ 197,965	\$ 197,965	\$ 197,965			\$ 593,895
	RDC Block Grants	Community Economic Development	\$ 1,105,742	\$ 1,115,742	\$ 1,187,742	\$ 1,132,105	\$ 1,076,000	\$ 5,617,331
	Recruitment	Business Assistance	\$ 461,586	\$ 499,277	\$ 435,893	\$ 224,191	\$ 128,000	\$ 1,748,947
	SBDC Grant	Business Assistance	\$ 340,610	\$ 340,610	\$ 340,610	\$ 323,580	\$ 324,000	\$ 1,669,410
	South Windsor Incubator Project	Business Assistance		\$ 25,000				\$ 25,000
	Vermont Environmental Consortium	Business Assistance			\$ 40,000			\$ 40,000
	Vermont Global Trade Partnership	Business Assistance	\$ 150,863	\$ 170,236	\$ 208,036	\$ 275,583	\$ 268,000	\$ 1,072,718
	Vermont Procurement Technical Assistance Center	Business Assistance	\$ 354,921	\$ 355,196	\$ 369,718	\$ 481,000	\$ 726,000	\$ 2,286,835
	Vermont Software Developers Association	Business Assistance		\$ -		\$ 8,000		\$ 8,000
	Vermont Trade Commission	Business Assistance			\$ 12,000			\$ 12,000
Vermont Training Program	Workforce	\$ 1,906,835	\$ 2,591,800	\$ 2,293,194	\$ 2,847,500	\$ 1,703,000	\$ 11,342,329	
Women's Business Center Grant	Business Assistance				\$ 19,000	\$ 19,000	\$ 38,000	
Economic Development Total			\$ 5,246,969	\$ 6,124,482	\$ 5,648,388	\$ 6,019,142	\$ 4,590,000	\$ 27,628,981
Housing and Community	CDBG-Economic	Community Economic Development	\$ 400,000	\$ 53,325	\$ 500,000	\$ 900,000	\$ 4,143,202	\$ 5,996,527
	Downtown Transportation Fund	Infrastructure	\$ 800,000	\$ 760,000	\$ 760,000	\$ 329,965	\$ 327,022	\$ 2,976,987
	Micro 1% Technical Assistance Contract	Business Assistance	\$ 82,739	\$ 74,673	\$ 75,175	\$ 73,038	\$ 85,300	\$ 390,925
Housing and Community Affairs Total			\$ 1,282,739	\$ 887,998	\$ 1,335,175	\$ 1,303,003	\$ 4,555,524	\$ 9,364,439

APPENDIX: TABLE D5--Appropriations for Five Top Types of Spending by Department and Program by Fiscal Year

D5 - 2

Sum of Amount	Department	Program Name	Type of Spending	Fiscal Year					Grand Total
				2006	2007	2008	2009	2010	
	Information and Innovation	Broadband Council grants	Infrastructure	\$ 15,209	\$ 15,000				\$ 30,209
		Broadband Grant for Telecommunications	Infrastructure	\$ 150,000	\$ 200,000	\$ 200,000	\$ 180,000	\$ 1,000,000	\$ 1,730,000
		DII-Telecommunications grant	Infrastructure		\$ 110,000	\$ 110,000	\$ 99,875	\$ 54,763	\$ 374,638
		North link Broadband Project	Infrastructure		\$ 100,000	\$ 500,000		\$ 500,000	\$ 1,100,000
		Telecommunication Program Activities	Infrastructure	\$ 49,791	\$ 50,000				\$ 99,791
		Vermont Telecom Authority Operating Grant	Infrastructure			\$ 450,000	\$ 400,000	\$ 750,000	\$ 1,600,000
	Information and Innovation Total			\$ 215,000	\$ 475,000	\$ 1,260,000	\$ 679,875	\$ 2,304,763	\$ 4,934,638
	Labor	Employment Serv-(Wagner-PeyserAct)	Workforce		\$ 2,305,290	\$ 2,305,290	\$ 2,305,290	\$ 2,305,290	\$ 9,221,160
		Governor's IT Grant	Workforce		\$ 646,265	\$ 635,000			\$ 1,281,265
		H-1B IT and Healthcare Training	Workforce	\$ 335,700					\$ 335,700
		Next Generation Adult Technical Education	Workforce		\$ 450,000	\$ 450,000	\$ 427,000	\$ 385,000	\$ 1,712,000
		Next Generation WETF	Workforce		\$ 900,000	\$ 1,300,000	\$ 1,472,500	\$ 1,415,500	\$ 5,088,000
		Registered Apprenticeship Program	Workforce	\$ 820,682	\$ 827,092	\$ 827,092	\$ 920,682	\$ 1,035,323	\$ 4,430,871
		Workforce Education and Training Program	Workforce	\$ 364,653	\$ 364,653	\$ 364,653	\$ 245,500	\$ 200,000	\$ 1,539,459
	Workforce Investment Act	Workforce	\$ 5,730,857	\$ 5,724,520	\$ 5,724,520	\$ 5,704,362	\$ 5,536,500	\$ 28,420,759	
	Labor Total			\$ 7,251,892	\$ 11,217,820	\$ 11,606,555	\$ 11,075,334	\$ 10,877,613	\$ 52,029,214
	Public Service	Clean Energy Development Fund	Infrastructure		\$ 4,800,000	\$ 5,219,500	\$ 5,219,500	\$ 5,219,504	\$ 20,458,504
	Public Service Total				\$ 4,800,000	\$ 5,219,500	\$ 5,219,500	\$ 5,219,504	\$ 20,458,504
	Tourism	Additional Mktng/Chamber Grants	Tourism		\$ 225,000	\$ 845,000			\$ 1,070,000
		Communication/Outreach-Econ Dev	Tourism		\$ 194,000	\$ 203,000	\$ 174,000	\$ 91,000	\$ 662,000
		Film Comm. Grant	Tourism	\$ 180,000	\$ 180,000	\$ 180,000	\$ 171,000	\$ 171,000	\$ 882,000
		Fund for Tourism Marketing grants	Tourism		\$ 100,000	\$ 130,000			\$ 230,000
		Research relate to Econ Devel	Tourism	\$ 56,000	\$ 64,495	\$ 63,000	\$ 45,000	\$ 43,000	\$ 271,495
		Sales and Marketing	Tourism	\$ 2,394,507	\$ 2,334,000	\$ 2,205,000	\$ 2,155,000	\$ 1,644,000	\$ 10,732,507
		VT Convention and Tourism Bureau grant	Tourism	\$ 101,000	\$ 101,000	\$ 101,000	\$ 96,000	\$ 100,000	\$ 499,000
	VT Ski Areas Assoc (started in FY06)	Tourism		\$ 30,000	\$ 30,000			\$ 60,000	
	Tourism Total			\$ 2,731,507	\$ 3,228,495	\$ 3,757,000	\$ 2,641,000	\$ 2,049,000	\$ 14,407,002
	Grand Total			\$ 18,621,145	\$ 30,187,337	\$ 32,209,658	\$ 29,737,419	\$ 32,241,101	\$ 142,996,660

Note: "Business Assistance" is non-financial.

APPENDIX D6: VEDA Economic Development Initiatives 2000 - 2009

SOURCES: APPROPRIATIONS & DEBT FORGIVENESS	1 2000	2 2001	3 2002	4 2003	5 2004	6 2005	7 2006	8 2007	9 2008	10 2009	TOTAL
INTEREST SUBSIDIES - COM	\$2,665,588	\$0	\$0	\$3,050,000	\$0	\$0	\$0	\$0	\$0	\$0	\$5,715,588
INTEREST SUBSIDIES - AG	0	250,000	0	1,450,000	70,000	0	0	100,000	165,000	1,000,000	3,035,000
MEZZANINE DEBT	0	0	0	2,000,000	0	0	0	0	0	0	2,000,000
SMALL BUSINESS	0	0	0	1,000,000	0	0	0	0	0	0	1,000,000
REVENUES FROM STATE	2,665,588	250,000	0	7,500,000	70,000	0	0	100,000	165,000	1,000,000	11,750,588
SUBSIDY CORPUS EARNINGS	151,099	181,762	103,848	77,449	39,843	52,179	32,642	0	0	0	638,822
TOTAL AVAILABLE SOURCES	2,816,687	431,762	103,848	7,577,449	109,843	52,179	32,642	100,000	165,000	1,000,000	12,389,410

USES OF FUNDS	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	TOTAL
INTEREST SUBSIDIES - COM (a)	71,626	192,602	160,204	210,646	421,021	762,365	986,144	815,324	684,261	620,216	4,924,409
INTEREST SUBSIDIES - AG (b)	0	8,643	47,088	128,763	298,003	182,096	347,542	930,929	165,000	165,000	2,273,064
MEZZANINE DEBT (c)	0	0	0	0	0	0	0	1,600,000	0	400,000	2,000,000
SMALL BUSINESS (d)	0	0	0	1,000,000	0	0	0	0	0	0	1,000,000
TOTAL USES:	71,626	201,245	207,292	1,339,409	719,024	944,461	1,333,686	3,346,253	849,261	1,185,216	10,197,473

(a) All of the remaining commercial subsidy has been committed to existing borrowers and will be used FY 2010-2011.

(b) Internal projections indicate all of the remaining agricultural subsidy has been committed to existing borrowers to be used in future years.

(c) The mezzanine debt investment is part of a \$25-\$35 million capitalized fund that expects to make \$75 million of investments in underserved markets in Vermont and the greater Northeast.

(d) The \$1,000,000 capitalization of the small business program has been loaned out in addition to funds lent under a line of credit obtained as a result of the capitalization.

Program Results shown on next page

APPENDIX D6: VEDA Economic Development Initiatives 2000 - 2009

PROGRAM RESULTS:	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	TOT/AVG
COMMERCIAL NEW LOANS #	17	21	28	44	39	36	37	27	15	31	295
COMMERCIAL NEW LOANS	6,394,752	7,215,970	8,152,436	15,803,341	13,055,834	12,435,338	16,161,642	14,348,338	5,523,194	9,061,730	\$108,152,575
LEVERAGED PRIVATE CAPITAL	14,753,639	13,897,280	16,026,679	26,742,206	30,076,533	24,646,009	17,349,704	30,894,864	20,183,770	20,814,356	\$215,385,040
COMMERCIAL OUTSTANDINGS #		37	65	108	132	155	173	182	158	162	162
COMMERCIAL OUTSTANDINGS		12,488,457	19,044,244	31,009,472	36,307,636	44,444,328	52,326,368	56,789,834	52,333,921	53,096,637	53,096,637
JOBS CREATED/RETAINED	373	295	832	884	589	835	506	683	197	231	5,425
JOBS IMPACTED	888	621	1,442	1,662	1,460	2,258	2,066	1,499	533	1,317	13,746
AVERAGE HOURLY WAGE	\$12.98	\$13.02	\$16.73	\$17.69	\$17.40	\$15.18	\$18.01	\$16.19	\$16.97	\$19.91	\$16.70
AVG HOURLY WAGE W/BENEFITS	\$16.25	\$16.59	\$22.64	\$25.47	\$23.00	\$19.36	\$23.75	\$20.55	\$21.29	\$22.45	\$21.66
AGRICULTURE NEW LOANS #	35	50	65	132	126	88	97	140	116	265	1,114
AGRICULTURE NEW LOANS	1,758,350	3,640,250	5,527,164	10,899,321	9,524,300	7,667,500	7,675,862	13,174,294	9,343,116	15,873,415	\$85,083,572
AGRICULTURE OUTSTANDINGS #		77	134	254	332	364	391	419	456	577	577
AGRICULTURE OUTSTANDINGS		4,757,841	8,878,330	17,745,793	23,515,037	25,878,035	26,921,451	34,228,523	36,074,626	45,157,024	45,157,024
SMALL BUS. NEW LOANS #	8	11	11	11	9	25	14	18	19	50	176
SMALL BUS. NEW LOANS	466,048	464,400	515,252	550,573	412,624	2,308,325	1,221,209	1,111,225	1,240,601	2,641,792	\$10,932,050
LEVERAGED PRIVATE CAPITAL	1,447,432	889,140	1,189,815	1,637,044	1,027,748	4,932,640	3,103,600	2,570,242	2,402,290	7,175,038	\$26,374,989
SMALL BUS. OUTSTANDINGS #		19	29	36	42	60	65	71	84	113	519
SMALL BUS. OUTSTANDINGS		872,485	1,156,973	1,596,921	1,753,963	3,149,624	4,011,243	4,419,228	4,737,936	6,207,950	6,207,950
JOBS CREATED/RETAINED	47	20	97	74	54	207	44	81	169	237	1,029
JOBS IMPACTED	86	83	111	185	73	532	137	153	241	366	1,967
AVERAGE HOURLY WAGE	\$9.61	\$11.08	\$12.08	\$19.42	\$9.29	\$16.58	\$16.33	\$24.19	\$16.08	\$16.59	\$16.30
AVG HOURLY WAGE W/BENEFITS	\$9.88	\$11.08	\$14.11	\$28.59	\$9.95	\$19.69	\$16.73	\$26.62	\$20.02	\$20.84	\$19.65

NOTES:

- o Outstanding amounts reflect only loans made during the subject period and not all VEDA program outstandings.
- o Leverage private capital includes borrower equity and funds of participating lenders.
- o Job and wage data is based on information provided by VEDA borrowers at time of application and include project jobs created or retained as a result of the VEDA project.

APPENDIX D7: Vermont Office of Stimulus and Recovery - Data for Unified Economic Development Budget Report 2010

Program Name	Available to VT State Gov't	Expenditure Plan FY09	Expenditure Plan FY10	Expenditure Plan FY11	Recipient Use of Funding
Community Development Block Grants/State's program and Non-Entitlement Grants in Hawaii – (Recovery Act Funded)	\$1,981,527	\$0	\$1,889,055	\$92,472	This program is intended to enable local governments to undertake a wide range of activities intended to create suitable living environments, provide decent affordable housing and create economic opportunities, primarily for persons of low and moderate income.
Employment Service/Wagner-Peyser Funded Activities	\$1,292,224	\$50,000	\$1,242,224	\$0	Additional funds for the increased number of UI claimants seeking employment and reemployment services
Senior Community Service Employment Program SCSEP	\$131,670	\$3,000	\$128,670	\$0	Support additional training and employment opportunities for unemployed low-income seniors.
Workforce Investment Act (WIA) Adult Program	\$1,234,406	\$0	\$1,234,406	\$0	Additional funds for the increased number of disadvantaged adults seeking employment opportunities
Workforce Investment Act (WIA) Youth Activities	\$2,918,025	\$350,000	\$2,568,025	\$0	Additional funds for the increased number of disadvantaged youth seeking employment opportunities
Workforce Investment Act (WIA) Dislocated Workers	\$1,749,098	\$0	\$1,749,098	\$0	Additional funds for the increased number of dislocated workers seeking employment opportunities
Aviation Improvement Program	\$6,008,809	\$3,600	\$3,000,000	\$3,005,209	Construct parallel taxiway; rebuild and expand terminal apron; and reconfigure and reconstruct crosswind runway.
Brownfields Assessment and Clean-up Agreements	\$612,000	\$0	\$462,000	\$150,000	The grant funds will allow the Agency of commerce, in partnership with the Agency of natural Resources, to make subgrants through a new RLF called the "Vermont E2 Fund" to brownfield projects that are considered shovel-ready and will create jobs during and after the project.

APPENDIX D7: Vermont Office of Stimulus and Recovery - Data for Unified Economic Development Budget Report 2010

State Energy Program	\$21,999,000	\$0	\$14,655,998	\$7,333,001	(1) Leverage \$2M of ARRA funds with \$20M of other funds for wind turbines with co-located cellular transceivers. (2) Increase the development and deployment of cost-effective and environmentally sustainable electric power resources primarily with respect to renewable energy resources, and the use of combined heat and power technologies - in Vermont which will include a loan reserve for bonding for renewable projects and energy efficiency. (3) Update our Commercial Building Energy Standards to meet the current International Energy Conservation Code (IECC). (4) This program will include a \$2M grant to the Board for weatherization purposes. The program will likely entail grants and some low to no interest loans for residents of low income housing. The awards will be administered by the Board, based on energy saving projections through audits. (5) This program will include a revolving loan and/or small grant program for public serving, non-profit or government institutions to implement non-electric energy efficiency measures or renewable energy projects.
State Fiscal Stabilization Fund General 18% - can be used for Ed Modernization and Higher Ed	\$17,165,419	\$0	\$8,500,000	\$8,665,419	Funding is for Vermont's SFSF government services fund designated for education, public safety, and other government services.

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UNIFIED ECONOMIC DEVELOPMENT BUDGET- 2010
PERFORMANCE MEASURES

Department/Agency:

Agency of Commerce and Community Development—Administration Division

A. Program/Initiative Name:

Brownfield Revolving Loan Fund aka E2 Fund

Program/Initiative Description:

These funds were awarded to the Agency by EPA (ARRA funding) to establish a revolving loan fund to clean-up contaminated brownfield sites and create jobs. Of the \$612,000 award, approximately \$590,000 will be used for subgrants.

Program/Initiative Goals:

The goal is to provide subgrants to eligible applicants who demonstrate shovel-readiness and the ability to create jobs during and at the end of the clean-up.

Other departments, agencies, governments or groups involved in this program/initiative:

Agency of Natural Resources - Department of Environmental Conservation

OUTCOME MEASURES:

1. Name of Measure:

Identify and provide funding to sites that have an approved CAP and are otherwise eligible for subgrants

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			3
Actual Results			

Description of measure:

Success will be measured by the number of awards made from the E2 fund.

Explanatory comments on results:

We had to identify projects that we deemed to be shovel-ready in our application to EPA. Of the five that we selected, we have already funded town of them from our existing RLF. There are more in the pipeline that are likely eligible.

2. Name of Measure:

Sites that are funded must demonstrate job creation during and post clean-up.

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			150 jobs to be created or retained
Actual Results			

Description of measure:

The E2 fund will specifically be for projects that demonstrate job creation and/or retention.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Award 100% of E2 Funds within two years

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			3
Actual Results			

Description of measure:

It is our goal to make awards to eligible projects that will prove to swiftly create jobs. In doing this, we will be better positioned to access additional EPA (non-ARRA) funds.

B. Program/Initiative Name:

Vermont Software Developers Alliance

Program/Initiative Description:

The mission is to retain current software companies; help in the recruitment for future companies; help to expand the software industry's workforce; help in the expansion of current software business opportunities by producing a stronger and more unified Vermont software brand such that will support a synergy among Vermont software developers to enhance Vermont's image and position in the software side of the information technology industry. The State's objective is to support the initiative to recruit new information technology businesses, particularly software developers.

Program/Initiative Goals:

Retain current software companies
Help in recruitment for future companies
Expand software industry workforce
Assist in expanding current software business opportunities
Recruit new information technology businesses & software developers

Other departments, agencies, governments or groups involved in this program/initiative:

Burlington CEDO; USDA; UVM; St. Michaels College; Champlain College; Linking Learning 2 Life; Chittenden County WIBs; Champlain Valley Union High School; and Burlington High School

OUTCOME MEASURES:

1. Name of Measure:

Conduct Networking Events for H.S. Students, Job Seekers, and Career Changers to encourage new entrants in the field

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	1800	900	1200

Description of measure:

Vermont 3.0 Career Jam-- Job Fair and Technology Expo

Explanatory comments on results:

The Vermont 3.0 Career Jam has been held on three occasions, with a target group of high school students and secondarily adult career changers. The objective was to encourage new entrants in the software development workforce, as VtSDA has identified a lack of qualified technical personnel for existing and growing software companies. Target numbers were not established for attendance, but we were gratified

to see an increase in FY10 from the dramatic slump in 2009-2010.

2. Name of Measure:

Create 19 new jobs and up to 100 new jobs within the next 1-3 years

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	19	19	100
Actual Results	see 2010	see 2010	170 est.

Description of measure:

Provide networking opportunities and business development to encourage growth of the software industry.

Explanatory comments on results:

Job Creation -- Given the economic downturn, we have been gratified that our sector has remained viable. VtSDA conducts a number of ongoing activities in order to support our industry:
Monthly Lunch and Learn Sessions-with topics on business development and industry trends
Evening Receptions (bimonthly)
Other networking opportunities
Department of Labor Career Exploration Project
VtSDA has become an important part of an ecosystem to further the creation of technical professional positions.
Selected Job Creation_ the following member companies have reported jobs additions: Dealer Dot Com hired four professionals that were attributed to contacts at Vermont 3.0 Expositions. The company has been a star for the Burlington economy as it has grown to over 150 employees in the past two years. Blue House Group hired three professionals. Physician's Computer Company (PCC) hired six professionals as a result of the Career Jams. They accelerated hiring after finding good employee candidates at the Jam. The Technical Connection, a hiring firm, said that they supplied nine candidates for new software development positions.

OUTPUT MEASURES

1. Name of Measure:

Increase VtSDA Membership Growth

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	25	50	100
Actual Results	30	45	93

Explanatory comments on results:

Currently we have 93 members of which 66 are software companies with a balance of interested organizations and service providers. Conversations are in progress about the possibility of combining VtSDA with a similar biotechnology group to form an expanded Vermont Tech Association.

2. Name of Measure:

Career Exploration Activities

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			442 high school students

Description of measure:

Participation in Career Exploration activities during Career Exploration Project

Explanatory comments on results:

Under the Next Generation Career Exploration program, VtSDA, in concert with multiple partners facilitated several activities which comprised the first phase of a three year effort designed to address a precipitous decline in high-school enrollments in computer science, and other science and technology classes in our high schools. Activities included: The pilot project at Champlain Union High School; Learn to Earn Project with partner Linking Learning to Life Pilot Program at Champlain Valley Union High School.

The motivating philosophy of the pilot project derives from the fact that K-12 students are currently exposed to computing in one of two inadequate extremes. On one hand, students are required to take a computer applications course. In the case of our pilot school, this course currently consists primarily of learning the Office tools(e.g., keyboarding in Word, Excel). On the other hand, a few interested students will take the Advanced Placement Computer Science course, which is focused on the JAVA programming skills necessary to pass the AP exam. The focus of the AP course is narrowly limited to programming. Thus, we see that students often possess one of two inaccurate views of computing. Most will leave high school with the view that computing is too trivial as the computer applications course will not expose them to the depth and richness of the discipline since the pedagogical outcomes are geared toward "tool using". A small minority of students who embark into the AP course will develop some substantial exposure to programming, but may "miss the forest for the trees" in that they may come to see computing revolving around the "tool" of programming rather than a rich discipline of scientific inquiry and application where programming is but one facet.

Therefore, the pilot project was conceived to address the necessary "tools" of computing without leaving students with an underdeveloped

view of computing. Our pilot project is a significant start to testing our hypothesis that more students will become interested in STEM fields through a well designed breadth -oriented exposure to many challenging questions in the sub-disciplines of computing. We will continue to teach the "tools" found in the traditional high school courses, but the focus will be greatly altered toward demonstrating the intricate interplay between technology (hard science) and society (soft science).

Fall 2008 & Spring 2009-- Champlain Valley Union High School --The pilot program took place during the fall 2008 and spring 2009 terms. Several cohorts of students were involved at CVU. Two full-time educators at CVU worked along side of St. Michaels Professor, Michael Battig to design and deliver the modules listed below. Most of the material was delivered in the context of a computer programming course that featured the programming language Alice during the fall of 2008 and the programming language JAVA during the spring of 2009. Two of the modules were delivered to a wider audience at CVU --Databases and Ethics, Society & Technology.

Modules --1. Intro to Computing , Careers in STEM/ICT fields; 2. Programming & Its Relationship to Computing (including Networks, Security, etc.);3. Databases in everyday life; 4. Software Engineering & Human Factors in Computing;5. Artificial Intelligence in Computing; 6. Ethics, Society & Technology.

Student Numbers-- 110 students participated in courses at CVU during Fall 2008. 16 Students participated in Spring 2009 courses.

Spring 2009 Burlington High School- Learn to Earn. The Learn to Earn program was delivered to 316 high-schoolers in Spring at BHS. Learn to Earn encourages teens to consider careers in manufacturing, high tech, or healthcare. The program focuses on how math, science and technology are used daily on the job and it encourages teens to understand how the importance of math, science and technology courses are and how these relate to future career choices. This education initiative helps to identify pathways to manufacturing, high-tech, and healthcare careers. The core component of Learn to Earn is dynamic in-school presentations by teams of technicians, engineers and other professionals from the local business community. In addition, an interactive web site enables schools and businesses to connect, schedule presentations, post-employment opportunities, and develop follow-up school-to-career activities. The site also provides career information specific to each region of Vermont and parts of New Hampshire. Learn to Earn is coordinated statewide by Linking Learning to Life with regional coordinators directly connecting schools and businesses.

Student Numbers-- 316 students participated in the Learn to Earn program in spring, 2009. Aggregate numbers between both programs in both the Fall '08 and Spring'09 show that 442 students participated in courses between the two programs.

C. Program/Initiative Name:

Vermont Council on Rural Development - Support for Program Activities

Program/Initiative Description:

This is a pass-thru grant to this group. The council is an independent non-profit dedicated to helping Vermonters create a prosperous and sustainable future. VCRD was formed as part of the National Rural Development Partnership to help state, federal, business, non-profit and local leaders work effectively together to advance local initiatives and coordinate state and federal efforts in service to the community and

economic development of rural areas. State support provides key investment for community and telecom efforts and provides operational support for all parts of the VCRD program. In 2010, the State provides \$47,500 toward our overall budget of \$350,000.

Program/Initiative Goals:

A. Support Community Engagement, Goal Setting and Connection to Resources: VCRD Community Visits and Creative Community Programs have helped 17 Vermont towns and cities (from Rutland to Hardwick) come together and build action plans to advance community and economic development initiatives.

1. In FY 2010, VCRD will carry out 2 Community Visits: Shoreham and Marlboro. VCRD's Community Visit to Shoreham is well underway. Over 80 residents and 20 visiting team members gathered in October 2009 for the first of three meetings. The Visit will be completed in January 2010. We will begin working with Marlboro in January 2010.

2. VCRD has led consultations with 12 communities from Pownal to Killington to Hinesburg in community and economic development planning and implementation.

B. Expand Broadband Access and Take Rates:

1. VCRD led a WiFi Development program in the NEK which currently has 15 active sites;

2. E-NEK looks to advance Gov. Douglas's Goal of expanding usage by educating communities and businesses to advanced applications. Currently, the effort includes an eNEK Internet Biz competition for expanding business models and encouraging innovate start up enterprises. Through the contest, VCRD is raising funds to help 3 local NEK businesses create innovative use of the internet;

3. VCRD has led town based assessments, aggregation and negotiations with providers to draw high speed broadband to 32 towns throughout the state;

4. VCRD built and managed the Broadband Working Group to unite state and federal leaders, congressional offices, non-profits and all who use public funds to advance telecom deployment--with the goal of collaborating for the most efficient and complementary use of resources;

5. With support from the Vermont Stimulus Office and Governor Douglas, VCRD has applied for an ARRA grant that if funded will provide 24 communities in Vermont with equipment and services to roll out internet applications for civic engagement, economic development, and business success.

C. VCRD has worked with the Agency of Agriculture and lead partners in ag. development to develop a strategic development plan that includes concepts for an online Vermont Brand Center to increase ag. sales and marketing, a Vermont Farms and Foods festival to draw chefs and buyers to Vermont, and a Vermont Ag. Development Corporation to build equity investment and unify ag. services in support of new and expanding ag. and value added enterprises.

D. In line with our statutory responsibilities as a mediator in support of effective rural policy, VCRD provides strategic facilitation in support of a variety of needs:

1. Facilitated a day-long summit on "Governance for the 21st Century" for three organizations: the Vermont School Boards Association, the Vermont Superintendents Association, and the Vermont League of Cities and Towns;

2. Facilitated 4 forums in Addison County on "Renewal of Public Education for the 21st Century" for the Addison Northwest Supervisory Union to gather teacher and public input on board unification;

- 3. Brought together economic development leaders from across Vermont to develop a set of job creation and economic development strategies;
 - 4. Facilitated 2 "Growth Center Forums" for the Vermont Planners Association as they explore opportunities and goals and define next steps;
 - 5. Provided facilitation services for the emerging network of food hub initiatives in Vermont;
 - 6. As a lead partner of the "Partners of Rural America" we will host a spring 2010 summit to convene rural policy leaders from 13 northeastern states to build a northeastern strategic collaboration for rural development.
- F. VCRD led a ubiquitous statewide conversation about Vermont Values, Goals, and Priorities--a sort of "Community Visit" for the state.
- G. VCRD is leading the development of a Working Landscape Partnership with support from the Vermont Agencies of Agriculture and Natural Resources, to bring together agriculture and forest-based enterprises to define a unified Working Landscape Policy for Vermont's future and will lead in implementing strategies.

Other departments, agencies, governments or groups involved in this program/initiative:

VCRD brings federal, state, local, non-profit, business, and philanthropic leaders together for both our community programs and policy work. Our board is made up of a diverse representation of these sectors including representatives from the Congressional offices, Secretaries of State Government, and other leaders. We receive financial support from foundations, businesses and individuals.

OUTCOME MEASURES:

1. Name of Measure:

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Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Explanatory comments on results:

VCRD is a neutral facilitator of public process in our work both with communities and in rural policy convening. Community Visits have engaged hundreds of community volunteers to advance specific projects to develop affordable housing, beautify downtowns, provide youth activities, improve town communications, identify a local "brand," expand amenities to improve the quality of life, and innumerable other locally-determined community and economic activities. A summary of some our work is listed above in the Program/Initiative Goals section.

OUTPUT MEASURES

1. Name of Measure:

Expand Broadband Access and Take Rates

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			
Actual Results		Through our work since early 2000s: <ul style="list-style-type: none"> ▪ 53 towns have connected with broadband or have created plans to connect in the near future; ▪ 32 broadband committees were formed to address local and regional needs; ▪ 32 towns were surveyed to aggregate the demand for broadband; ▪ 47,000 people now have access to broadband and 14,300 have connected to broadband service; ▪ there are currently 15 WiFi centers with a daily average usage of 40 users/day, or 14,600 users/annually. 	

2. Name of Measure:

Produced Summit on the Future of Vermont

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			
Actual Results		<ul style="list-style-type: none"> ▪ over 500 Vermonters attended the Summit; ▪ Summit participants defined priority areas and concrete action steps in 14 task force areas: Agriculture, Civic Life, Clean Energy, Demographics, Digital Age, Diversity, Economic Plan, Forestry and Industry, Healthy Vermont, Higher Education, preK-12 Education, Land Use and Development, Preserving the Balance of Working Downtowns and Working Landscapes, Public Transportation; ▪ Served as a call to leadership of Vermonters toward implementation of key ideas from the Summit; ▪ Produced a Summit Final Report detailing task group priorities, notes, and participants, available in print and online; 	

Explanatory comments on results:

The Summit on the Future of Vermont served as the official report out to Vermonters on the findings of the Council on the Future of Vermont. The Summit gathered Vermonters - leaders from state, federal, non-profit, and private sectors, and residents - together to consider the values, visions, and conclusions of the Council and work together to define concrete action steps that could advance key

recommendations made by the Council. The Summit asked participants to consider how we work more effectively as teams to advance long-term goals and achieve them. The findings of the Council and the deliberations of the Summit present a major agenda for common action toward building the future we want as Vermonters that will drive program planning for VCRD into the next few years.

D. Program/Initiative Name:

Vermont Sustainable Jobs Fund

Program/Initiative Description:

This is a pass-thru grant to this group. They provide targeted early stage funding and technical assistance to help the growth and expansion of new and established businesses with an emphasis on sustainability in Vermont's green economy market sectors.

Program/Initiative Goals:

The Vermont Sustainable Jobs Fund was created by the Vermont Legislature in 1995 to accelerate the development of Vermont's green economy. We do this by providing early stage grant funding and technical assistance to entrepreneurs, businesses, farmers, networks and others interested in developing the green economy. Because of limited funding and staff capacity, VSJF typically focuses on 2 or 3 of the market sectors identified by the legislature at any one time. Our current focus is on the intersection between biofuels, sustainable agriculture, and sustainable forestry. Our business assistance program, the Peer to Peer Collaborative, matches accomplished Peer Advisors (CEOs, COOs, and CFOs) in teams of three with CEOs of growing companies and their teams. Our Peer Advisors work over a 12- to 18-month period to help our clients accelerate company and leadership growth by sharing their experiences, triumphs, and failures and by offering an "outside looking-in" perspective on challenges and opportunities growing businesses face in Vermont.

FOR BIOFUELS:

- 1. To support the expansion of the supply of and demand for locally produced and commodity level biofuels in Vermont in order to reduce the state's dependency on petroleum;**
- 2. To promote entrepreneurial activity in the emerging biofuels sector by providing grant funding and technical assistance to new businesses which can or will eventually create livable wage jobs;**
- 3. To stimulate farm-based biofuels production efforts as a means of enhancing farm viability (reducing costs and/or increasing revenue) and local fuel security; and**
- 4. To help educate the public about the benefits of sustainably and locally produced biofuels.**

FOR FOREST PRODUCTS:

- 1. To support a growing supply of and demand for local and/or green certified Vermont forest products throughout different market channels (e.g. retail, green building, large institutions);**
- 2. To provide technical assistance to existing or new forest products businesses who are selling into local/regional markets to clarify their business model, strengthen their overall business performance and create or retain livable wage jobs;**
- 3. To enlist consulting and county foresters in promoting local, green certified woodland management that feeds local/regional markets (i.e. create**

more available supply of FSC logs and lumber);

4. To help educate the public about the benefits of sustainably and locally produced forest products; and
5. To provide grant funding for projects which work to forge new linkages in the forest products supply chain.

FOR SUSTAINABLE AGRICULTURE:

1. To develop the 10 year strategic plan to strengthen Vermont's food system that will
 - (a) Increase economic development in Vermont's food and farm sector.
 - (b) Create jobs in the food and farm economy.
 - (c) Improve access to healthy local foods.

FOR BUSINESS TECHNICAL ASSISTANCE:

1. To provide quality technical assistance and referrals to our partners and networks which help grow businesses both within and outside VSJF's market sectors focus areas
2. Enhance the leadership capacity of Vermont's entrepreneurial CEOs and to improve the profitability of the company and compensation paid to employees for manufacturing companies with \$1 – 15 million in sales.
3. To build the internal expertise to provide quality technical assistance to businesses (i.e. expand our stable of peer advisors and business coaches)

Other departments, agencies, governments or groups involved in this program/initiative:

Biofuels: University of Vermont Extension, University of Vermont, Renewable Energy Vermont, Vermont Technical College, Vermont Fuel Dealers Association, Vermont Department of Public Service, Biomass Energy Resource Center, Vermont Center for Geographic Information, Fountains Spatial, Shelburne Farms, Vermont Wood Pellet Company, Philanthropic Funders (Vermont Community Foundation, High Meadows Fund), Government Funders (U.S. Dept. of Energy)

Sustainable Forestry: Vermont Division of Forests, Parks, and Recreation, Vermont Wood Manufacturers Association, Consulting Specifications Institute - Vermont Chapter, Redstart Forestry, Allard Lumber, Copeland Furniture, AIA-VT, Govt. Funders (USDA)

Sustainable Agriculture: Northeast Organic Farming Association - Vermont, UVM Center for Sustainable Agriculture, UVM Extension, Vermont Community Foundation, Agency of Agriculture, Food & Markets, UVM College of Agriculture & Life Sciences, Vermont Council on Rural Development, Center for an Agricultural Economy, Composting Association of Vermont, Philanthropic Foundations (i.e. Vermont Community Foundation, Castanea, John Merck Fund).

OUTCOME MEASURES:

1. Name of Measure:

Jobs Impacted through VSJF Grants & Technical Assistance

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	333	428	4 (NOTE: we don't summarize total until later in the fiscal

			year).
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Description of measure:

Jobs created or retained as a result of our grants, technical assistance and/or peer advisory services.

Explanatory comments on results:

This measure reflects at least 297 jobs impacted through VSJF grants; 118 employees of Peer to Peer Collaborative clients; 11 consultants utilized by VSJF to develop projects and products; and two new VSJF employees. The grantees were a mixture of farmers, businesses, and researchers (including substantial research and outreach grants to UVM Extension and 3 innovative new algae-to-biodiesel R&D projects. Consultants include an engineer, architect, GIS experts, consulting foresters, and a greenhouse gas emissions calculator researcher. Peer to Peer clients include two manufacturers, two agriculture-related businesses, one web design firm, and one accounting firm. Four people were hired part-time by VSJF in FY10 to research and facilitate the Farm to Plate Initiative. We won't have a final tally for FY 2010 until later in the year.

2. Name of Measure:

Vermont Biofuels Initiative Impact			
Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results		<ul style="list-style-type: none"> *>80,000 gallons of B100 produced in state *7 farms growing oilseed crops to replace diesel use and imported animal feed with biodiesel and local animal feed; *4 on-farm biodiesel production facilities; *2 educational institutions developing biomass-to-biofuels course offerings; *Renewable Energy Vermont expanding its purview to cover liquid fuels; *Grass Energy Partnership between VSJF, Biomass Energy Resource Center, UVM Extension, and VT Wood Pellet Company to test the possibility of grass pellets for commercial thermal applications. 	<ul style="list-style-type: none"> *3 commercial fuel dealers expanding their capacity to offer biodiesel and bioheat to customers; *3 algae researchers / entrepreneurs;

Description of measure:

The Vermont Biofuels Initiative is VSJF's market development approach to non-renewable fossil fuel replacement. Fossil fuel dependency in Vermont is a major economic threat and VSJF has worked to build resilience to this threat by developing locally produced renewable energy replacements. VSJF has taken this market sector from non-existence a couple of years ago to now: 7 farms growing oilseed crops to replace diesel use and imported animal feed with biodiesel and local animal feed; 4 on-farm biodiesel production facilities; 3 commercial fuel dealers expanding their capacity to offer biodiesel and bioheat to customers; 3 algae researchers/entrepreneurs exploring the very promising opportunity of turning algae into biodiesel; 2 educational institutions (University of Vermont and Vermont Technical College) developing biomass-to-biofuels course offerings; Renewable Energy Vermont expanding its purview to cover liquid fuels; and a Grass Energy Partnership between VSJF, Biomass Energy Resource Center, UVM Extension, and VT Wood Pellet Company to test the possibility of grass pellets for commercial thermal applications. Additionally, VSJF is developing the Renewable Energy Atlas of Vermont, a web based platform for identifying existing renewable energy sites and analyzing potential sites that will be available in February 2010. Finally, many hundreds of farmers, entrepreneurs, businesses, government representatives, nonprofits, and citizens have attended workshops, field days, and other educational events.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Funds Leveraged

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	\$345,613	\$1,736,219.55 VSJF Leveraged \$687,667 VSJF Grantee Leveraged (expected)	To date: \$2,578,250

Description of measure:

As a grant-making organization, VSJF has prided itself on leveraging additional funding beyond our state appropriation. For example, over the history of the organization VSJF has leveraged in excess of \$15.4 million for re-deployment as grants and projects throughout Vermont. In FY 2009, VSJF more than doubled our state appropriation with leveraged funds, and FY 2010 is shaping up to be an even more robust year. VSJF grantees and partners are expected to leverage an additional nearly \$700,000 during the course of their funded projects and activities. So, our original state appropriation of \$233,890 leveraged an additional \$2,423,886.55 for grantees, projects, and activities.

OUTPUT MEASURES

1. Name of Measure:

Harvest for Use Initiative Impact

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			

Actual Results		<p>*85.53 MBF (MBF = thousand board feet) harvested as FSC certified and milled at Allard from 3 forestry outfits and 5 landowners.</p> <p>*40 jobs retained at Allard, this project helped</p> <p>*75 jobs retained at Copeland, this project helped</p> <p>*3 jobs impacted at Redstart</p> <p>*6 consulting forester jobs impacted through workshops and participation in the wood aggregation efforts.</p>	
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Description of measure:

To take advantage of increasing consumer interest in wood products made from Forest Stewardship Council (FSC) certified forests and 'chain of custody' manufacturing, VSJF teamed up with Redstart Forestry, Allard Lumber Company, Champlain Hardwoods, and Copeland Furniture to develop two product lines that are FSC certified and made from Vermont maple. This project provides participating landowners, foresters, loggers, mill owners, and wood manufacturers with an opportunity to create stronger linkages between themselves, increase the quality of forest management and protect the ecological integrity of the forest through third-party certification, protect working class jobs in the forest products sector against overseas competition where unsustainable and/or illegal forestry is the norm, and provide a framework for greater cooperation up and down the forest products supply chain. Note: the jobs highlighted here were counted in the outcomes measurement above.

Explanatory comments on results:

Even during a tough economic year, at about \$600 per MBF we had pretty good success with the first phase of the Harvest for Use Initiative and more land owners, consulting foresters, and manufacturers are being recruited for the next phase. Copeland is now doing a certified wood product for Crate and Barrel.

2. Name of Measure:

Businesses Assisted

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	124	544	

Description of measure:

Our first form of business assistance comes in the form of grants. Lately we have been making a lot of grants to farmers and researchers for biomass-to-biofuels market development. Our second form of business assistance is in the form of our technical assistance programs: the Peer to Peer Collaborative. Finally, in many cases, calls and emails come in and we make recommendations, referrals, and provide expertise or resources. Some of the calls turn into Peer to Peer Collaborative clients (e.g., Sunrise Orchards, Vermont Smoke & Cure). Some turn into grantees (e.g., Community Action Brattleboro Area). NOTE: this item doesn't count presentations we have made, field days or other events we have sponsored.

Explanatory comments on results:

The addition of Netaka White as the Biofuels Director at VSJF has significantly bumped up the number of biomass-to-biofuels inquiries VSJF receives and consequently the assistance we provide.

Department/Agency:

ACCD: Department of Economic Housing & Community Development

E: Program/Initiative Name:

Community Development Block Grants - only Economic Development job creation or retention projects

Program/Initiative Description:

Grants and loans to communities to assist in projects that create or retain jobs.

Program/Initiative Goals:

To fund projects where at least 51% of those benefitting are low to moderate income.

Other departments, agencies, governments or groups involved in this program/initiative:

RDCs, RPCs, VEDA, USARD, private businesses, banks, EDA, SBDC

OUTCOME MEASURES:

1. Name of Measure:

Low and Moderate Income Beneficiaries

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	51% or more of the jobs created or retained are benefiting LMI individuals	51% or more of the jobs created or retained are benefiting LMI individuals	51% or more of the jobs created or retained are benefiting LMI individuals
Actual Results	100% of the jobs to be created will benefit LMI individuals	66% of the jobs to be created & retained will benefit LMI individuals	51% of the jobs to be created to date will benefit LMI individuals

Description of measure:

% of LMI jobs created or retained versus total jobs to be created or retained.

Explanatory comments on results:

In FY 2008 only one business received assistance and they have committed to create 12 jobs all of which will be LMI.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Cost per Job Created or Retained

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	Below \$40,000 per job created or retained	Below \$40,000 per job created or retained	Below \$45,000 per job created or retained
Actual Results	\$37,500 average cost per job created	\$24,645 average cost per job created/retained	\$12,300 average cost per job created/retained to date

Description of measure:

Direct total cost per jobs created/retained.

OUTPUT MEASURES

1. Name of Measure:

Total Jobs Created or Retained

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	12 Jobs Created	120 Jobs Created/Retained	100 Jobs Created/Retained
Actual Results	Funding has been granted to one company to create 12 Jobs. They have not secured agreements with the Power Company yet to proceed with the project therefore the jobs have not been filled yet.	Funding has been granted to five companies to create/retain 120 jobs. To date 51 Jobs have been retained.	Funding has been granted to one company to-date to create 80 jobs.

Description of measure:

Total number of jobs created or retained with assistance from the Community Development Block Grant program.

Explanatory comments on results:

When funding is granted to create /retain jobs we consider that Target #'s, the Actual Results are based on the company(s) actually filling or retaining those jobs.

F: Program/Initiative Name:

Vermont Global Trade Partnership (VGTP)

Program/Initiative Description:

VGTP provides international trade, import/export related , 1) Technical/Research Assistance, 2) Educational Programs 3) Trade Show, Trade Mission exposure/participation, to Vermont businesses within a broad range of industries and business cycle stages.

Program/Initiative Goals:

- Technical Assistance—VGTP annual goal is 150, based on the volume of requests for assistance the VGTP receives unsolicited in the past few years. Projects range from quickly imparting trade technical assistance information to long-term research projects.**
- Educational Programs—VGTP Annual goal is to hold at least 5 international business education programs in Vermont. Additional programs are added to respond to client requests/needs or to leverage the opportunity of having a great resource impart information to VT businesses when the opportunity arises.**
- Trade Missions/Trade Shows— Goal of 1 trade mission and 2 trade shows per year. With limited staff and resources it is difficult to organize even one trade mission a year. The annual goal is one, but in reality, the VGTP is now limited to a staff of 1 (down from 2 full time and 5 part time), and as such, planning and organization requires more lead time, which limits the number of events that can be developed.**

Other departments, agencies, governments or groups involved in this program/initiative:

VGTP achieves its goals by interacting with the local Department of Commerce liason, the Congressional Offices, the local SBA liason, the EXIM finance liason (housed at VEDA), the RDC's and the State Chambers of Commerce (Vermont Chamber and Lake Champlain Chamber).

OUTPUT MEASURES

1. Name of Measure:

Number of Technical Service Requests replied to.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s	400	400	150
Actual Results	604	416	NA

Description of measure:

Assisting a Vermont business or trade organization with a specific request for technical related information on export, import, or other international trade related question or broad research issue. For example, Company A request assistance on an import duty classification for a specific product they wish to Import into Vermont. Research is conducted using our database subscriptions and our partner networks and an answer provided within about 1 week based on 10-15 hours of research.

Explanatory comments on results:

In FY08 VGTP had the resources to hire 5 student research assistants, in addition to full time staff of 2, and ramped up marketing of VGTP services, this accounted for their ability to complete 604 technical assistance requests during that time period, which was unusual.

In FY09, the VGTP had only a staff of 2 and the international trade specialist left the position leaving only the Director. In FY10 the position of Director became vacant and tracking of data has been interrupted. The position was vacant for 3 months and was filled in January 2010. It is anticipated that for CY 2010, the new director has a target of 150 technical service requests answered with no staff or intern support anticipated, in addition to other duties.

2. Name of Measure:

Number of Vermont companies benefiting from educational seminars.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
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Target #s	NA	NA	5
Actual Results		6	TBD

Description of measure:

Providing specific international trade related educational training through direct consultation or use of partnership experts. These training sessions can be both custom designed for a specific need at a specific company, or general in nature. For example, Company X would like training on NAFTA certification for their specific product - 2 day seminar developed for them by VGTP staff. Company B, C, D have shown a general interest in new ITAR regulations related to export of military goods, VGTP plans and organizes general ITAR seminar that is open to the public. Similar general inquires in the area of Importation would trigger a similar general training session.

Explanatory comments on results:

"NA" refers to the fact that specific information related to the previous directors training targets and actual results are not available, beyond general knowledge.

G: Program/Initiative Name:

Micro 1% Technical Assistance Contract

Program/Initiative Description:

The contractor (Vermont Small Business Development Center) provides technical assistance to existing businesses as well as serious start-ups. This includes no-cost confidential coaching, statewide training, strategic assessments and specialty programs.

Program/Initiative Goals:

To provide technical assistance for existing businesses, serious start-ups or acquisition, sources of capital, marketing/sales, government procurement, accounting and records, financial analysis/cost control, inventory control, personnel, computer systems, international trade, business liquidation/sale, and technology.

Other departments, agencies, governments or groups involved in this program/initiative:

SBA

OUTCOME MEASURES:

1. Name of Measure:

Capital Formation

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	5,000,000	\$5,000,000	\$6,000,000
Actual Results	\$3,013,500	\$3,712,517	In progress currently in quarter one

Description of measure:

Loans/Owner Investment/

Explanatory comments on results:

The problems in the economy and banking systems led to decreased lending in 2008 and little lending activity in 2009.

2. Name of Measure:

Jobs Created/Retained

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	100	70	75
Actual Results	JC-51/JR-51--Total 102	JC-29/JR-46--Total 75	In progress currently in quarter one

Description of measure:

As reported to our advisors by clients

Explanatory comments on results:

Note we have seen a substantial drop in jobs created and retained since FY 2006. Again this is the result of current economic conditions and the years leading to the current state.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Average cost per case

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	\$149	\$149	175
Actual Results	\$149	\$149	175

Description of measure:

Yearly budget dividied by number of clients seen

Explanatory comments on results:

We actually saw more LMI clients than the grant paid for so the actual unit cost is \$134

2. Name of Measure:

Timely reporting to ACCD

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	All quarterly reports timely	All quarterly reports timely	All quarterly reports timely
Actual Results	Done	Done	Currently in first quarter

Description of measure:

It is important to us and the Agency that all reporting is done timely. Facilitates information to the AAgency and quick turnaround on our grant funds.

Explanatory comments on results:

All done on time

OUTPUT MEASURES

1. Name of Measure:

Number of clients served

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	380	380	380
Actual Results	435	422	In first quarter of FY

Description of measure:

Number of LMI clients seen in business advising

Explanatory comments on results:

The grant agreement specifies number of clients we will be reimbursed to advise--we actually saw more.

2. Name of Measure:

Hours of clients served

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	1900	1900	1900
Actual Results	2,059	2322	In first quarter of FY

Description of measure:

Client hours are tracked in our database. LMI clients are indentified as such in the database

H: Program/Initiative Name:

Recruitment

Program/Initiative Description:

Facilitate the start up, expansion, or re-location of out of state businesses into Vermont

Program/Initiative Goals:

Creation of new VT employers and jobs

Other departments, agencies, governments or groups involved in this program/initiative:

RDCs, VEPC, VTP, VEDA

OUTCOME MEASURES:

1. Name of Measure:

Major recruitment projects establishing operations in Vermont during CY 2009.

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results		5	

Description of measure:

Number of new recruitment projects establishing operations in Vermont during CY 2009.

Explanatory comments on results:

Companies that have established operations in Vermont during CY 2009 include ASK-intTag, VT Transformer, Project Graphics, Dominion Diagnostics, AirBoss Defense.

2. Name of Measure:

New VT jobs created as a result of recruitment projects establishing operations in Vermont during CT 2009.

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results		190	

Description of measure:

Number of projected new jobs being created as a result of recruitment project establishing operations in Vermont.

Explanatory comments on results:

New VT job creation numbers are based on company projections from the Vermont Employment Growth Incentive.

I: Program/Initiative Name:

Business Retention and Expansion Program

Program/Initiative Description:

The Business Retention and Expansion program works with existing Vermont businesses to facilitate technical assistance and to make referrals to both public and private sector resources in areas including, but not limited to, training, international trade, government contracting, financing, and permit assistance to help them pursue opportunities or deal with business challenges. Duties also include facilitating visits by the governor and state officials to Vermont businesses and coordinating events such as supply chain forums to promote "buying local".

Program/Initiative Goals:

The goal of the program is to retain the companies that are in Vermont and to help them create more quality jobs for Vermonters and to promote "buying local" by Vermont companies for products and services.

Other departments, agencies, governments or groups involved in this program/initiative:

The program works closely with the Regional Development Corporations, the U.S. Small Business Administration, the USDA Rural Development Agency, the U.S. Commercial Service, local chambers of commerce, regional economic development organizations, banks, real estate brokers, and organizations including, but not limited to, the Vermont Sustainable Jobs Fund, the Vermont Employee Ownership Center, Efficiency Vermont, Vermont Manufacturing Extension Center, Small Business Development Center, Workforce Investment Boards, colleges and universities, and community loan funds throughout the state. Other state agencies with which we work include the Department of Labor, the Agency of Agriculture, the Agency of Natural Resources, the Tax Department and the Secretary of State's office.

OUTCOME MEASURES:

1. Name of Measure:

Business Assistance Referrals

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			250
Actual Results	735 hours	615 hours (year to date)	

Description of measure:

In FY2010, instead of total hours the outcome measurement will track the number of company onsite visits as well as inquiries received via the department website and telephone requests for assistance.

Explanatory comments on results:

Assistance requires counseling to the business on the eligibility for and the nature of appropriate programs and services to assist the company and making direct referrals to the best resources to help.

J: Program/Initiative Name:

Captive Insurance Development Program

Program/Initiative Description:

The Captive Insurance Development Program supports the creation and retention of captive insurance companies who domicile in Vermont. The growth of this industry supports high paying jobs located in Vermont, significant tax revenues in the form of Premium Taxes, fees, other taxes and in supporting our tourism industry. An annual meeting requirement by all licensed captives helps generate tourism.

Program/Initiative Goals:

Grow the captive insurance industry by licensing 35 new captives a year. To grow and maintain the tax revenue of the captive insurance industry, currently generating over \$25 Million in premium taxes collected, and in licensing and exam fees. In incremental growth, the goal is a 5% growth of premium taxes and fees. Another goal is to support the growth of jobs in this sector. Most of the jobs are in the accounting and legal profession.

Other departments, agencies, governments or groups involved in this program/initiative:7

The Captive Insurance Division of BISHCA.

OUTCOME MEASURES:

1. Name of Measure:

New captives licensed

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	35	35	35

Actual Results	16		
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Description of measure:

The number of new companies that license to be domiciled in the state of Vermont

Explanatory comments on results:

2008 was an extraordinary year with the collapse of the financial markets. It also was a year in which the IRS proposed changing the tax code that would negatively impact the financial drivers for forming captives. These two factors, made 2008 one of the worst years for new captive formation. This was true across all of the captive insurance domiciles.

2. Name of Measure:

Premium Taxes, License and Exam Fees

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	\$25.6 Million	\$27.51 Million	\$28.8 Million
Actual Results	\$26.2 Million		

Description of measure:

Actual Premium Taxes, Exam and licensing fees collected for prior year activities.

Explanatory comments on results:

This goal is largely dependant on favorable market condition for additional premium volume. This can depend on the hard vs. the soft insurance market. If commercial insurance pricing is low, premium volume may be taken out of the captive and placed into the traditional marketplace. If pricing and availability is high and scarce, it can have a positive impact on premium volume. Licensing fees are tied to new captive formation, while exam fees directly correlate to the exam schedule for that year.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Economic Impact

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010

Target #s			
Actual Results			

Description of measure:

A report commissioned by the Department of Economic Development in 2005 for tax year 2003 by Economic & Policy Resources showed the following results:

The captive insurance creates jobs - 1,429 jobs direct and indirect jobs. It creates high paying jobs - 62% higher than the average (non-farm) wages. These jobs create personal income taxes - over \$62 million in payroll was created by this industry. Other taxes are also generated -General Funds \$2.4 Million, \$0.2 in Transportation, \$0.3 in Education Funds. This is all above the \$18.4 Million in direct Premium Taxes that were generated in 2003. The industry also played a critical factor in Vermont Banks and other financial institutions with over \$1.2 Billion in funds held in Vermont Institutions. Total fiscal costs of the industry was estimated to be \$0.67 Million. This report has not been duplicated since 2005. The report itself is costly and the direct premium taxes and fees are very significant on their own, even without the additional economic impacts reported.

K: Program/Initiative Name:

Vermont Training Program (VTP)

Program/Initiative Description:

The Vermont Training Program (VTP) promotes business expansion and the creation of jobs in the manufacturing, information technology, healthcare, telecommunication, and environmental engineering sectors. The VTP provides funding for employee training in new and existing businesses thereby increasing the skills, wages, and quality of life for the Vermont workforce. The program ensures that each employee served meets wage and sector eligibility criteria. The program is funded each year by the legislature.

Program/Initiative Goals:

The two primary goals of the VTP are job creation and job retention. In order to accomplish these goals, the program offers funding for three main training initiatives: new employments, upgrade training, and cross training for incumbent workers. The program works with new and existing businesses to develop individually designed training programs that may include, on-the-job, classroom, skill upgrade, or other specialized training.

Other departments, agencies, governments or groups involved in this program/initiative:

On a regular basis the VTP works with the twelve Regional Development Corps., the Vermont Manufacturing Extension Center, the adult

education programs at Technical Centers across the State, Workforce Investment Boards, Colleges and other educational institutions, and the Department of Labor.

OUTCOME MEASURES:

1. Name of Measure:

Number of Employees Served in Completed (Terminated) Contracts

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	4,926	4,585	To Date (11/12/09): 998

Description of measure:

Number of employees served in completed (terminated) contracts - employees who have completed training in one of three areas: new employment, upgrade or cross training, or classroom training.

2. Name of Measure:

Return of Investment

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	Every \$1.00 invested in the VTP yields \$2.67 in revenues to the Vermont economy		

Explanatory comments on results:

The VTP commissioned an independent ROI assesment based on its FY 08 completed contracts. The study shows that: "The Vermont Training Program nets \$7.0 million to State tax revenues." (\$22 Million in total fiscal benefits minus \$15.8 million in fiscal costs, including direct program costs of \$2.6 million)

Over the four-year impact assessment period, VTP will contribute:

Fiscal Benefit	Fund	Net Benefit
\$14.1 Million	General	\$8.9 Million
\$7.7 Million	Education	\$5.8 Million

\$1.0 Million	Transportation	\$1.0 Million
\$22.8 Million	Net = \$7.0 Million	\$15.8 Million

Every dollar invested in the Vermont Training Program yields \$2.67 in revenues to the Vermont economy. This is an increase of 6% over the FY 02' Economic Impact Analysis.

“The Vermont Training Program helps creates NEW jobs.”

In FY2008, VTP helped created 1,312 full and part-time jobs.

The net return for each of those jobs is \$5,296 over the four-year impact assessment period.

*** Summary Results Reference- Economic and Policy Resources, Inc., Economic Impact Study using the REMI model, September, 2008.**

L: Program/Initiative Name:

Downtown Transportation Fund/Vermont Downtown Program

Program/Initiative Description:

The Downtown Transportation Fund is funded at \$400,000, and was created to provide 50% matching grants, up to \$75,000/community/year, for capital transportation projects within the state's 23 Designated Downtowns.

Program/Initiative Goals:

The program has two goals - one is to incent municipalities to invest in their downtown transportation infrastructure, such as sidewalk and parking improvement. But perhaps more importantly, through the construction of transportation infrastructure, to provide more visible evidence of improvement in our downtowns, which in turn helps support the overall revitalization process.

Other departments, agencies, governments or groups involved in this program/initiative:

The Vermont Downtown Board makes funding decisions, and that Board includes the Secretary/Commissioner, or their designees, from ANR, VTrans, Public Safety Department, Historic Preservation, and a variety of other organizations as specified by statute

OUTCOME MEASURES:

1. Name of Measure:

Number of grants awarded

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	7	8	8

Description of measure:

Number of grants awarded during the fiscal year.

Explanatory comments on results:

statute sets no expected outcomes. we are currently engaged in a project to identify realistic benchmarks for downtown success, and that may provide useful measures at completion - likely within the next 6 months.

2. Name of Measure:

Amount awarded in Grants

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	\$295,000	\$399,000	\$360,000

Description of measure:

amount of awards made during the fiscal year.

Explanatory comments on results:

statute sets no expected outcomes. we are currently engaged in a project to identify realistic benchmarks for downtown success, and that may provide useful measures at completion - likely within the next 6 months.

M: Program/Initiative Name:

Vermont Procurement Technical Assistance Center

Program/Initiative Description:

To help Vermont businesses succeed in obtaining government contracts

Program/Initiative Goals:

Increase the percentage of federal, state and local contracts awarded to Vermont businesses. Ensure VT businesses have a clear understanding of the regulations and requirements of the contracting process to be successful contractors. Facilitate business to business commerce opportunities for VT businesses.

Other departments, agencies, governments or groups involved in this program/initiative:

Defense Logistics Agency; VTSBDC

OUTCOME MEASURES:

1. Name of Measure:

Number of jobs created

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			1180
Actual Results	1101	1160	

Description of measure:

This figure is based on a formula developed by the federal funding agency for this program (Defense Logistics Agency)

2. Name of Measure:

Number of small businesses assisted with direct counseling

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			365
Actual Results	90	200	

Description of measure:

Each client receives direct, one-on-one counseling to assist in seeking government contracts/sub-contracts. With the addition of 3 sub-center counselors in Newport, Rutland, and Springfield we expect to see a significant increase in the number of clients served

N: Program/Initiative Name:

Vermont Employee Ownership Center

Program/Initiative Description:

To support the Center's ability to promote and foster employee ownership.

Program/Initiative Goals:

- A. To provide information and resources to owners interested in selling their business to their employees, employee groups interested in purchasing a business, and entrepreneurs who wish to start up a company with broadly-shared ownership.**
- B. To provide technical assistance to the above groups in order to create more employee-owned businesses in Vermont.**

Other departments, agencies, governments or groups involved in this program/initiative:

VEOC often partners with other economic development organizations in accomplishing its mission, but none of this is funded as part of this program or as a sub-contract.

OUTCOME MEASURES:

1. Name of Measure:

Initial technical assistance contacts with companies

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	14	14	15 company TA contacts
Actual Results	21	22	

Description of measure:

This is a measure of the number of initial contacts by companies wishing to learn more about employee ownership and how it might work in their unique circumstances.

Explanatory comments on results:

As explained below, there are no ideal outcome measures available to us. Instead we offer these two intermediate measures which can be meaningfully tracked.

We are contacted by companies to learn more about employee ownership and how it might work in a specific setting. This technical assistance (TA) can take the form of one or more phone conversations, or several face-to-face meetings. It often is the next step taken by someone who has attended one of our presentations or workshops (see below), but sometimes is the result of a referral or web search.

The most relevant and meaningful long-term outcome measures for the work we perform would be (1) the number of companies which we assist in the conversion to employee-ownership as an alternative to liquidation or an outside sale which would lead to relocation, and (2) the number of jobs retained as a result. Unfortunately, in a state our size, given the typical time frame of three to five years to make a decision, and given the impracticality of assessing the ownership succession alternatives for the companies we work with, the number of such conversions per year is simply too small and unpredictable to be useful as a measure. In the absence of the preferred outcome measure, we offer the above measure as a short-term outcome measure of our progress.

2. Name of Measure:

Annual employee ownership conference attendance and rating.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	n/a	n/a	n/a
Actual Results	156 registered, 4.19 of 5 rating	181 registered/4.42 of 5 rating	

Description of measure:

Successful delivery of an annual conference to address the interests of established employee-owned companies as well as those seeking to explore the concept, as measured by registraton and average attendee rating.

Explanatory comments on results:

We conduct a variety of educational and promotional events during the year designed to provide basic information about employee ownership, and to stimulate interest in learning more. The annual conference has become the single most important event for us, and is a logical next step for people who have attended a public presentation or workshop and decided to become more involved. It has inherent elements of both of our key goals, providing information and technical assistance.

OUTPUT MEASURES

1. Name of Measure:

Number of workshops conducted.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	12 workshops (inc.SBDC subcontract	8 workshops	6 workshops
Actual Results	13 workshops	7 workshops	

Description of measure:

Number of workshops successfully conducted with detailed information about employee ownership as a business succession approach.

Explanatory comments on results:

The workshops offered were initially of two varieties, but we have restructured the offerings in the current fiscal year. In FY08 we had a sub-contract with VtSBDC to deliver one version of the workshop, which accounts for the larger target and actual that year. Attendance at workshops would be an alternative measure, but since we are committed to offering them in all regions of the state - and predictably numbers are lower outside of Chittenden County - we prefer for now to focus on number of workshops conducted rather than attendance.

2. Name of Measure:

Number of outreach presentations made

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	8 presentations	8 presentations	8 presentations
Actual Results	10 presentations	16 presentations	

Description of measure:

Number of public introductory presentations on employee ownership successfully conducted.

Explanatory comments on results:

We seek out opportunities to speak at an introductory, non-technical level to various audiences around the State, hoping to encourage some interest in learning more at a later date. The audiences have ranged from college classrooms to Rotary clubs. We believe such public outreach is an important first step in seeding interest in this concept, which will lead to workshop and/or conference attendance and hopefully to eventual business conversion.

O: Program/Initiative Name:

Vermont Women's Business Center

Program/Initiative Description:

The Vermont Women's Business Center provides the training, technical assistance and support to women needed to start and expand successful businesses.

Program/Initiative Goals:

Promote economic independence and healthy communities through establishing and growing financially thriving businesses thus assisting security for women and their families.

Other departments, agencies, governments or groups involved in this program/initiative:

Central Vermont Community Action Council's Community Economic Development department

OUTCOME MEASURES:

1. Name of Measure:

Provide women business owners and prospective business owners one-to-one technical assistance.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	117	150	150
Actual Results	170	211	

Description of measure:

Number of individual women completing an in-take form and receiving business counseling concerning business ownership start-up or business expansion. Technical assistance will include business plans, marketing, creating financial statements, financial management and operational assistance.

2. Name of Measure:

Provide training needed to start, expand, become financially stable.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	637	748	748
Actual Results	705	923	

Description of measure:

Number of attendees attending workshops or classes on Accounting, QuickBooks, specialty food/value added farm products, networking events, Artists' Learning Circles, Feasibility of Business Idea, finances, marketing, building websites, and other basic and advanced trainings to support business growth and development.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Number of business plans completed.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	9	15	15
Actual Results	22	40	

Description of measure:

Number of Business Plans written by VWBC clients with support and assistance from VWBC Business Counselors.

2. Name of Measure:

Number of Enhancements to businesses

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	25	25	25
Actual Results	29	61	

Description of measure:

Number of enhancements with support and assistance from VWBC Business Counselors for new or expanding woman-owned businesses. Enhancements include creating marketing materials such as business cards, brochures; increased exposure through new venues such as new galleries, additional farmer's markets, moving to a storefront from a home-based business.

OUTPUT MEASURES

1. Name of Measure:

New businesses started.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	9	10	10
Actual Results	14	24	

Description of measure:

New woman-owned business started who have received one-to-one business counseling.

2. Name of Measure:

Jobs created.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	18	20	20
Actual Results	27	93	

Description of measure:

Number of new full or part-time jobs created in woman-owned businesses who have received one-to-one business counseling.

P: Program/Initiative Name:

Addison County Economic Development Corporation-Business Support

Program/Initiative Description:

Support to strengthen new and existing businesses, provide direct financial support, and/or access to other state and local programs.

Program/Initiative Goals:

Job retention and creation, and keeping businesses in business

Other departments, agencies, governments or groups involved in this program/initiative:

DED, VEDA, USDA Rural Development, SBDC, VMEC, VCLF, WIB, Efficiency Vermont, Regional Planning, Regional Chamber, local banks, other local organizations, etc.

OUTCOME MEASURES:

1. Name of Measure:

RLF - \$ Value of Loans Made

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			\$100,000 in FY2010
Actual Results			\$320,000 in FY 2010 (Q1 only)

Description of measure:

Dollar value of loans closed using RLF funds

Explanatory comments on results:

ACEDC closed 4 loans

2. Name of Measure:

Jobs retained or created

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			No target specified
Actual Results			24

Description of measure:

Jobs retained, created, or jobs that went from PT to FT employment due to our RLF loans or VEGI incentive.

Explanatory comments on results:

Four loans were closed in Q1 FY 2010. Loan applicants projected a total of 24 jobs either created, retained, or PT to FT employment.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

ROI - Return on Investment

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			No target specified
Actual Results			A) (state grant funds only) - 9.08 (full grant amount) or 36.34 (Q1 grant amount) B) (entire ACEDC budget) 5.35 (full year budget) or 21.38 (Q1 budget). All are return per dollar spent.

Description of measure:

Return per dollar spent, either A) using just state grant funds or B) using entire ACEDC expense budget

Explanatory comments on results:

Assumed an average salary of \$35,000 for the 24 jobs (range is probably \$25 - 75,000) 24 X 35,000 = \$840,000 total value of new jobs projected. A) Using state grant funds only: $840,000/92,464 = 9.08$ return per dollar spent. One quarter of state grant is \$23,116. $840,000/23,116 = 36.34$ return per dollar spent. B) Full year ACEDC budget (expenses) is \$151,141. One quarter of expenses is \$39,285. $840,000/151,141 = 5.35$. $840,000/39,285 = 21.38$ return per dollar spent. NOTE: these figures do not include any multipliers, which would further increase this efficiency ratio.

OUTPUT MEASURES

1. Name of Measure:

Business Visits

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			100/year
Actual Results			20 in Q1 FY2010

Description of measure:

Number of visits with businesses for purposes of checking in, discussing loan requests, or assessing situation to make referrals to other state and local organizations.

Explanatory comments on results:

Q1 - I had five loan requests this quarter (four of which were approved) which took up the vast majority of my time.

2. Name of Measure:

Referrals to State and Local Partners

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			No target specified
Actual Results			10+

Description of measure:

Referrals made

Explanatory comments on results:

Referrals in Q1 included 1 to VEGI, 3 to VMEC, 1 to USDA rural development, 1 to Efficiency Vermont, 1 to VCLF, 1 to Community Capital, several to SBDC, among others.

Q: Program/Initiative Name:

RDC Grant- Bennington County Industrial Corp

Program/Initiative Description:

To play a lead role in retention and expansion of existing companies, the recruitment of companies and the incubation of companies in Bennington County

Program/Initiative Goals:

o foster jobh creation that lifts the average annual wage of Bennington County

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Expand business opportunities to companies that lead to long term permanent job growth

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results		hard to measure due nto recession	

Description of measure:

Due to the recession the popular VEGI program was underutilized in Bennington County. There were numerous referrals to VEDA , VMEC and VTP as companies. As signs that the economy is improving, there is an impressive backlog of potential VEGI apps in CY 2010

Explanatory comments on results:

The magnitude of the recession was severe in Bennington County, especially the companies that supply parts to the auto industry. However there was very good progress expanding the composites cluster in Bennington Country as ther were 2 physical expansions in that sector

2. Name of Measure:

Capitalizing on the SBDC Gov't procurement program. This has been very sucessful in conjunction with Sen Leahy's office. Sen Leahy and SBDC, among others, played a role in a \$1 billion miliatry armor contract for Bennington County. There are also smaller projects that will continue in CY 2010 that should result in additional oppourtunites

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results		200	

Description of measure:

by utilizing the SBDC gov't procurement, additional resources are brought to the table, including VTP,VEDA<VEGI and other prgrams. This gives the outstanding impression that VT has a well cordinated team in place to assist business indentify unique growth opportunites and the solutions to make them a reality .

Explanatory comments on results:

With the backdrop of an improving economy, the building blocks put in place should bear fruit in VY2010

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Description of measure:

Explanatory comments on results:

It is very difficult to measure efficiency on a broad scope due to the unique nature of our work. We view each project as a stand alone project with very specialized needs. From a insitutional perspective, BCIC has very good county wide support . In addition, the team approach which BCIC is a very strong advocate of does have a collateral benefit to banks, insurance companies, real estate developers, employers, employees and tax revenue.

OUTPUT MEASURES

1. Name of Measure:

business communication

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
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Target #s		200	
Actual Results		250	

Description of measure:

BCIC is very active keeping in touch with value added businesses in Benninton County. With the ever changing tools in the VT economic development tool box, the level of communiton between BCIC and businesses is a great way to keep the business community up to date with ways the State of VT can assist

Explanatory comments on results:

It is absoluey critical for BCIC to be viewed as the 1st call when businesses are facing opportunities and challenges. BCIC has 50 years of history as being that 1st call.

2. Name of Measure:

Expansion of industrial park

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Description of measure:

there were no plant shut downs in Bennington County in the most recent recession. As a result the industrial real estate market is very tight in Bennington County. In order to prepare for the future BCIC undertook a \$200,000 capital improvement project in the Maneely Corporate park in Bennington. This project was started in CY 2009 and is in the process of being complete. BCIC believes that the capital [project greatly enhances the marketability of the industrial park.

Explanatory comments on results:

There are a number of prospects that BCIC is enaged with regarding the Maneely Corportate Park

R: Program/Initiative Name:

Regional Development Corporation Grant program: BDCC(Brattleboro)

Program/Initiative Description:

Deliver economic development services in the Windham Region

Program/Initiative Goals:

Retain and create jobs in Windham Region, increase grand list and improve general conditions for business activity

Other departments, agencies, governments or groups involved in this program/initiative:

VEGI, VEDA, VMEC, SBDC, ACCD/DED, RPC, Town of Brattleboro, Town of Wilmington, Town of Dover, etc

OUTCOME MEASURES:

1. Name of Measure:

Create or Retain jobs at business enterprises in Windham Region

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		100	100
Actual Results		180	1Q--50

Description of measure:

Total number of jobs affected by activities that will retain or create new jobs in the region

Explanatory comments on results:

BDCC delivered advice, referrals, access to capital, tenancy, etc to 20 companies in FY2009 and 1QFY2010

2. Name of Measure:

Capital investment created

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		\$250,000	\$500,000
Actual Results		\$400,000	1Q \$1,000,000

Description of measure:

Total of capital investments affected by and done by BDCC to support small businesses in the Windham Region

Explanatory comments on results:

Some of this is direct investment by BDCC and some is borrowing or equity by tenant companies to improve their leasehold.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

State funds efficiency measure

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		16 to 1	16 to 1
Actual Results		16 to 1	16 to 1

Description of measure:

Measure of state grant \$ to actual budget expenditure by BDCC

Explanatory comments on results:

BDCC operates on a budget of \$1.7 million/year, with capital expenses of an additional \$300,000 totally \$2,000,000 of spending to support economic development. This leverage is achieved by our ownership and management of 500,000 sf of property., The state EDC grant is \$92,000 which in Windham Region supports \$2,000,000 of spending.

S: Program/Initiative Name:

Central Vermont Economic Development Corporation "CVEDC"

Program/Initiative Description:

State of Vermont Grant Standard Grant for Services between ACCD/Department of Economic Development and Central Vermont Economic Development Corporation, Grant#10-04. Grant funds will be made available to Grantee to conduct the programs and services of the Central Vermont Economic Development Corporation.

Program/Initiative Goals:

CVEDC Grant Goal: The State expects the grantee to provide the delivery of economic development case management services to businesses

in our region.

OUTCOME MEASURES:

1. Name of Measure:

Business Retention

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		2 USDA Grants Written	N/A
Actual Results		2 USDA Grant Applications Submitted	101 Businesses Served, 2 USDA Grants Awarded

Description of measure:

Initiatives/activities that help to retain businesses in the Central Vermont region ie; USDA grants, workforce training assistance and leveraging local, regional and State programs, and special initiatives, such as forums and trainings.

Explanatory comments on results:

CVEDC's business visitation program is the system leveraged to deliver case management services to the businesses in our region. CVEDC also wrote two USDA grant applications in the 4th Quarter of FY'2009 that were awarded in the 1st Quarter of 2010.

2. Name of Measure:

Business Expansion

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			N/A
Actual Results			2 Businesses Rec'd VEGI Awards

Description of measure:

Initiatives/activities that assist businesses in the Central Vermont region to expand ie; Vermont Employment Growth Incentives, Department of Labor, and Workforce Training Programs.

Explanatory comments on results:

The two VEGI awards represent a total of 200 new job opportunities for the Central Vermont Region in the next 5 year period.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Staff Hours for Retention

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			187 hours
Actual Results			144 hours

Description of measure:

Actual hours for retention activities including visitation, travel, and follow-up action steps.

Explanatory comments on results:

Due to the complex nature of the expansion projects, additional staff time was required.

2. Name of Measure:

Staff Hours for Expansion

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			125 hours
Actual Results			216 hours

Description of measure:

Actual hours for expansion activities.

Explanatory comments on results:

Due to the complex nature of the expansion projects, additional staff time was required.

T: Program/Initiative Name:

Franklin County Industrial Development Corporation-RDC Grant

Program/Initiative Description:

FCIDC is engaged in a process of building a strong and diversified market economy that serves the interest of area enterprises, municipalities, residents and to strengthen our economy through the creation and retention of jobs and build a business environment suitable to host capital investment.

Program/Initiative Goals:

Other departments, agencies, governments or groups involved in this program/initiative:

VEDA, Job Training, VMEC

OUTCOME MEASURES:

1. Name of Measure:

Job retention thru the use of FCIDC Revolving Loan Fund

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		N/A	
Actual Results		Three loans made retaining 90 jobs	

Description of measure:

Majority of time spent at FCIDC is on job retention.

Explanatory comments on results:

FCIDC loaned \$250,000 of last resort money to keep 3 businesses operating and retaining 90 jobs. Without FCIDC assistance the companies would have: 1. Been foreclosed on 2. Lost out on a CDBG Grant totalling \$750,000 and 3. Closed their doors in the near future.

2. Name of Measure:

Business Expansion Incentives

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		N/A	
Actual Results		2 businesses taken thru VEGI 60 jobs created	

Description of measure:

Two new businesses went thru the VEGI process with the help of FCIDC.

Explanatory comments on results:

One VEGI applicant was a start-up in Vermont. The other was an expansion of a Canadian based business. With the help of VEGI and the VT Job Training Program FCIDC was able to recruit 60 jobs over the next 2 years.

OUTPUT MEASURES

1. Name of Measure:

Infrastructure Development

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		N/A	
Actual Results		Purchased 93 acres for Industrial Park	

Description of measure:

Utilized VEDA funding to finance 93 acres for Park expansion. Existing Park is maxed out.

Explanatory comments on results:

FCIDC investment of \$700,000 will allow for 8+ industrial lots and future growth of jobs.

2. Name of Measure:

Infrastructure Development

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		N/A	
Actual Results		Expand/improve water plant in Georgia Industrial Park maintain existing services	

Description of measure:

Utilized ARRA funds to improve/expand water plant in order to accommodate increased demand and higher PBM production levels

Explanatory comments on results:

Higher production at PBM Nutritionals is good for job retention and job growth. GIDC investment total is \$350,000.

U: Program/Initiative Name:

Green Mountain Economic Development Corporation

Program/Initiative Description:

Standard Grant for services agreement between ACCD and Green Mountain Economic Development Corporation

Program/Initiative Goals:

Funding provided through this agreement supports economic development activities including, but not limited to, a business outreach program to inform and educate area businesses on the facilities, funding and financing alternatives, and workforce development assistance available to them within the State or via Federal programs. The goal is to expand and retain the business sector in the region creating jobs, broadening the tax base for the region we cover.

Other departments, agencies, governments or groups involved in this program/initiative:

GMEDC coordinates its efforts with SBDC, VMEC,, VEDA, USDA, EDA and other agencies as appropriate for the given situation.

OUTCOME MEASURES:

1. Name of Measure:

Business Creation

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		wrote 1 CDBG implementtion grant for a new business. co wrote 1 planning grant for a feasibility analysis for a real estate redevelopment project where GMEDC will be transitional onwer of property	write and administer the mixed use redevelopment project in the town of Hartford. From initial estimates this will create 200 direct jobs, eliminate brownfield property, blighted property, create workforce housing, and class A commercial space in the ton of Hartford.
Actual Results		received both grants and hadling the admin of the grants.	feasibility still in process. Lining up funders, preparing the remediation plan, refining projections. .

Description of measure:

Want to develop new businesses so that job creation occurs in the region. Toward that end, GMEDC are actively involved with prospective business owners who want to start or move their business in/to the region. This entails coordination and outreach to real estate brokers, town managers, property owners, developers in the 30 town region.

Explanatory comments on results:

wrote these grants in the 4th quarter of 09 but are actively engaged in the implementation and feasibility for both of these business development activities during the first q of 10. .

2. Name of Measure:

Business retention

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			referred businesses to the VTP, also working on 2 DOL

			wetf applications, prevention of a business bankrupcy . solicited applictions for the CRVRLF and HBRLF.
Actual Results			VTP made contracts with 2 of the referrals. VEDA issued the guaranty to prevent the bankruptcy of one company. granted one loan for a hartford business , and in the process of another one for a struggling small business.

Description of measure:

This entails everything pertaining to business retention from site selection for expansion, to funding and financing, to workforce development and training \$\$\$\$\$.

Explanatory comments on results:

From each business visit, there is followup pertaining to training \$\$\$, funding alternatives, etc.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

productivity enhancement: Do more with less. i.e. grow the activity of GMEDC wthout the immediate need to hire additional employee.

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			convert accounting system, install a document management system, contact management, andcampaign

			management
Actual Results			doc system and accounting system initiated on a beta basis.

Description of measure:

There were only 2 persons in GMEDC and we are faced with trying to do more loans, more grant writing and admin, as well as the usual office functions. There was no possible way to increase personnel in the immedita future so the thought was to make our processes more efficient and secure. to beomce more productive with the given resources.

Explanatory comments on results:

this is still in process.

OUTPUT MEASURES

1. Name of Measure:

CDBG, RD, economic development grants written.

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			3
Actual Results		2	0

Description of measure:

To encourage businesses to locate or expand in Vermont the CDBG, RD, VEGI programs should be initiated with those prospects where appropriate.

Explanatory comments on results:

Expect by end of 10 to have reached this target.

2. Name of Measure:

referrals to specialty programs within DED, i.e. PTAC, VTP, etc.

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
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Target #s			50
Actual Results			15

Description of measure:

This will indicate the output of GMEDC efforts to enhance the businesses within the region.

Explanatory comments on results:

GMEDC held a PTAC session with 12 area businesses, most of whom had followups with the PTAC rep. On a regular basis GMEDC refers businesses to the VTP program. Will initiate other sessions to refer businesses to appropriate sub agencies.

V: Program/Initiative Name:

Greater Burlington Industrial Corporation

Program/Initiative Description:

RDC Grant- Greater Burlington Industrial Corporation

Program/Initiative Goals:

To provide essential economic development programs and services that focus upon job creation and retention in value-adding employer/businesses in Chittenden County

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Business Expansion Incentives

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		N/A	
Actual Results		7 businesses taken through VEGI	

Description of measure:

These are the employers with whom GBIC worked to fulfill the criteria set forth by VEGI

Explanatory comments on results:

GBIC works particularly hard to best utilize the VEGI incentive where appropriate to incent high wage job creation. This year, we were proud to help seven employers apply and succeed in being awarded VEGI incentives, directly helping employers to create 316 high wage, high value jobs for Vermonters and invest more than \$10.5 million in capital expenditure.

2. Name of Measure:

Successful referrals for economic development financing, efficiency and training programs

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		N/A	
Actual Results		250	

Description of measure:

These are the most common and valuable referrals GBIC is able to coordinate with local, regional, state, and federal resources. This includes direct referrals to the Vermont Training Program, the Vermont Economic Development Authority, the Small Business Development Center and the Vermont Manufacturing Extension Center.

Explanatory comments on results:

Our Ability to provide economic development services to the municipalities and value-added employers in the state is only as effective as our ability to coordinate with other resources. As such, this otucome represents the robust network of economic partners with which GBIC actviely coordinates on projects. GBIC provides co-location offices in our building for SBDC, VMEC, and VEDA.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Explanatory comments on results:

Our "efficiency" is related to the satisfaction and relevance seen by the value-added employers with which we work to provide support and services. The reason for this, in large part, is that each project takes on a very individual and unique nature; therefore, hours per completed program does not accurately reflect the efficiency in completing a particular project. Anecdotaly, due to our high success rate in helping employers connect with local, regional and state programs, this would appear to be very high.

OUTPUT MEASURES

1. Name of Measure:

Business Visitations/Contacts

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		400	
Actual Results		492	

Description of measure:

Business contacts afford GBIC the most direct way of working with value-added employers in Chittenden County. This is the driving force behind our ability to service these value-added employers by providing information and support on local, regional, state and federal programs; valuable forums and events; specific training opportunities; and opportunities to access essential economic development resources.

Explanatory comments on results:

Business contacts are the first line of support provided to employers; without them, the likelihood of providing the most meaningful advice and referrals to value-added employer is greatly diminished. As such, this is a primary goal of GBIC and our operations in Chittenden County. The output and outcome measures in this report are integrally linked, and often are two sides of the same coin. The hours spent developing projects, working with programs and contacting businesses produces outcomes in and of itself (that is, in contacting an employer there is a beneficial outcome even if further economic development action is not taken within the calendar year.) There are further outputs of booklets, white papers, time spent with the legislature, etc., however, it is a challenge to create a meaningful metric with which to value these in context.

W: Program/Initiative Name:

RDC grant to Lamoyille Economic Development Corporation

Program/Initiative Description:

An operating subsidy to the county economic development corporation to achieve its not-for-profit corporate mission of job retention, job creation, business recruitment and capital investment in Lamoille County, Vermont.

Program/Initiative Goals:

A copy of LEDC's annual work plan is on file at The Agency of Commerce.

Other departments, agencies, governments or groups involved in this program/initiative:

none

OUTCOME MEASURES:

1. Name of Measure:

Business Recruitment and Job Creation

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s	N/A	N/A	
Actual Results	2 businesses locate /18 jobs	the 2 businesses add 18 jobs	anticipate 30 additional jobs

Description of measure:

LEDC participation as required by VEGI for company A. Sale and VEDA financing coordination for company B

Explanatory comments on results:

Company A relocated from Pennsylvania to Stowe as the result of VEGI approval. They brought 2 employees with them and added 14 more during 2008. In 2009 they purchased a vacant building in Stowe, investing over \$1,000,000 in the physical plant and adding another 18 full time employees at an average wage of \$44,000 per year (\$792,000 new gross wages). Company A is currently utilizing VTP funds to cross train 40 existing and new employees. Company B bought 2 one acre building lots in the North Hyde Park Industrial Park in 2008. In 2009 the two owners built the first of two buildings (\$420,000) and moved their machinery from their previous location in California, adding 2 new jobs. The project utilized VEDA financing.

2. Name of Measure:

Business Expansion and Capital Formation

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s		N/A	
Actual Results		1 business / 2 properties purchased and consolidated	\$4MM loan package restructured among 5 lenders

Description of measure:

LEDC purchased vacant and abandoned railroad property from the state and resold the facility to a local manufacturer to accommodate a consolidated expansion to replace existing facilities.

Explanatory comments on results:

This transaction took more than 3 years to complete, culminating in 2009, and resulted in a tax exempt property being put back on the tax rolls. An adjacent vacant manufacturing building was also purchased. The move to the new facility has opened up 35,000 square feet of subdividable manufacturing space for rent. The new facility results in a \$4,000,000 infusion of capital in Morrisville. The new project has resulted in a brownfields cleanup as well.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Regional Partners Initiative

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		4	
Actual Results		4	

Description of measure:

Institutionalize monthly meetings of 4 regional partners offering business related services and programs

Explanatory comments on results:

The Executive Directors of LEDC, Lamoille Regional Chamber, Lamoille Valley WIB and The Regional Planning Commission meet monthly for breakfast. The discussions center on what projects are currently a priority for each organization to offer assistance and assure we minimize duplication of effort and improve program implementation. The effort has been successful at getting initiatives done faster and

with less effort.

OUTPUT MEASURES

1. Name of Measure:

Business Call Program

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		120	
Actual Results		140	

Description of measure:

In coordination with our SBDC counselor we visit all member businesses and municipalities at least once a year. We also respond to every direct business inquiry, which numbers are not all recorded in this summary.

Explanatory comments on results:

Through the visitations we can educate our members about the valuable information available on our website and through state and federal programs that we coordinate for the Agency of Commerce. In our municipal engagements we research infrastructure financing, industrial park development, zoning regulations, downtown rehabilitation and by-law models for business enhancements.

2. Name of Measure:

Call Volume Inbound and Outbound

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	N/A	N/A	
Actual Results	(I)1258 (O)1455	(I)1316 (O)1762	

Description of measure:

self explanatory

Explanatory comments on results:

The numbers reflect the transactional volume growth of the corporation.

X: Program/Initiative Name:

Northeast Vermont Development Assoc. (NVDA) Brownfield Redevelopment

Program/Initiative Description:

Brownfield redevelopment in NVDA area

Program/Initiative Goals:

Two Projects completed

Other departments, agencies, governments or groups involved in this program/initiative:

Federal and State Agencies

OUTCOME MEASURES:

1. Name of Measure:

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s		2	2
Actual Results		1	1

Description of measure:

Barton project complete and Troy project near completion

Y: Program/Initiative Name:

NVDA-Company Visits

Program/Initiative Description:

Company contacts to keep abreast of company status and needs

Program/Initiative Goals:

Meet or contact top 20 companies in region

Other departments, agencies, governments or groups involved in this program/initiative:

Department of Economic Development

OUTCOME MEASURES:

1. Name of Measure:

Company Visits

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	20	20	20
Actual Results	20	20	20

Z: Program/Initiative Name:

NVDA--Energy Company

Program/Initiative Description:

Get own energy company established in the Northeast Kingdom

Program/Initiative Goals:

same as above

Other departments, agencies, governments or groups involved in this program/initiative:

to be determined

OUTCOME MEASURES:

1. Name of Measure:

Successful establishment of Company

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Description of measure:

In process; delayed because of economic situation

AA: Program/Initiative Name:

NVDA--Energy Fair

Program/Initiative Description:

Promote energy efficiency and renewable energy option for homes, farms and businesses

Program/Initiative Goals:

Attract ten vendors - 500 people in attendance

Other departments, agencies, governments or groups involved in this program/initiative:

Private Sector involvement

OUTCOME MEASURES:

1. Name of Measure:

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		10 vendors	500 attendees
Actual Results		12 vendors	650 attendees

BB: Program/Initiative Name:

NVDA--Continue Land Sales in Parks

Program/Initiative Description:

Sell final lot in Hardwick Industrial Park, do inventory of other properties

Program/Initiative Goals:

same as above

Other departments, agencies, governments or groups involved in this program/initiative:

VEDA

OUTCOME MEASURES:

1. Name of Measure:

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Description of measure:

Unable to describe

Explanatory comments on results:

Final sale of lot pending, Inventory nearly complete

CC: Program/Initiative Name:

NVDA--Vermont Food Venture Center (VFVC)

Program/Initiative Description:

To relocate the VFVC in Franklin County to the Hardwick Industrial Park

Program/Initiative Goals:

Same as above and raise \$3.1 Million

Other departments, agencies, governments or groups involved in this program/initiative:

VAoFC&CD; USDA Rural Vermont; HUD; EDA; Private Sector

OUTCOME MEASURES:

1. Name of Measure:

Capital Acquisition

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s		750,000	2.35 Million
Actual Results		750,000	2.35 Million

Explanatory comments on results:

Objective Achieved

2. Name of Measure:

Construct Actual Plant

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			Construction Complete
Actual Results			unknown

Description of measure:

Construction Complete

Explanatory comments on results:

On schedule to date - depends on government process

DD: Program/Initiative Name:

Rutland Economic Development Corp.

Program/Initiative Description:

REDC is charged with providing support services to our existing business base, as well as the recruitment and development of new business. REDC's focus is on the creation and/or retention of high wage jobs which provide for a high quality of life for working Vermonters. REDC provides a "one-stop-shop" for the facilitation of delivery of services from a broad group of federal, state, and local organizations and programs.

Program/Initiative Goals:

REDC's goals are increased investment, increased job training, increased job creation

Other departments, agencies, governments or groups involved in this program/initiative:

USDA RD, VEDA, VEPC, VJTP, VMEC, SBDC, PTAC, Efficiency Vermont, municipalities within region, RRCC, RRPC, RRA

OUTCOME MEASURES:

1. Name of Measure:

Business Loans

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		\$300,000	
Actual Results		\$450,000 YTD	

Description of measure:

Between January 1, 2009 to November 1, 2009, REDC has made loans to area businesses for start-up and expansion

2. Name of Measure:

Referrals to State Programs

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		30	
Actual Results		44 YTD	

Description of measure:

During the visits REDC was a able match local employers to State Programs. VEDA - 2, VEPC - 2, VJTP - 8, VMEC - 12, Efficiency Vermont - 6, PTAC - 2, SBDC - 12

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Leveraging of Private Capital and Bank Financing

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		\$900,000	
Actual Results		\$1,480,580	

Description of measure:

REDC's RLF has provided gap funding for projects which was matched with private equity and bank financing.

2. Name of Measure:

Job Creation

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		20	
Actual Results		22.3	

Description of measure:

REDC utilized Implan modeling software to measure the job creation resulting from our RLF activity in 2009 YTD. This does not include

all activities by the RDC and their impact during this period, but focusses solely on RLF related benefits.

OUTPUT MEASURES

1. Name of Measure:

Increased Economic Activity from RLF

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		\$1,000,000	
Actual Results		\$2,702,424	

Description of measure:

REDC utilized Implan modeling software to measure the economic output from our RLF activity in 2009 YTD. This does not include all activities by the RDC and their impact during this period, but focuses solely on RLF related benefits.

EE: Program/Initiative Name:

Springfield Regional Development Corporation

Program/Initiative Description:

Program/Initiative Goals:

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Business Contact & Visitation Program

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	120	120	30
Actual Results	160	155	35

Description of measure:

We make contact with the value-added employer in our region to determine that their needs are and provide/coordinate follow-up referrals and information as necessary. This includes twice-annual personal visits to the top 20 employers in the region.

Explanatory comments on results:

In the current fiscal year, we are also working with an existing area employer on a potential major expansion project and are facilitating several applicable resources and programs.

2. Name of Measure:

Redevelopment of Underutilized Properties

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			2 Properties Assisted
Actual Results			1 Property has received direct assistance to date

Description of measure:

Identify and develop plans for reuse of underutilized or empty industrial properties/sites. This includes coordination of areas such as assessment of environmental contamination, historic preservation analysis and other potential barriers to redevelopment.

Explanatory comments on results:

We have coordinated over \$1 million in direct assistance to the PVDC/Old Fellows project in Springfield in FY10.

Department/Agency:

Commerce and Community Development/Tourism and Marketing

FF: Program/Initiative Name:

Communications & Outreach related to economic development

Program/Initiative Description:

Coordinates communications, database, web, public relations and research relations among statewide and regional tourism organizations, as well as agriculture, natural and cultural heritage marketing agencies and organizations. Assists with outreach to regional and national

media outlets to generate editorial coverage of Vermont as a travel destination.

Program/Initiative Goals:

Increase the number of visitors to the State of Vermont and the frequency and length of stay by consistent promotion of the Vermont Brand. Communications works to develop relationships with media outlets to generate earned media coverage promoting recreation and leisure travel to the State of Vermont. More than 250 travel features about Vermont are published/broadcast in out-of-state and international newspapers, magazines, blogs and television shows each year. Since 2007, Vermont has been featured on the Today Show, the New York Times, Travel + Leisure, The Washington Post, The CBS Early Show, Good Morning America, Yankee Magazine, CNN.com, Forbes.com, The Times of London, The Sydney Sun-Herald and other prestigious media outlets.

Other departments, agencies, governments or groups involved in this program/initiative:

Media, Historic Sites, Downtown program, UVM Extension services, Regional Marketing Programs, Partner state departments.

GG: Program/Initiative Name:

Quad

Program/Initiative Description:

Prep and promotion of the 400th anniversary of Samuel de Champlain's exploration of Lake Champlain through a coordinated partnership with New York State and the province of Quebec.

Program/Initiative Goals:

Promotion of Lake Champlain and Vermont, increase visitation to Vermont.

Other departments, agencies, governments or groups involved in this program/initiative:

Lake Champlain Regional Chamber of Commerce, Province of Quebec, NY State Regions that boarder Lake Champlain.

OUTCOME MEASURES:

1. Name of Measure:

July Burlington Traffic Counts

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	462,589	473,112	

Description of measure:

This above represents traffic counts into Burlington for the month of July in both 08 and 09

Explanatory comments on results:

The Vermont Department of Tourism and Marketing expected an increase in visitation to the lakefront area during the month of July in 2009. Traffic counts are just one indicator of increased traffic to this area.

2. Name of Measure:

Alcohol, Meals & Room receipts for the City of Burlington

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	\$11,490,541	\$12,009,107	

Description of measure:

The Vermont Department of Tourism and Marketing expected an increase in visitation to the lakefront area during the month of July 2009. Alcohol, Meals & Room receipts for the City of Burlington showed an increase in the month of July during which the bulk of events were taking place.

HH: Program/Initiative Name:

Sales & Marketing

Program/Initiative Description:

Coordinate strategic advertising campaigns. Fulfillment of visitor requests for information generated by advertising campaigns. Travel trade relations which includes participation in domestic and international trade shows and sales missions

Program/Initiative Goals:

Increase the number of visitors to the State of Vermont and the frequency and length of stay for those visits through promoting and protecting the Vermont Brand. The goal is to encourage diverse, well paying and satisfying jobs that fit with residents lifestyles and community values.

Other departments, agencies, governments or groups involved in this program/initiative:

Ski Area Association, Cabot Cheese, State Agency Marketing Partners, Discover New England, VT Higher Education Council, VT Chamber of Commerce, VT Attractions Association, local and regional chambers of commerce, VT information centers, Vermont Agency of Transportation.

OUTCOME MEASURES:

1. Name of Measure:

Person Trips to Vermont

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	5% increase	5% increase	5% increase
Actual Results	12.8 Million	13.4 Million	14.3 Million

Description of measure:

Description of measures: The above information is for FY03, FY05 and FY07. The Vermont Department of Tourism and Marketing conducts annual research on odd years in order to conserve research dollars. This data continues to be viable over a two year period. The above represents total person trips to Vermont.

Explanatory comments on results:

The Vermont Department of Tourism & Marketing anticipates a 5% increase in visitor spending over a two year period.

2. Name of Measure:

Direct spending by visitors

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	3 % increase	3% increase	3%increase
Actual Results	\$1.46 billion	\$1.57 billion	\$1.615 billion

Description of measure:

Description of measures: The above information is for FY03, FY05 and FY07. The Department of Tourism & Marketing conducts annual research on odd years in order to conserve research dollars. This data continues to be viable over a two year period. The above information describes total visitor spending.

Explanatory comments on results:

The Vermont Department of Tourism and Marketing anticipates a 3% increase in total visitor spending over a two year period.

II: Program/Initiative Name:

Vermont Ski Areas Association

Program/Initiative Description:

Ski Vermont represents a collaboration of Vermont ski areas. Together they promote Vermont as a destination for outdoor recreation. The Vermont Ski Areas Association partners with the Vermont Department of Tourism and Marketing in all Winter VT trade shows and winter events.

Program/Initiative Goals:

To sustain Vermont as a leading winter sports destination in the East and attract new participants to skiing, snowboarding, cross country, snowshoe and many other winter activities.

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Skier visits

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			Increase over FY 09 visits
Actual Results	4,354,621	4,068,698	

Description of measure:

Skier visits represent skier/snowboarder traffic to Vermont resorts and this measurement is selected with the goal that the FY10 skier visit total will exceed the FY09 skier visit total of 4.1 million.

JJ: Program/Initiative Name:

Vermont Film Commission

Program/Initiative Description:

The Vermont Film Commission markets Vermont as a location for production of films, broadcast commercials, and photography. The Vermont Film Commission accomplishes this by increasing utilization of web marketing and trade shows to promote and identify vendors and film technicians and to provide information resources and support for VT filmmakers.

Program/Initiative Goals:

Increase use of Vermont as a production location for films, commercials and photography; improve in-state film resources and infrastructure.

Other departments, agencies, governments or groups involved in this program/initiative:

Vermont State Agencies

OUTCOME MEASURES:

1. Name of Measure:

Production Inquires

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	500	520	540
Actual Results	509	542	571

Description of measure:

Producers, Directors and location managers inquire about locations, permitting, crew and equipment availability.

Explanatory comments on results:

As the economy improves we have seen an uptick in the number of production inquires. There is an increasing interest in filmming in Vermont, and there has been an increase in the traffic to our website and phone inquires about film and video production.

2. Name of Measure:

Film, TV Commercials and photography productions produced in Vermont.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	65	70	75
Actual Results	75	77	86

Description of measure:

Number of film and commercials productions assisted by the Film Commission

Explanatory comments on results:

Each year the commission fields numerous productions inquires. The goal is to turn these inquires into actual productions for the state.

KK: Program/Initiative Name:

Vermont Convention Bureau

Program/Initiative Description:

By showcasing Vermont as a site for business and organization meetings and conferences, this niche of the tourism industry fills hotels, resorts, restaurants and attractions during Vermont's shoulder seasons, especially spring and late fall. These events also provide positive exposure for Vermont as a site for business development and expansion.

Program/Initiative Goals:

The Vermont Convention Bureau's goal is to promote Vermont as a destination for conventions and meetings.

Other departments, agencies, governments or groups involved in this program/initiative:

Vermont Convention Bureau, Lake Champlain Chamber of Commerce, Vermont Department of Tourism and Marketing.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Economic Impact to the state of Vermont from events generated by leads from the VCB

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	\$9 Million	\$3 Million	\$6 Million

Description of measure:

The Vermont Convention Bureau is a public/private partnership with the membership providing \$200,000 in funding and the Vermont Department of Tourism and Marketing providing \$100,000 per year to the organization for sales and marketing effort . The return of investment for every dollar spent is a significate for the state of Vermont.

Explanatory comments on results:

As the results show, 2008 was an excellent year for meeting and events booked through the VCB for its members. 2009's lower numbers are a direct result of the economy. Our goal for 2010 is based on the continued solicitation of all market segments by the sales team over the past year and current day. The events and meetings that have been on hold for 2009 will begin to book again in 2010 as the economy begins to right itself.

2. Name of Measure:

Room nights booked VCB members into the state of Vermont through lead generation

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	25,000	27,000	21,000
Actual Results	27,564	10,026	

Description of measure:

The Vermont Convention Bureau is responsible for identifying meetings and event planners through direct sales, trade shows, sales missions as well as phone and email solicitation. The Vermont Convention Bureau sells meeting and events into the entire state of Vermont. The room nights booked is one of our other measures.

Explanatory comments on results:

2008 was a very good year in terms of bookings for the VCB members. The sales goals for 2010 are in place and will be achieved by a 4 person sales office that is funded by a public and private partnership.

**** END AGENCY OF COMMERCE & COMMUNITY DEVELOPMENT ****

Department/Agency:

Agency of Agriculture, Food and Markets

LL: Program/Initiative Name:

Animal Health

Program/Initiative Description:

Provide technical assistance to prospective farms

Program/Initiative Goals:

To increase the number of farms in the state of Vermont

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Livestock Businesses

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	5059	6000	

Description of measure:

Livestock businesses in Vermont which include beef, dairy, chicken, quail, swine, sheep, goats, and equine.

2. Name of Measure:

Veterinarians

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010

Target #s			
Actual Results	50	51	

Description of measure:

Large animal veterinarians in Vermont.

MM: Program/Initiative Name:

Consumer Protection

Program/Initiative Description:

Provide technical assistance and education to maple industry.

Program/Initiative Goals:

**To increase the maple syrup production and marketing in the state of Vermont.
To assist maple producers in making a top quality product.**

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Inspections

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	1400	1550	

Description of measure:

Inspections are done annually and guidance offered to any producer with product found below standards or misgraded.

2. Name of Measure:

Barrels tested

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	700	2030	

Description of measure:

Provide grading services to the state's largest maple cooperative and requested gradings for bulk syrup buyers.

3. Name of Measure:

Education -- OUTCOME MEASURE

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	800	1300	

Description of measure:

Provided for producers at maple conferences, requested workshops, and grading schools.

Explanatory comments on results:

No efficiency measures.

NN:Program/Initiative Name:

Dairy

Program/Initiative Description:

Provide technical assistance to prospective cheese plants and new dairy farms.

Program/Initiative Goals:

To increase the capacity of cheese plants and dairy farms in the state of Vermont.

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Dairy Plants

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	71	74	

Description of measure:

Number of dairy plants that received inspections and technical assistance.

OO: Program/Initiative Name:

Eastern States

Program/Initiative Description:

Manage the Vermont Building at Eastern States Exposition in Springfield, Massachusetts.

Program/Initiative Goals:

Provide market development opportunities for Vermont businesses selected as vendors for the building.
New sales opportunities for beginning Vermont businesses.
Promote the Vermont Brand for the benefit of Vermont businesses.

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Number of Businesses

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			

Actual Results	20	27	
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Description of measure:

Businesses participating at the Vermont Building, Eastern States Exposition in Springfield, MA

2. Name of Measure:

Gross Sales

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	\$1,071,289	\$1,149,241	

Description of measure:

Gross sales of businesses at the Vermont Building, Eastern States Exposition in Springfield, MA.

PP: Program/Initiative Name:

Export programs

Program/Initiative Description:

Technical assistance in developing export opportunities for the state's agricultural sector.

Program/Initiative Goals:

**Memberships in FAS cooperator groups.
 Cultivate relationships with USDA FAS.
 Participate in Vermont-based partnerships and activities.
 Maintain outreach efforts to Vermont agricultural businesses in conjunction with state, regional and national partners.
 Increase export and marketing opportunities for Vermont producers.
 Increase revenue to Vermont producers by assisting them in cultivating new markets.**

Other departments, agencies, governments or groups involved in this program/initiative:

USDA/FAS, US Dairy Export Council (USDEC), Food Export USA-Northeast, US Apple Export Council (USAEC), US Livestock Genetics Exports, Inc. (USGLE), Natl. Assn. of State Depts. of Agr. (NASDA).

OUTCOME MEASURES:

1. Name of Measure:

Financial assistance for tradeshow booth space through Food Export USA Branded Programs

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			
Actual Results			5

Description of measure:

For a Vermont company to receive financial assistance for tradeshow from Food Export, they must be approved by the Agency.

Explanatory comments on results:

Assist in approval process of Vermont companies nad communicate the opportunity available to Vermont companies.

2. Name of Measure:

Export of Vermont animals and animal genetics to foreign countries, specifically Asia, South America and Cuba.

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Description of measure:

Cultivate and develop relationships with various countries interested in importing Vermont animals and animal genetics

Explanatory comments on results:

Secretary of Agriculture will explore and facilitate such exports on behalf of Vermont.

QQ: Program/Initiative Name:

Farm Energy

Program/Initiative Description:

To provide technical and development services to facilitate the adoption of renewable energy produced on farms and foster the development of alternative waste management systems.

Program/Initiative Goals:

Increase the production and use of renewable energy in Vermont to reach the goal of 25% from renewables by 2025.
Increase farm revenue and profitability through energy production.
Improve environmental stewardship by providing a profit center from the nutrient waste stream on farms and Ag related processing.

Other departments, agencies, governments or groups involved in this program/initiative:

DPS, ANR, VEDA, Efficiency VT, USDA/Rur. Dev., USDA/NRCS, UVM Extension, VT Biofuels Assn., Biomass Energy Resource Ctr., Dairy Task Force, VT Environmental Consortium, VT Sustainable Jobs Fund (VSJF), VCRD, private energy contractors.

OUTCOME MEASURES:

1. Name of Measure:

Grants Awarded

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	16	18	

Description of measure:

Grants awarded for feasibility and business planning activities including digesters, biodiesel, wind, solar, microhydro, energy pellets, and cellulosic ethanol.

2. Name of Measure:

Operational Digesters

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010

Target #s			
Actual Results		9	

Description of measure:

Development of anaerobic digesters; number of operational digesters.

RR: Program/Initiative Name:

Livestock Program

Program/Initiative Description:

Technical assistance to individual farms and organizations raising livestock for retail or wholesale markets.

Program/Initiative Goals:

**Increase number of farms raising livestock commercially for retail or wholesale markets.
Provide technical assistance to infrastructure businesses such as slaughter and processing facilities.**

Other departments, agencies, governments or groups involved in this program/initiative:

None.

OUTCOME MEASURES:

1. Name of Measure:

Livestock Businesses

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	3575	2493	

Description of measure:

Livestock businesses include cattle, hogs, sheep, goats, broilers, and turkeys.

2. Name of Measure:

Producer Meetings

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	600-700	700-800	

Description of measure:

Agency is working with producers to increase markets.

SS: Program/Initiative Name:

Meat Inspection

Program/Initiative Description:

Provide technical assistance to prospective slaughter and processing plants.

Program/Initiative Goals:

To increase the capacity of slaughter and processing plants in the state of Vermont.

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Plants

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	265	204	

Description of measure:

Custom plants, individuals, and prospective operators receiving inspections and/or technical assistance. It includes those inquiring what to do in order to sell product as an inspected plant. Also includes technical assistance to individuals looking to start a meat business -- commercial, custom, wholesale, retail, broker, animal food manufacturer, etc.

TT: Program/Initiative Name:

Vermont Dairy Promotion Council

Program/Initiative Description:

Promotion and marketing of Vermont dairy products.

Program/Initiative Goals:

Vermont public relations for the dairy industry.
Cooperative advertising for dairy products.
Promotion of manufactured dairy products.
Vermont producer communications.
Out of state public relations for the dairy industry.
Milk cooling and vending equipment grants for schools.
Dairy impact and research.

Other departments, agencies, governments or groups involved in this program/initiative:

None

OUTCOME MEASURES:

1. Name of Measure:

Dairy Cow Farms

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	1,104	1,096	

Description of measure:

Number of dairy cow farms in Vermont./

2. Name of Measure:

Milking Cows

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	138,000	134,000	

Description of measure:

Number of milking cows in Vermont.

3. Name of Measure:

Processors -- OUTCOME MEASURE

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	67	61	

Description of measure:

Total number of processors.

4. Name of Measure:

Gross Receipts -- OUTCOME MEASURE

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	\$500,000,000.	292,000,000	

Description of measure:

Dairy gross receipts for calendar year.

***** END AGENCY OF AGRICULTURE *****

Department/Agency:

Agency of Human Services / Department for Children and Families / Office of Economic Opportunity

UU: Program/Initiative Name:

Job Start Training and Technical Assistance (VT Community Action Agencies MicroBusiness Development Programs)

Program/Initiative Description:

The statewide MicroBusiness Development Programs help low-to-moderate income Vermonters who want to gain the skills and knowledge needed to start, expand, or enhance a micro business. We help low to moderate income Vermonters use self-employment as a means to achieve economic self-sufficiency. We provide business counseling, technical assistance, classroom training, and loan application packaging.

Program/Initiative Goals:

Our goal is education. People with the vision, discipline and drive to pursue self-employment often lack business basics. Even experienced business owners may struggle to make ends meet because they do not excel in certain areas of business management. Because small business owners are required to be a "jack-of-all-trades," it is important that resources are available to help them learn necessary skills. Our counseling, workshops, and classroom training provide a foundation for their success. Through education, we help people overcome barriers. People with limited financial resources usually face even greater initial barriers to business tart-up and expansion than others because they lack collateral for loans, they may have poor credit histories, and they may be strapped by cash flow problems. Barriers like these do not need to prevent people from running a successful business. We can show people how to get the resources and assistance they need.

Other departments, agencies, governments or groups involved in this program/initiative:

Vermont's five Community Action Agencies, Economic Services, Voc Rehab, Women's Business Center, Market Resource Centers, Community Capital of Vermont

OUTCOME MEASURES:

1. Name of Measure:

Number of (FTE) Jobs Created

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results	63	80.5	

Description of measure:

Low- to moderate-income Vermonters, many of whom no longer need to rely on public assistance.

Explanatory comments on results:

While the grant is funded on the state fiscal year, the outcomes are reported on the Federal fiscal year due to the programs' multiple funding streams.

FY09 Actual Expenditures include some payments carried forward from FY08.

***** END AGENCY OF HUMAN SERVICES *****

Department/Agency:

Department of Information and Innovation

VV: Program/Initiative Name:

VTA Broadband Grants

Program/Initiative Description:

To fund the broadband last mile and infrastructure installations.

Program/Initiative Goals:

To achieve the goal of 100% broadband access in the state

Other departments, agencies, governments or groups involved in this program/initiative:

PSD, Admin, DII, DPS,

OUTCOME MEASURES:

1. Name of Measure:

Expend these Capital Funds in a manner that expands access to broadband

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			500 Homes Covered
Actual Results			200 Projected

Description of measure:

The VTA goal was to spend or commit \$1m to projects that will expand broadband services and infrastructure.

Explanatory comments on results:

As of December 2009, all funds are either expended or committed to projects the actually results will not be available until the projects are complete later this year.

WW: Program/Initiative Name:

DII- Telecommunications grant- VTA-Support

Program/Initiative Description:

Operational Funds for DII/ VTA interface employee.

Program/Initiative Goals:

To ensure coordination between DII and the VTA in order to achieve the goal of 100% broadband access in the state

Other departments, agencies, governments or groups involved in this program/initiative:

PSD, Admin, DII, DPS,

OUTCOME MEASURES:

1. Name of Measure:

Operational Staff Support

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			
Actual Results			

Description of measure:

The goal of this funding to provide staff support to ensure the state can be an anchor customer in the VTA's efforts to expand broadband services and infrastructure. while there is not a specific measure to report, this funding has been esstential in the VTA's efforts to submitt a \$20M federal stimulus grant application which will be submitted on March 15th.

XX: Program/Initiative Name:

VTA-Operating Grant

Program/Initiative Description:

Funding to support the VTA operations to achieve the goal of 100% broadband access in the state

Program/Initiative Goals:

To assist in the VTA efforts to achieve the goal of 100% broadband access in the state

Other departments, agencies, governments or groups involved in this program/initiative:

PSD, Admin, DII, DPS,

OUTCOME MEASURES:

1. Name of Measure:

Broadband Availability

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			100%
Actual Results			85%*

Description of measure:

The goal is for 100% of the residents the state to have a broadband service available.

Explanatory comments on results:

The estimate of 85% is compiled from estimates gathered from providers.

YY: Program/Initiative Name:

VTA- Northlink Broadband/Fiber Grant

Program/Initiative Description:

Funding to support the Northlink Fiber Project in Northern Vermont

Program/Initiative Goals:

To assist in funding Northlink in order to achieve the goal of 100% broadband access in the state

Other departments, agencies, governments or groups involved in this program/initiative:

PSD, Admin, DII, DPS,

OUTCOME MEASURES:

1. Name of Measure:

Project Funding

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s			400 miles
Actual Results			100 miles

Description of measure:

The goal of this legislative appropriation was to fund part of the 400 mile Northlink Project to expand broadband services and infrastructure

Explanatory comments on results:

This funding will be used to add an additional 50 miles to the existing 53 miles fiber network.

***** END DEPARTMENT OF INFORMATION & INNOVATION *****

Department/Agency:

Labor

ZZ: Program/Initiative Name:

Next Generation- Adult Technical Education

Program/Initiative Description:

The program provides grants to technical centers and comprehensive high schools to support adult technical education. The first year the grants provided a partial subsidy of Adult Technical Education Coordinators. Subsequent years, including FY09 and FY10, the grants are to facilitate adult training program that meet the needs of regional employers. The grants are designed to enhance and increase existing adult technical education programs.

Program/Initiative Goals:

To provide technical skills to unemployed and underemployed Vermont adults to enable them to find employment or to advance in their current job.

Other departments, agencies, governments or groups involved in this program/initiative:

Vermonts 16 Technical Centers and Comprehensive High Schools

OUTCOME MEASURES:

1. Name of Measure:

Adult Entered Employment Rate

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	N/A	1035	1050
Actual Results		1035	1050

Description of measure:

The increase in the number of adults attending adult technical education classes.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Cost Per Individual Served

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Description of measure:

Average Cost per Individual Service.

AAA: Program/Initiative Name:

Workforce Education & Training Fund (WETF)

Program/Initiative Description:

Occupational skill training for jobs paying at least 200% of minimum wage, or 150% with benefits to equal 200%. Trains unemployed workers for new jobs, and incumbent workers for upgrades or greater job security.

Program/Initiative Goals:

To increase career opportunities for Vermont workers, and increase the number of workers with the skills that meet the needs of Vermont employers.

Other departments, agencies, governments or groups involved in this program/initiative:

Employers, public and private training providers, organized labor.

OUTCOME MEASURES:

1. Name of Measure:

Number of individuals enrolled in training

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
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Target #s		2,925	1,500
Actual Results		1,596	

Description of measure:

Individuals who enrolled in projects that train for new or vacant positions, and individuals who enrolled in training to prepare for a promotion, or a different job with their current employer.

Explanatory comments on results:

Actual results at a point in time understate eventual results, because projects are approved throughout the year and report enrollments on a quarterly basis. Projects approved in third and fourth quarters may not have begun training activities, and/or haven't filed a quarterly report for the period, due to timing. Two projects that expected to train 30 individuals, were cancelled due to the recession.

2. Name of Measure:

Number of individuals completing training

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		2,340	2,000
Actual Results		1,148	

Description of measure:

Individuals who successfully completed all of the requirements of their training.

Explanatory comments on results:

As noted above, the eventual total will be significantly higher because of the timing and reporting of training activities. Many trainees are still engaged in training, and others have yet to enroll in projects that were approved late in the fiscal year. The target number was based on the expectation that 80% of projected enrollments would complete.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Cost per trainee

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		\$500	\$1,000

Actual Results		\$685	
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Description of measure:

Across all approved programs, the average WETF cost to train both new and incumbent workers.

Explanatory comments on results:

Actual results cannot be determined until the final totals for numbers trained are calculated. This can't be done until all projects approved in the FY have ended, and results have been reported.

OUTPUT MEASURES

1. Name of Measure:

College and HS Student Internships

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		1100	603
Actual Results		773	

Description of measure:

The number of youth participating in internships with business

Explanatory comments on results:

The expectation for ths start up years were greater than actual achievement.

BBB: Program/Initiative Name:

Registered Apprenticeship Program

Program/Initiative Description:

Trains workers through a combination of supervised on-the-job training and technical classroom instruction, to meet skill standards approved by the State Apprenticeship Council. Approximately 800 apprentices are currently being trained in 35 different occupations.

Program/Initiative Goals:

Train workers in a systematic way for jobs that are secure and pay high wages. Provide trainees with a nationally recognized Completion of Apprenticeship Certificate of trade competency.

Other departments, agencies, governments or groups involved in this program/initiative:

VTC; IBEW; Joint Apprenticeship Training Council; Plumbers & Pipefitters Local 693; more than 250 private sector employer sponsors.

OUTCOME MEASURES:

1. Name of Measure:

Number of new apprentices registered

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		385	350
Actual Results		346	350

Description of measure:

Individuals entering new jobs that utilize registered apprenticeship as the formal training model.

Explanatory comments on results:

The recession significantly impacted construction trades, both union and non-union, particularly in the largest programs of plumbing and electrical.

2. Name of Measure:

Number of apprentices completing training and receiving a Completion of Apprenticeship Certificate.

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		160	130
Actual Results		159	

Description of measure:

Individuals who successfully complete the required number of on-the-job training hours plus required classroom instruction, and

demonstrate journey level competency in their trade.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Cost per trainee, for all apprentices served during the period.

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		\$970	\$1,000
Actual Results		\$1,083	\$1000

Description of measure:

Total cost (other than wages paid to apprentice) of apprenticeship training , including registration, monitoring, classroom instruction, completion, direct staff services and administration.

Explanatory comments on results:

The largest program expenditures, such as classroom instruction are "fixed costs", and this year those costs were spread over fewer enrollees. Number of classes remained the same, but with lower enrollment per class.

OUTPUT MEASURES

1. Name of Measure:

Total number of apprentices indentured and served during the program year.

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		950	850
Actual Results		850	

Description of measure:

Individuals registered in all levels and all occupations, employed full time and attending classroom instruction.

Explanatory comments on results:

As noted above, the recession resulted in lower numbers enrolled, and some apprentices being laid off and de-registered from the program.

CCC: Program/Initiative Name:

Workforce Investment Act

Program/Initiative Description:

Provides job finding assistance, skills training and support to economically disadvantaged adults and dislocated workers. It also provides support, skills training to disadvantage youth with additional barriers to employment with an emphasis on school drop outs.

Program/Initiative Goals:

The primary goals are to assist individuals into employment.

Other departments, agencies, governments or groups involved in this program/initiative:

The department utilizes a number of schools and training programs to assist with skill training. It also coordinates with the Departments of Economic Development and Department for Children & Families.

OUTCOME MEASURES:

1. Name of Measure:

Adult Entered Employment Rate

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	82%	82%	82%
Actual Results	81%	76%	80%

Description of measure:

The percentage of individuals who exit the program who became employed.

Explanatory comments on results:

Economic conditions have influenced the entered employment rate. Increased unemployment and a weak job market have made job placement more difficult..

2. Name of Measure:**Youth Skill Attainment**

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	83%	83%	83%
Actual Results	63%	75%	80%

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:**Cost Per Individual Served**

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	\$5000	\$5000	\$5000
Actual Results	\$4811	\$4300	\$5000

Description of measure:**Average Cost per Individual Service.**

OUTPUT MEASURES

1. Name of Measure:**Older Youth Entered Employment Rate**

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	67%	73%	73%
Actual Results	67%	60%	70%

Description of measure:

It is the percentage of youth aged 18-22 who obtain employment after receiving a service from the program.

DDD: Program/Initiative Name:

Employment Services- Wagner Peyser Act

Program/Initiative Description:

Staff provide employment advise, counseling, and job placement services to workers and employee recruitment services to employers. It provides resume writing workshops and job interviewing workshops. It also provides access to computers and the Interet for job searching. The program maintains a free Internet job board that is linked to a national labor exchange. Staff also help organize numerous job fairs where employers and propective employees can meet..

Program/Initiative Goals:

To assist individuals in their search for employment and to help employers fill open jobs.

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

Entered Employment Rate

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	70%	70%	65%
Actual Results	65.5%	61.5%	

Description of measure:

The percentage of individuals who exit the program who became employed.

Explanatory comments on results:

Economic conditions have both increased the number of people seeking assistance with employment and reduced the number of job openings.

2. Name of Measure:

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Description of measure:

Percentage of individuals finding jobs

Explanatory comments on results:

Economic conditions have influenced outcomes. The tough labor market in 2009 and 2010 make it more difficult to place individuals into jobs.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Cost Per Individual Served

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	\$144	\$144	\$144
Actual Results	\$175	\$148	\$144

Description of measure:

The average cost of service.

Explanatory comments on results:

The number of individuals seeking assistance is influenced by economic conditions. Low unemployment reduces those seeking help and higher unemployment has increased the number of individuals needing help in the labor market.

OUTPUT MEASURES

1. Name of Measure:

Individuals Receiving Services

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	16000	16000	16000
Actual Results	13150	15577	

Description of measure:

Number of individuals seeking employment services.

***** END DEPARTMENT OF LABOR *****

Department/Agency:

Public Service Department

EEE: Program/Initiative Name:

Clean Energy Development Fund

Program/Initiative Description:

The Clean Energy Development Fund (CEDF) operates a grant and loan program to fulfill the legislative purpose of the CEDF. The CEDF relies on State MOUs with the Vermont Yankee Power Plant and on federal stimulus funds to provide a multi-year revenue stream that is used for the grants and loans as well as for the administration of the CEDF.

Program/Initiative Goals:

The purposes of the fund shall be to promote the development and deployment of cost-effective and environmentally sustainable electric power and thermal energy or geothermal resources, and emerging energy-efficient technologies, for the long-term benefit of Vermont consumers, primarily with respect to renewable energy resources, and the use of combined heat and power technologies. Specifically there is a goal to provide continuous funding, for as long as funds are available, to the small-scale renewable energy incentive program.

Other departments, agencies, governments or groups involved in this program/initiative:

Department of Public Service, VEDA, Agency of Agriculture.

OUTCOME MEASURES:

1. Name of Measure:

Estimated Annual Kilo-watt hours produced

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	na	na	na
Actual Results	24,573,540	14,983,604	15,000,000

Description of measure:

Number of Kwh/year that projects awarded grant and/or loan funding are estimated to produce yearly once up and running. Does not account for feasibility studies or the cumulative yearly kWhr generation, not the projects funded through the Small-Scale Renewable Energy

Incentive Program.

Explanatory comments on results:

The CEDF Board has not set specific KWhr production goals or targets.

2. Name of Measure:

Funds Leveraged

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	NA	NA	NA
Actual Results	15,328,973	21,163,323	50,000,000

Description of measure:

The number of dollars leveraged through grant funds (total project costs minus grant funding), however this does not include the projects funded through the Small-Scale Renewable Energy Incentive Program.

Explanatory comments on results:

The CEDF has not set target #s for this measure.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results			

Description of measure:

Number of dollars leveraged through grant and loan funds (total project cost minus grant fuding).

***** END DEPARTMENT OF PUBLIC SERVICE *****

Department/ Agency:

VERMONT ECONOMIC DEVELOPMENT AUTHORITY

FFF: Program Initiative Name:

EMERGENCY VEDA/AGRICULTURAL CREDIT CORPORATION- LOAN PROGRAM AND INTEREST RATE SUBSIDY FOR FARMERS

Program/Initiative Description:

PROVIDED LOANS TO FARMERS FOR WORKING CAPITAL FOR SPRING 2009 OPERATIONS AT LOWER THAN MARKET RATES

Program/Initiative Goals:

- (1) PROVIDE CAPITAL TO ECONOMICALLY DISTRESSED INDUSTRY VITAL TO THE STATE;**
- (2) IMPACT A SIGNIFICANT NUMBER OF FARM OPERATIONS;**
- (3) PROVIDE LOW COST FINANCING;**

Other departments, agencies, governments or groups involved in this program/initiative:

OUTCOME MEASURES:

1. Name of Measure:

PROVIDE ACCESS TO CAPITAL WITHIN THE REQUIRED TIME FRAME

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		MEET LOAN DEMAND FOR SPRING 2009	
Actual Results		DISBURSED \$4 MILLION IN 3 MONTHS APR-JUN 2009	DISBURSED ADDITIONAL \$2.4 MILLION IN 2 MONTHS JUL-AUG 2009

Description of measure:

THE MEASURE WAS TWOFOLD: TO MEET DEMAND AND TO DO IT WITHIN THE SHORT TIME FRAME

Explanatory comments on results:

VEDA STAFF DISBURSED \$6.4 MILLION IN 5 MONTHS; THIS AMOUNT REPRESENTS MORE THAN 25% OF ALL VEDA

ACTIVITY IN ALL DIRECT LOAN PROGRAMS

2. Name of Measure:

IMPACT A SIGNIFICANT NUMBER OF FARMS

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		MEET 100% OF LOAN DEMAND	
Actual Results		FUNDS WERE DISBURSED IN 128 LOANS TO 118 DIFFEENT BORROWERS	

Description of measure:

CAPITAL PROVIDED WAS IN THE FORM OF 128 LOANS TO 118 FARM OPERATIONS. THIS REPRESENTS 10% OF ALL FARMS IN VERMONT & APPROXIMATELY 40% OF ALL VACC BORROWERS

Explanatory comments on results:

THE NUMBER OF LOANS UNDERWRITTEN, CLOSED AND FUNDED IN 5 MONTHS TO FARM BORROWERS REPRESENTS 50% OF THE AVERAGE NUMBER OF LOANS THAT VEDA CLOSES IN ALL OF ITS DIRECT LOAN PROGRAMS (COMMERCIAL, SMALL BUSINESS & AGRICULTURE)

3. Name of Measure:

PROVIDE LOW COST FINANCING

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		PROVIDE RATES AT PRIME MINUS 3.00% WITH A FLOOR OF 2.00%	
Actual Results		ALL RATES ON 128 LOANS WERE AT 2.00%	

Description of measure:

LOANS RATES ARE SUBSIDIZED FOR PERIOD OF 3 YEARS OR THE TERM OF THE LOAN, WHICH EVER IS LESS.

Explanatory comments on results:

SUBSIDIES ON THE 125 LOANS IS ESTIMATED AT \$516,140 OVER 3 YEARS; THIS EQUATES TO APPROXIMATELY \$4,375 PER BORROWER OVER THE NEXT 3 YEARS.

GGG: Program/Initiative Name:

INTEREST RATE SUBSIDY PROGRAM

Program/Initiative Description:

USE RESOURCES PROVIDED BY THE STATE TO REDUCE RATES TO COMMERCIAL BORROWERS

Program/Initiative Goals:

- (1) STIMULATE ECONOMIC ACTIVITY;**
- (2) IMPACT JOBS;**
- (3) CREATE JOBS**

Other departments, agencies, governments or groups involved in this program/initiative:

1. Name of Measure:

STIMULATE ECONOMIC ACTIVITY

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s		EXCEED HISTORIC VOLUME IN RECESSIONARY PERIOD	
Actual Results		CLOSED/APPROVED \$17.6 MILLION OR NEARLY 200% OF HISTORIC VOLUME	

Description of measure:

HISTORIC COMMERCIAL LOAN VOLUME OVER THE PAST 2 YEARS HAS AVERAGED \$9 MILLION PER YEAR

Explanatory comments on results:

\$17.6 MILLION OF SUBSIDIZED LOANS WERE CLOSED/APPROVED IN FY2009

2. Name of Measure:

IMPACT JOBS

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results		JOBS IMPACTED AT VEDA COMPANIES RECEIVING FINANCING TOTALED 1,125; AN ADDITIONAL 243 JOBS WERE IMPACTED AT COMPANIES APPROVED, BUT NOT CLOSED	

Description of measure:

JOBS IMPACTED REPRESENT THE ACTUAL JOBS EXISTING AT THE VEDA COMPANIES; IT IS AN IMORTANT MEASURE AS IT IS ACTUAL JOBS THAT BENEFIT IMMEDIATELY FROM THE BUSINESS ACTIVITY GENERATED BY THE VEDA FINANCING

3. Name of Measure:

ESTIMATED JOBS TO BE CREATED

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results		ESTIMATED JOBS TO BE CREATED ON LOANS CLOSED WAS 248	

Description of measure:

VEDA COMPANIES ESTIMATE THE NUMBER OF JOBS TO BE CREATED OVER A 2-3 YEAR TIME FRAME FROM THE SUBJECT PROJECT. VEDA MEASURES ACTUAL RESULTS TO THESE ESTIMATES; ON AVERAGE 75% OF THE JOBS ESTIMATED TO BE CREATED ARE ACTUALLY CREATED IN THE 2-3 YEAR TOME FRAME

4. Name of Measure:

STIMULATE ECONOMIC ACTIVITY - LEVERAGE VEDA FINANCING

Year	<input type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s			
Actual Results		\$10.2 MILLION OF VEDA FINANCING CLOSED IN 2009; THIS LEVERAGED AN ADDITIONAL \$21 MILLION IN PRIVATE CAPITAL; THE TOTAL OF \$31.2 MILLION IN ECONOMIC ACTIVITY WAS GENERATED IN FY 2009	

Description of measure:

LEVERAGED FUNDS ARE IMPORTANT BECAUSE MANY PROJECTS VEDA PARTICIPATES IN MIGHT NOT GET DONE, OR WOULD LIKE GET DONE AT A REDUCED SIZE

Explanatory comments on results:

IN A TIME OF REDUCED ECONOMIC ACTIVITY (RECESSION); THE INCENTIVES OF LOWER RATES STIMULATED INCREASED LENDING AND LEVERAGED DOLLARS

***** END VERMONT ECONOMIC DEVELOPMENT AUTHORITY *****

Department/Agency:

Vermont Economic Progress Council

HHH: Program/Initiative Name:

Vermont Employment Growth Incentive

Program/Initiative Description:

Cash incentive for private sector creation of new qualifying jobs and capital investment that generates new incremental state tax revenues in excess of the cost of the incentives.

Program/Initiative Goals:

Creation of new qualifying jobs and payroll and capital investment by the private sector that otherwise would not occur

Other departments, agencies, governments or groups involved in this program/initiative:

Regional Development Corporations, Department of Economic Development, Tax Department

OUTCOME MEASURES:

1. Name of Measure:

New Qualifying Job Creation

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s	353	306	323
Actual Results			

Description of measure:

Number of new qualifying jobs created because of incentive. Targets are based on new qualifying job creation projected by applicants for the year,

Explanatory comments on results:

2008 actual results currently being examined by Tax. 2009 results not known until mid-2010; 2010 results not known until mid-2011.

2. Name of Measure:

New Qualifying Payroll

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s	\$12,661,247	\$14,841,949	\$15,211,400
Actual Results			

Description of measure:

Amount of new qualifying payroll created because of incentive. Targets are based on new qualifying payroll projected by applicants for the year.

Explanatory comments on results:

2008 actual results currently being examined by Tax. 2009 results not known until mid-2010; 2010 results not known until mid-2011.

PROGRAM EFFICIENCY MEASURES

1. Name of Measure:

Operating cost per application

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s	\$8666	\$6500	\$5200
Actual Results	\$6842	\$5200	

Description of measure:

Portion of operating costs per application. Increased volume of applications will decrease cost per application. Only 60% of total operating budget is used for calculation as the TIF program accounts for about 30% of staff time and resources and the EATI program 10%. Targets are based on VEGI portion of operating budget divided by target number of applications for the year (see output measures).

2. Name of Measure:

Cost per economic model run completed

Year	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2008	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2009	<input checked="" type="checkbox"/> FY <input type="checkbox"/> CY 2010
Target #s	\$250	\$225	\$200
Actual Results	\$262	\$365	\$247

Description of measure:

Contract cost of economic/fiscal model of applications is a fixed annual cost. Increasing number of applications reduces per run cost of contract, increasing efficiency. Targets are based on fixed cost of contract divided by increasing target number of runs per year.

Explanatory comments on results:

FY10 is estimate based on number of runs through December

OUTPUT MEASURES

1. Name of Measure:

Staff Business Visits

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s	30	40	50
Actual Results	37	40	

Description of measure:

Number of meetings at or with a business regarding program. For meetings that involve multiple businesses, all businesses are counted only if specific information on the program is conveyed. Measure does not include follow up time, or contact via email or phone. More face-to-face visits will increase better understanding of the program and result in higher application volume, which results in more new jobs and capital investment and reduces operating costs per application. Targets are based on amount of potential time available for business visits.

Explanatory comments on results:

Visits are limited by: travel budget limitations; amount of staff time spent at legislature and with audit team.

2. Name of Measure:

Number of Applications considered per year

Year	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2008	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2009	<input type="checkbox"/> FY <input checked="" type="checkbox"/> CY 2010
Target #s	15	20	25
Actual Results	19	25	

Description of measure:

Number of applications considered each calendar year. More actual application volume means more incentives authorized and more new jobs and capital investment, if claimed. Higher volume means lower cost per application in operating costs

Explanatory comments on results:

Applications are only counted if considered by the Council.

***** END VERMONT ECONOMIC PROGRESS COUNCIL *****

[END MEASURES]

Supplemental Section:

As stated on page 4 of this report, last year's report had higher total numbers than are shown for the same years in this report, which was mainly due to the fact that certified local government grants, as well as municipal and regional assistance grants in the Department of Economic, Housing and Community Development (DEHCD) were not deemed to be direct economic development programs and were therefore removed. Subsequent to the completion of this report, DEHCD determined that some portion of the activities removed do in fact represent economic development activity and should have remained in the report. We have chosen to include these items as a supplemental section; incorporating them into the full report at this late date would have entailed rerunning the entire database analysis and pivot tables, and changing the vast majority of charts, tables and appendices. These items will be re-incorporated for all years when the 2011 report is prepared.

SUPPLEMENTAL DATA ON TWO PROGRAMS NOT INCLUDED IN FY10 UEDB DATABASE AND TABLES				
<i>Department:</i>	<i>Program Name</i>	<i>Fiscal Year</i>	<i>Appropriation</i>	<i>Expenditures</i>
Housing and Community Affairs (now part of Department of Economic, Housing and Community Development)				
	Regional Assistance Grants (RPC)	FY06	\$ 2,757,696	\$ 2,757,696
		FY07	\$ 2,881,790	\$ 2,881,790
		FY08	\$ 3,011,473	\$ 3,011,473
		FY09	\$ 2,632,027	\$ 2,632,027
		FY10	\$ 2,632,027	
		Total RPC	\$ 13,915,013	\$ 8,525,290
	Municipal Assistance Grants (MPG)	FY06	\$ 787,913	\$ 862,481
		FY07	\$ 823,369	\$ 794,531
		FY08	\$ 860,421	\$ 727,156
		FY09	\$ 408,700	\$ 598,984
		FY10	\$ 408,700	
		Total MPG	\$ 3,289,103	\$ 2,983,152

Both of these grant programs are funded 100% with special funds (from property transfer tax receipts)

The Municipal Assistance grants primarily support municipal land use plans, land use bylaws, capital budgets, and municipal infrastructure planning in accordance with 24 VSA Chapter 117.

The RPC grants are operating grants to the 11 Regional Planning Commissions for support of municipal land use planning and regulatory activities, as well as for regional planning purposes including planning for economic development.