

January 14, 2015

ACEDC FY 2015 Mid-year Report Narrative

The first half of FY2014 felt like a marathon at sprint speed. The work we did was primarily devoted to programs to support businesses. We've had more loan requests in the past six months than we have had in the past 3 years. We held numerous events and workshops. We also celebrated five decades of economic development in Addison County at our Annual Meeting. Specifically, I'd like to highlight the following:

1. Financing the Working Landscape Conference

I was the lead person for our fourth annual conference. (Copy of agenda attached.) ACEDC and ACORN created this conference four years ago to help entrepreneurs in the ag and forest/wood products sectors get connected to both financing and TA resources. We have now run it for 4 consecutive years. It's been extremely well-received, not just by participants, but a number of state folks, including the Agency of Ag and VHCB, who every year say how much they love the event and wouldn't it be great if it could be replicated around the state?

It became clear to us after this year's conference that we've pretty much tapped out the businesses in our area, at least for a little while. We still had about 100 people attend, but it has been getting harder and harder to achieve this number. We believe that, rather than trying to hold a similar event in multiple locations each year, it would be more effective to have the conference itself move around the state, hosted each year by different regional partners, and coming back to Addison County every 3-4 years.

I have been in contact with Dave Snedeker of NVDA and Sarah Waring of the Center for a Sustainable Ag Economy in Hardwick and they have agreed to host the 5th annual event. We really view this conference as something that started here in Addison County but should now be a statewide event...it's bigger than just us and we're thrilled about that!

2. Joint workshops with SBDC and others

In August, we co-hosted with the National Bank of Middlebury a panel discussion on energy efficiency for businesses and related financing. VEDA, Efficiency Vermont and a builder made up the rest of the panel.

Working closely with our SBDC staff, we offered the following workshops this fall:

- Creating Your Own YouTube Channel
- Disaster Preparedness for Your Business
- How to Commercialize Your Business Idea

Additional programs are planned monthly January - May 2014.

3. Legislative Forum

Working with Paul Ralston of Vision to Action VT (V2AVT), ACEDC hosted a legislative forum for all candidates at the Vergennes Opera House in October 13 of 14 candidates participated and nearly 50 people were in attendance. The forum was filmed by MCTV and was available to all online.

4. ACEDC Annual Meeting: Celebrating Five Decades of Economic Development in Addison County.

On December 5, nearly 90 people attended our Annual Meeting. We put together a timeline of notable events from 1972 – 2014, had a slide show, and a speaker from every decade to talk about economic development and/or how ACEDC helped their business succeed. It was a labor of love to put this together! I am still hearing from people about how much they enjoyed the meeting.

5. Loans:

We approved 5 loans totaling \$312,000. There are an additional 4 loans in the pipeline. This is the most loan activity I've seen in the 6+ years I've worked here and is testament to the turnaround in the economy.

CEDS Buckets

- a. Business Environment: We work closely with state and local partners and officials. We have our own brochure and info folder that I give out to businesses but we are still waiting on the "recruitment package" from ACCD.
- b. Workforce Development: We completed a number of phone surveys to business about workforce though I have yet to receive the detailed information from the two people who made the calls. Separately, I organized a "Working Bridges" presentation for our HR roundtable group. Working Bridges is a program for employers dedicated to improving workplace productivity, retention, advancement and financial stability for employees. We have one or two larger employers who have agreed to participate in this program.
- c. Physical Infrastructure: Not a whole lot going on here, although I have been involved in some meetings and conversation about the Middlebury airport and a roundabout at the Rte7 and Exchange St intersection. Adam Lougee of Regional Planning has been very good about keeping me informed.
- d. Innovation and Finance: Our Financing the Working Landscape Conference drew 100 people to network and learn more about finance options. Mike Pieciak from Dept of Financial Regulation was our keynote speaker he spoke about the new VSBOE regs. Entrepreneurs also had the opportunity to make business pitches.

We held another workshop related to Efficiency Vermont to discuss energy efficiency and financing options for businesses.

I've been working with Lloyd Komesar by connecting him with businesses that might support his new Middlebury Film Festival. One introduction, to Vermont Hard Cider, resulted in that company being the lead sponsor of the festival.

Challenges:

The most obvious challenge is related to resources. We do a lot of things in this small office with 2 FTE — much more than one would think possible given the size of the organization. It's working so far, but burnout definitely becomes a possibility. I'm trying to streamline where I can and assess the projects we undertake to see if they are worth the effort. Moving the Financing the Working Landscape Conference elsewhere in the state this year, for example, will allow me to take on some other projects that I haven't had time for.

In addition, there is an upper limit to what I can fundraise for the organization. I've doubled membership dollars and number of members over the past couple of years but there isn't an endless supply of potential new members in Addison County. We have good relationships with a number of statewide organizations (lenders, Efficiency Vermont, etc.) and have a plan to solicit them for membership. Efficiency Vermont has already become a member.

Other issues are more related to businesses. The cost of doing business in Vermont and the uncertainly of what the legislature will do next has been very frustrating for many businesses. There is some hope that this year the legislature will actually focus on the economy and taxes. The "Economy Pitches" on the first day of the legislature was a good way to set the tone for the session.

Longer Term Goals:

I'd like to update the brochure we currently use to promote our loan funds and work with the SBDC. First I'd like to see the state's package to the two integrate with each other.

There's even more we can do with our website. I'd like to have a "reference library" section for example. We have filmed many of our workshops and conferences and I'd like our businesses to have easy access to the material. We also have lots of books to recommend to businesses. And we could add other information. We could have a private list-serve or email chat room where businesses could ask questions and get support from one another.

I'd like to hire someone, perhaps on a contract basis, to take over coordinating events so I wouldn't have to do this and we could do more of them. This could even mean giving more hours to one of my part-timers.

All of these ideas cost money, of course. And time. Two are one-time events and we could find the funding to do those, but paying people is a riskier, long term prospect and I wouldn't use any savings we have to cover payroll.

Other:

I am the Working Lands Enterprise Board, the entity that is responsible for making the Working Lands Enterprise Fund investment decisions.

I am on the Vermont Sustainable Jobs Fund Board and chair of the finance committee.

I have a standing monthly meeting with the business development director for the Town of Middlebury and we are working together on one business project. We have expanded the group to include Steve Paddock from the SBDC and the Chamber President.

Our website has now been up and running for 18 months so we are beginning to have year to year comparisons via Google analytics. From July-December 2013, there were nearly 7400 page views (excluding staff). For the same period in 2014, we had 10,152 page views, a 37.3% increase in traffic.

Given that we are not a commerce site and have fewer than 100 members, this seems like a good amount of activity. Our Jobs, Member Directory, and Properties pages were the most popular. (See Overview report attached.)

The Addison County Development Cabinet, which ACEDC started four years ago, continues to be an excellent place for information sharing and collaboration. We have been working to develop metrics for measuring the improvement in people's lives in Addison County, and have begun collaborating with the folks from Opportunity Nation. Opportunity Nation (ON) is the national organization that produces the Opportunity Index, which has ranked Vermont #1 the past two years. In September, we had someone from ON come to our Cabinet meeting to discuss their data in more detail and talk about how we might use this information to improve lives here. As a result, we decided to focus initially on one key metric called "Disconnected youth" defined as people between the ages of 16-14 who are not in school and not working. This measure has the highest correlation with poverty, unemployment, etc.

We are holding a much larger stakeholder meeting in January to bring together the people who work with this age group and otherwise have some impact on this group, to talk about what's working well now, what the barriers are for this group, and how can we as a community make an even better impact?

In addition to ACEDC, ACDC Members include:

ACRPC

SBDC

Better Middlebury Partnership

Bristol Downtown Partnership

Vergennes Downtown Partnership

Hannaford Career Center

Addison County Chamber

ACTR

Community College of Vermont

United Way

Department of Labor

It was a busy and productive six months!

Robin Scheu

Executive Director

Estai 1 Schen

RDC Work Plan

RDC ACEDC

FY 2015 - Mid-year Report, December 31, 2014

The mission of ACEDC is to be **the** resource for navigating the opportunities and challenges of doing business in Addison County.

GOAL I: BUSINESS SUPPORT

Develop and maintain strong relationships with key employers and businesses. Also, provide services that add value and support the strengthening and growth of new and existing businesses.

Activities:

I. Programs—Required by State Contract

a. Business Visitation | Please complete the attached Visit Log for 6 month and annual report.

Measure	Target Date	Status
BEST: 50+ visits per year BETTER: 25-50 visits per year NEEDS IMPROVEMENT: Less than 25 per year	Ongoing	30 business visits

b. Site Selection & Property Tour

Measure	Target Date	Status
BEST: Inventory on both RDC and State database	Ongoing	Inventory (such as it is) is on both state and ACEDC websites.
BETTER: Inventory on State database		
NEEDS IMPROVEMENT: No inventory or only on RDC database		
Property tours arranged as needed	Ongoing	Arranged 3 property tours.

c. Event/Program | RDC hosts events or programs during the year. (See details below, d-g)

Measure	Target Date	Status
BEST: 4 or more per year BETTER: 2 per year NEEDS IMPROVEMENT: none	Within one year	NOTE: The 4 events should cover a variety of activities and must include at least one finance-related and one workforce-related activity.

Event/Program #1: Financing/Capital Education Workshop

Measure		Target Date	Status
Please indicate attendance for current and past year. BEST: Grow participation	90-100 people each year	One per year	Financing the Working Landscape Conference – includes entrepreneur pitches
BETTER: Maintain participation			

Event/Program #2: Job Fair or Career/Workforce event

Measure		Target Date	Status
Please indicate attendance for current and past year.	HR leaders from the	One per year	Working Bridges event with the United Way of Addison
BEST: Grow participation	county's		County
BETTER: Maintain participation	largest employers		

Event/Program #3 | Energy Efficiency and Financing Workshop

Measure	Target Date	Status
Approximately 17 businesses in attendance	August 28, 2014	Panel with Efficiency VT, NBM, VEDA, and SEC to discuss energy efficiency and financing options

Event/Program #4 | Creating Your Own You Tube Channel

Measure	Target Date	Status
33 people signed up; 20-25 showed up	October 29, 2014	We videoed this event so it can be accessed online by businesses.

Event/Program #5 | Disaster Preparedness for Your Business

Measure	Target Date	Status
9 people attended	November 19, 2014	Completed as planned

Event/Program #6 | How to Commercialize Your Business

Measure	Target Date	Status
10 people attended	December 9, 2014	Completed as planned

II. CEDS Buckets

What are you doing in each area? What is the appropriate role for your RDC? Who do you or might you collaborate with in each area? Please use a separate sheet to explain in a narrative form what you are doing, who your partners are and any major accomplishment.

a. Business Environment

Measure	Target Date	Status
BEST: RDC is working closely with SBDC, financial partners, PTAC, RPCS and town officials. Has completed recruitment package, meets regularly with partners. BETTER: RDC is working closely with SBDC, financial partners, PTAC, RPCS and town officials	Ongoing	[Please report in narrative] NOTE: "Recruitment package" will be the template from ACCD (to come) WAITING ON RECRUITMENT PACKAGE FROM ACCD

b. Workforce Development

Measure	Target Date	Status
BEST: RDC is leading a workforce effort and holds annual job fairs. BETTER: RDC is on a board or committee of a workforce effort. Needs improve: No engagement with workforce efforts.	Ongoing	[Please report in narrative] "Working Bridges meeting for HR leaders "Workforce phone surveys

c. Physical Infrastructure

Measure	Target Date	Status
BEST: RDC works closely with RPC and other partners to improve infrastructure that will benefit business growth. BETTER: RDC is working with partners to improve infrastructure	Ongoing	[Please report in narrative] "Middlebury Airport "Rte 7/Exchange St intersection

d. Innovation & Finance

Measure	Target Date	Status
BEST: Active in promoting incubators, accelerators or other start-up initiatives and creative economy events. Involved with at least one networking or start-up event a year. BETTER: Participates in regional creative economy efforts. Helps establish connection between business needs and financing.	Ongoing	[Please report in narrative] NOTE: events will be reported as part of Section1.c. — Events/Programs "Working with Lloyd Komesar who is bringing a Film Festival to Middlebury "Entrepreneur pitches at FWL conference

III. Challenges

What is not working well and potential next steps

Measure	Target Date	Status
BEST: Reported on semi-annually BETTER: Reported annually NEEDS IMPROVEMENT: unreported		[Please report in narrative] ~9L - ~ Cost of doing business; uncertainty of legislative actions that could harm businesses

IV. Longer-term Goals

What would you like to do but can't right now? What would you need in order to accomplish each goal?

Measure	Target Date	Status
BEST: Reported on semi-annually BETTER: Reported annually NEEDS IMPROVEMENT: No report	The need in all cases is time and/or money	[Please report in narrative] ~updated brochure ~reference library on website ~hiring someone who could really take over events so we could do more

٧.	Referral	ls—Req	juired b	y State	Contract
----	----------	--------	----------	---------	----------

Referrals as appropriate to all programs and areas. Areas include but are not limited to:

- a. State Programs
- b. Federal Programs
- c. Lenders
- d. SBDC
- e. VMEC
- f. B2B

REFERRALS

Measure	Target Date	Status
BEST: Frequent referrals to a spectrum of resources and partners BETTER: Regular referrals but limited to a few programs or partners. NEEDS IMPROVEMENT: Fewer than 5 referrals, limited use of programs w/o explanation.	Ongoing	29 referrals, including 11 to SBDC, 4 to lenders, 6 to various state programs, 1 federal program, and several B2B and VMEC
Maintain personal tracking system for referrals	Ongoing	I have a system in place that I've used for several years

Other Regionally Speci	fic Activity	

GOAL II: COMMUNICATIONS

Businesses, as well as state and local officials, know who we are and what we do. Also, RDC is able to learn from businesses what they need.

Activities:

I. Required by State Contract

a. WebCats

Measure	Target Date	Status
BEST: Current within one week of business visit with complete data. BETTER: Used and current w/in one month. NEEDS IMPROVEMENT: Infrequent or incomplete updating. Older than one month.	Ongoing	NOTE: This may be replaced by another system All appropriate business visits have been entered into WebCats and business info updated as needed

b. Outreach and PR

Measure	Target Date	Status
BEST: Maintains and distributes 4x or more enewsletter to all constituents or partners. Web site is up to date. Social media or other outreach is frequent. BETTER: Less than twice per year communications to all partners. NEEDS IMPROVEMENT: No regular		ACEDC sent out 28 emails highlighting various statewide and local workshops and events. We regularly use Twitter and Facebook in addition to Constant Contact.
written communication.		Our website is updated frequently with news, events, jobs, properties, etc. See attached dashboard for analytics.

c. Special Meetings/Events with Legislators

Measure	Target Date	Status
BEST: One special meeting with legislators on ED activities and outcomes per year early in session BETTER: Limited contact with legislators NEEDS IMPROVEMENT: No contact with legislators	Fall – held October 15, 2014	ACEDC co-hosted a legislative forum for all candidates at the Vergennes Opera House. 13 of 14 candidates participated and 40-50 people were in attendance. We also had MCTV video the event.

d. Meet with Town Officials of Key Municipalities

Measure	Target Date	Status
BEST: Two face to face meetings per year with governance body of key municipalities. BETTER: One face to face mtg. w/ gov. body of key municipalities	Ongoing	The city or town managers of our three key employment centers (Bristol, Middlebury, Vergennes) are on my board so I see them monthly.

	NEEDS IMPROVEMENT: No face to face	
1	meetings	

e. "Leave behind" for business visits that explain state programs

Measure	Target Date	Status
BEST: Business visits include "leave behind." NEEDS IMPROVEMENT: No leave behind on visits.	Ongoing	WAITING FOR STATE TEMPLATE/PACKAGE

f. Joint business visits with Agency staff

Measure	Target Date	Status
BEST: 9 biz visits w/ state personnel/yr. BETTER: 6 biz visits w/ state personnel/yr. NEEDS IMPROVEMENT: 3 biz visit w/ state personnel/yr.	Ongoing	Jared Duval and I met with 3 businesses this past fall and will be doing more in 2015. (He's great to work with!)

g. Recruiting package describes regional opportunities for businesses and region's selling points

Measure	Target Date	Status
BEST: Recruiting package documents regions key assets, quality of life, schools, core business strengths, site availability and dovetails with ACCD template.		NOTE: This is a repeat of Section II. CEDS Buckets, part a. Business Environment "Much of this is on our website WAITING FOR STATE TEMPLATE/PACKAGE

h. Monthly reports of regional activity

Measure	Target Date	Status
BEST: Reports in by end of month to include business names, personnel, and metrics where possible (jobs, growth, investment); positives and negatives in the aggregate. Also include events, projects, and other regionally specific activity.	Monthly by the end of the month	I have not been as consistent as I'd like on this one. My New Year's resolution is to do better! However, I don't hesitate to call ACCD if there is any sort of business 'emergency' in my area.

BETTER: Reports in by end of month, limited or insufficient info.		
NEEDS IMPROVEMENT: Few or no reports/no activity		

GOAL III: RELATIONSHIPS

RDC maintains strong, collaborative relationships with all partners locally, regionally, and statewide.

Activities:

I. State

Attend monthly meetings with ACCD and support of ACCD priorities

Measure	Target Date	Status
BEST: Attends all meetings in person (weather permitting). BETTER: Attends 80% of meetings in person or via phone (weather permitting) NEEDS IMPROVEMENT: Attends 50% or less of meetings in person or via phone.	Ongoing	I have attended all scheduled meetings with one exception due to a family commitment. Any other meetings missed were due to the fact that the dates were changed and I had previous business appointments on those days.

II. Local Partners

Continue to work collaboratively; joint projects as applicable.

Measure	Target Date	Status
Engaged in emergency response for business as needed. Works on other critical projects for the region.	Ongoing	I work closely with Adam Lougee of Regional Planning, both through the Development Cabinet as infrastructure projects as needed. ~Held one workshop on Disaster Preparedness for Your Business ~ACEDC runs a monthly Safety Roundtable with safety managers of larger employers

III. Collaboration

SBDC and/or PTAC as feasible

Measure	Target Date	Status
BEST: RDC and SBDC/ PTAC are colocated, as appropriate given staff levels and collaboration is on frequent basis.	Ongoing	SBDC is located in our office. PTAC has been using our conference room for meetings as needed.
BETTER: RDC and SBDC/PTAC are co-located as appropriate given staffing levels. Collaboration on a regular basis.		
NEEDS IMPROVEMENT: no colocation, no state waiver, communication is infrequent.		

GOAL IV: BOARD GOVERNANCE

The board is engaged and committed to the RDC mission and it reflects the business diversity of the county.

Activities:

I. Required by State—Bylaws

Measure	Target Date	Status
BEST: Bylaws are current and contain:		Completed September 2012
 Board member term limits 		
 Diversity of members, including age, gender, business sector, community 		
 Meeting attendance requirements 		
BETTER: Bylaws current but lack:		
 Board Member term limits. 		
 Lack of diversity in 2 or more areas (age, gender, sector, community. 		
NEEDS IMPROVEMENT: Bylaws are outdated and lack:		
• Term limits		
 Diversity in 2 or more areas. 		

Financial Reporting II.

Measure	Target Date	Status
RDC will submit an accounting report to ACCD describing financial viability and activities.		Audit completed and sent to ACCD in early November 2014. ACEDC is on a strong financial footing.
BEST: Report shows solvency, and/or financial improvement over previous year growth.		
BETTER: Report shows financial solvency or steps toward it.		
NEEDS IMPROVEMENT: No report or report does not show financial growth or plan for solvency.	[

GOAL V: ADMINISTRATION

Internal systems are accurate, efficient, and effective.

I. Reporting

Grant administration: RBEGs | SBDC | State

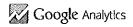
Measure	Target Date	Status
Reports are completed accurately and on a timely basis. USDA, SBDC, ACCD	Ongoing: quarterly and semi-annual	Reports are completed accurately and on time

II. Audit

Measure	Target Date	Status
A clean opinion 990 filed. Controls and procedures in place and followed	Annually within 180 days of FYE	Clean opinion issued (they didn't even write a management letter because there was nothing to say!)

III. Other Regionally Specific Activity

Measure	Target Date	Status
Board/staff strategic planning	Ongoing	Board and staff have an annual planning session and 2 review sessions each year to flesh out and short and long term goals for ACEDC.



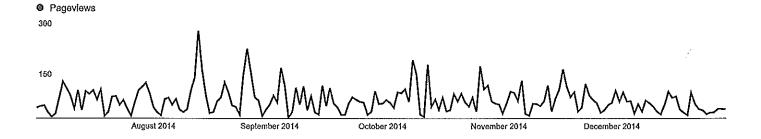
Overview

Jul 1, 2014 - Dec 31, 2014



+ Add Segment

Overview



Page	Pageviews	% Pageviews
1. <i>I</i>	1,455	14.33%
2. /members/directory	676	6.66%
3. /properties	666	6.56%
4. Ijobs	615	6.06%
5. /jobs/employment-opportunities-with-vermont-hard-cider-company-lic	466	4.59%
6. /about	312	3.07%
7. /about/staff	278	2.74%
8. /members/directory/town-of-shoreham	272	2.68%
9. /members	253	2.49%
10. /services/events/free-energy-efficiency-workshop-for-local-businesses	239	2.35%



ACEDC One Page Operating Strategy october 2014

COREIDEOLOGY	MARKET POSITIONING	SWOTANALYSIS		ORGANIZATIO	ORGANIZATIONAL PRIORITIES	
CORE VALUES:	MISSION: Be the resource for	STRENGTHS:	3-YEAR THRUSTS	1-YEAR INITIATIVES	120-DAY ROCKS	ROCKS
	navigating opportunities &	Executive Leadership Charlesman Chine	Date: 2015	Date: FY2014	1 ST QUARTER Rocks	2 ND QUARTER
Quality or Life (including the ability to live here)	existing businesses.	Engaged Board Financials – Balance sheet	METRICS:	METRICS:	METRICS:	METRICS:
* Appropriate Scale		Loan Funds Maheira cools madis	•	•	•	
 Local Enterprise & External Markets 	STRATEGIC PILLARS: Responsiveness with customers	* Relationships and connections * Ability to be responsive/nimble * ACEDC "more out there" proactive	TBD	TBD	PRIORITIES: 1. Determine BHAG metrics	PRIORITIES: 1. Fee for Service Committee: Survey
 Consistency of Actions and Values (integrity) 	 Gredibility with State and Feds Advocate & Represent 	WEAKNESSES: * Small Budget Limits Capacity to Do			2. Create and begin board subcommittee on fee for service and training	businesses on training needs 2. Outreach Committee:
PURPOSE:	 Partnership & collaboration 	More Reliance on State Funding (VT)			3. Create and begin board	Annual Meeting and
To facilitate opportunities	VALUE PROPOSITION: Access, connections, and	Small Wembership Base Board Member Involvement in	THRUSTS: Continued awareness	INITIATIVES: 1. Continue to execute	communications and outreach	activities 3. Conclude interviews
for economic prosperity in Addison County	knowledge	Fundatising and Communications * Perception by some towns that ACEDC not able to "do the entire inbr"	building and support services: 1. Develop a cadre of	the marketing / communication plan 2. Expand fee for	4. Determine staffing plan 5. Conduct survey/	on workforce needs 4. Explore the idea of hosting an event for
	DO ANIO DO ORGEGO.	ODBOOTH INITIES.	fee for service programs for Stage 1	service offerings	interviews on work force needs	businesses and ed orgs
ENVISIONED FUTURE	BRAND PROMISE:	Cities and towns see ACEDC as their		3. Create new programs that	3 ¹⁰ QUARTER	4" QUARTER
	businesses.	development corp Continue and expand round table	2. All cities and towns think of ACEDC as	support existing and new businesses using	METRICS:	METRICS:
HEDGEHOG:	Tag line"Great Starts Here"	groups Increased outreach; be a convener	their development corporation	some of our cash	H H	
and diverse local economy	SANDBOX:	Fee for service expansion Management training and	3. Engage in	business training and		-
Economic Engine: Percent of	Geographic: Addison County, VT	leadership development Develop programs to support/fill needs of Stage 1 and 2 businesses	workforce development programs: leadership,	development needs 5. Maintain/enhance	PRIORITIES:	Variable to the state of the st
	Customers: Primary focus on	THREATS:	mgmt skills training, etc.	and engagement in	.3 .5.	PRIORITIES:
business resource center for	Stage I and II businesses that have the potential for growth.	Inreats to Existence- Instability of government funding	4. Continued	organizational activities, including	4	급성
the County.	Support to mature businesses when and where appropriate.	Market Inreats Lack of population growth Demographics of local workforce	5. Maintain a strong, engaged, and diverse	those related to 3- year thrusts	Q3 Priorities are rocks from Mid-February until	m ·
- Overall Hedgehog:	Not: Tourism, Travel, or Retail	 Uncertainty of cost of doing businesses – legislative, etc. 	board that includes a mix of businesses.		the May annual planning session.	Q4 priorities begin with the annual May
BHAG: Addison County exceeds the growth rate of the state/region.	Products/Services: Loans, Grants, Training, Advocacy, Resource Center, Connections, & Referrals.	NIMBY mentality Geography Transportation infrastructure and will to change Cost of Living/Cost of Energy	including Stage 1 and 2 companies			planning session and go through Q1 of the next fiscal year.





ADDISON COUNTY Economic Development Corporation Great starts hore.

Are Proud to Present the 4th Annual

FINANCING WORKING LANDSCAPE

8:30 -2:30 PM November 6, 2014 American Legion Post 27 Middlebury, VT

Thank you for joining us for a day of networking, discussion and education for Vermont's food, farm and forestry businesses; regional capital and service providers and students

Thank you as well to our generous sponsors.







Vermont Farm Viability Enhancement Program













FWL AGENDA - November 6, 2014

American Legion, Middlebury, VT

8:30 - 9:00 AM

Registration

9:00 - 9:20 AM

Welcome and Introductions

Robin Scheu, ACEDC

9:20 - 10:15 AM

Break-out Session

Businesses needing microloans to

\$50,000

Panelists:

Sam Buckley - Vermont Community Loan

Fund

David Girard – USDA Farm Service Agency Greg Huysman – Opportunities Credit Union

Josh Jerome - Community Capital of

Vermont

Caitlin Jenness - Slow Money Vermont

Jamison Kimberly – VEDA

Isabelle Moody - Mt. Abe Environmental

Action Group; Indiegogo

Businesses needing >\$50,000

Panelists:

Ken Button – Yankee Farm Credit
Michael Corbett – People's United Bank
Alan Curler – VEDA/VT Ag Credit Corp

Janice St. Onge - VSJF Flexible Capital Fund

Tim Storrow - Castanea Foundation

10:15 - 10:45 AM

Networking (and break)

Opportunity to get individual

questions answered

10:45 - 12:00 PM

Challenge Presentations

Seven-minute presentations of a particular

obstacle that an entrepreneur is facing, followed by coaching and suggested approaches from a panel of experts

Panelists:

David Bradbury, VT Center for

Emerging Technologies (VCET)

Francie Caccavo, Olivia's

Croutons

Charlene Lewey, Lodestar Sales &

Revenue Management LLC

Ken Perine, National Bank of

Middlebury

Entrepreneurs:

Caroline's Dream

Middlebury Foods

Storytime Foods, Inc

Vermont Chevon

Susan Shashok

Harry Zieve Cohen

Pearl Teague

Shirley Richardson

12:00 - 12:45 PM

Local Foods Lunch

Hannaford Career Center

Glass Onion Restaurant

12:45 - 1:30 PM

Keynote Speaker

Michael Pieciak - Deputy Commissioner,

Vermont Department of Financial Regulation

1:30 - 2:00 PM

Entrepreneur Showcase

Five-minute pitches from selected

entrepreneurs with questions from the

audience

Presenters:

Vermont Bean Crafters

La Gavotte

Joseph Bossen

Louis LeGall

Vermont Farm Table

Dustin Glasscoe

2:00 - 2:30 PM

Case Studies – A success story:

How I did it

Calley Hastings, Fat Toad Farm

2:30 PM

Adjourn

Thank you for coming today!

Look for footage of the conference on the MCTV website (http://middleburycommunitytv.org/) later this month.

This conference has been presented by:





ACEDC Business Log - CONFIDENTIAL July 1 - December 31, 2014

	National Company Joe Schnoo Joe LG		135 2 PT	SCATS	d ≻	OTHER Referred Superstor Inc. workforce
150 150	Gea Distillery Lars Hubbard repany loe Schmo log lights Sivan Cotel reps on Table Dustin Glasscoe reps on David Black reps light Estival Libyd Komesar reps light Festival Libyd Komesar reps light Modeline reps light White reps light Modeline reps light White Rainville reps light Modeline reps light Modeline reps light Modeline reps light White Rainville reps light Mile Rainville reps light Mil		135 2 PT		٨	Referred Superstar Inc. workforce
The control of the	Gap Distillery Lars Hubbard reps ppirits Sivan Cotel reps on David Black reps reps on David Black reps reps reps reps reps reps reps reps	Pat M	2 PT			
Sep Destillery Lark Hubbard Pros 2 Pt Nes	Gap Distillery Lars Hubbard reps ppirits Sivan Cotel reps on Table Dustin Glasscoe reps on David Black reps reps on David Black reps reps of Cider n/a reps lept reps reps reps reps reps reps reps reps	Pat M LG	2 PT			
Title Symmetric Content Pass 2 Vest	ppirits Sivan Cotel rps on Table Dustin Glasscoe rps on Table Dustin Glasscoe rps on Grider n/a role lovid Black rps rilin Festival Lloyd Komesar rps leaf McGuire rps leaf McGuire rps leaf McGuire rps leaf Moats rps leaf Moats rps leaf Moats rps leaf Mike Rainville rps leaf Wilke Rainville rps leaf Wilke Rainville rps leaf Walker role Mike Rainville rps leaf Weaber rps leaf rps	Pat M LG		/es		Distillery is now up and running with 4 products available
The Park Dustin Glasscore Pas 9-11 Ves Park	on Table Dustin Glasscoe rps on David Black rps d Cider n/a rps ilin Festival Lloyd Komesar rps blook McGuire rps LG ple Supply Tom Lathrop rps JD sared Moats rps JD JD d Clider n/ike Rainville rps JD sared Moats rps rps rps sared Mutter rps rps rer Lndscpe Arch Kate Raycroft rps rps sup Lof Melnick rps rps sup Lof Melnick rps rps sup<	Pat M LG	2	/es		New space is under construction - hope to start in September
David Black Pris 150+ Ves	David Black Pos	Pat M LG	9-11	/es		Referred to SBDC, future possible foan candidate
The Feathful Libyof Kornesar Fish Fi	Ilm Festival I Lloyd Komesar rps IIIm Festival I Lloyd Komesar rps IIIm Festival I Lloyd Komesar rps IIIm Festival Bob McGuire rps IIIm I Edder I I I I I I I I I I I I I I I I I I I	Pat M LG	2	/es		Looking to buy a place in Cornwall to expand operations
The feathful Libyold Komesarr Fig. Pat M 374 yes y y y	ilin Festival Lloyd Komesar rps ilin Festival Lloyd Komesar rps ilin Festival Bob McGuire rps Pat M dCGlder row and ared Moats rps ID and Multer rps rps rer Lndscpe Arch Kate Rainville rps rer Lndscpe Arch Kate Raycroft rps rps rer Lndscpe Arch Kate Raycroft rps rer Lndscpe Arch Raycroft rps rps rer Lndscpe Arch Raycroft rps rps rer Lndscpe Arch Kate Raycroft rps rps rer Lndscpe Arch Raycroft rps rps rer Lndscpe Arch Raycroft rps	Pat M LG	150+	res		Tax relief hearing to determine value of new facility
Sob Mickaire rps State rps rps State rps rps State rps State rps rps	d Cider n/a pob McGuire ros les be be Supply Tom Lathrop ros JD lared Moats ros JD lared Mutter ros Jm lared Mutter ros Jm lared Mutter ros Jm lared Mutter ros Jm lared Mutter ros Joel Melnick ros lool melnick ros loo	Pat M LG		e/u		rps to send numerous introductory emails to connect Lloyd to key players for this event
150 150	Care	91	37+		>	Potential new biz to VT ACCD and ACEDC put together a joint
The state of the	lared Moats rose 1D ark Mike Rainville rose 1D se David Auth rose 1D se David Auth rose 1D Table David Auth rose 1D and Mutter rose 1D and Mutter rose 1D and Mike Rainville rose 1D and Carl Cushing rose 1D and Mike Rainville rose 1D and Mike Ra	?	150+			proposal re: programs and other data requested Soft onening of new facility
Mark Rahm/lile Tips JD 40 Vest	lared Moats ros Jub ses David Auth ros Jub ses David Auth ros Jub an Table Dustin Glasscoe ros Jub Dup Jub Melnick ros ros Rob Alberts ros ros Rob Alberts ros ros Rob Alberts ros ros ret Ludscoe Arch Kate Raycroft ros Jub Melnick ros Jub Mile Rainville ros Jub Jub Mile Rainville ros Jub Jub Mile Rainville ros Jub Jub Melnick ros Jub Gorp Ron Dedrick ros Jub Rown ros Jub Brown ros Jub Rown ros Jub Row ros	9	6	o - won't let me		Referred to SBDC
Mice Rainville Figs DD 4-00 Vest	nark Mike Rainville rps JD es David Auth rps res cterers Bram Kleppner rps rps t Dave Mutter rps rps t Doughin Glasscoe rps rps sup Joel Melnick rps rps vyz Rob Alberts rps rps vyz Chris Eaton rps rps rer Lndscpe Arch Kab Rainville rps rps oup Joel Melnick rps rps opirits Sivan Cottel rps op Corp Ron Dedrick rps on Nataka White rps on rps rps on rps op Corp	9	16	no - won't let me		Potential connection with Northlands for internships
Sample Continue	ses David Auth rest of the state of the stat	۵ſ	40	/es		invited to Energy Efficiency workshop on 8/28/14
Parameter Para	Acrers Bram Kleppner robs, jm In Table Dustin Glasscoe robs jm In Table Dustin Glasscoe robs Sup Joel Melnick robs Free Paul Ralston robs Free Rainwille robs Grif Chris Eaton robs Free Lndscoe Arch Kate Raycroft robs Oer Carl Cushing robs Joel Melnick robs Annie Sivan Cotel robs Noran Smiley robs Noran Run Ban Brown robs In Mike Rainville robs TOTAL VISITS 30		72	/es		Referred to VIMEC and Addy Indy for good news story
1 Dave Milster Pos. m 26 / Ves 1 1 1 1 1 1 1 1 1	Table Dave Mutter ps, jm Table Dustin Glasscoe rps Dup Joel Melnick rps Sup Joel Melnick rps Arz co, Rob Alberts rps Tornis Eaton rps Chris Eaton rps Carl Cushing rps Upp Joel Melnick rps Susan Smiley rps Dol Melnick rps Joel Weaber rps Ann Dan Brown rps Netaka White rps TOTAL VISITS 30		37.5 PT	/es		Loan closing
Table Dustin Glasscoe Pass 9-11 yes	Table Dustin Glasscoe ros Sup Joel Melnick ros Paul Ralston ros Rob Alberts ros Ghris Eaton ros Cerl Cushing ros Oel Melnick ros Oel Melnick ros Oel Carl Cushing ros Use Raycroft ros Joel Melnick ros Susan Smiley ros Dol Melnick ros Offi Weaber ros Susan Smiley ros Dol Melnick ros Meraka White ros Neraka White ros Annike Rainville ros TOTAL VISITS 30	E	26	Sa		National Bow Tie Day; meet new finance person
upp Joed Mentick rps 15 yes fee Paul Rainville rps n/a n/o premature ark Mike Rainville rps 40 yes no-premature ret Lndscpe Arch Kate Raycroft rps 12 no-premature ret Lndscpe Arch Kate Raycroft rps 2 no-premature ret Lndscpe Arch Kate Raycroft rps 13 yes sup Jed Melnick rps 14 yes sup Jed Melnick rps 17 yes sup Jed Melnick rps 17 yes birits Sivan Cotel rps 100- yes pb Corp Non Dedick rps 100- yes nn Netaka White rps 2 yes nn Netaka White rps 2 yes nn Nike Rainville rps 2 yes nn Nike Rainville rps 40+ yes	Paul Raliston rps Ree Paul Raliston rps Ryz co, Rob Alberts rps Rark Milke Rainville rps Chris Eaton rps Chris Eaton rps Carl Cushing rps Sup rps Joel Melnick rps Sup rps Susan Smiley rps Por Corp Ron Dedrick rps Ind Dan Brown rps Ind Milke Rainville rps Ind Milke Rainville rps Ind Ind Ind		9-11	/es		Discuss potential loan request
Vec. Rob Alberts This 1.23 year Vec. Rob Alberts Trps In/a 1.00 - premature Cart Cartinal Trps 40 year 1.00 - premature Cert Lindscope Ared After Rayloroft Trps 2 no - premature Cart Cartining Trps 1.5 year Dup Loel Melnick Trps 1.5 year Dup Loel Melnick Trps 1.00+ year Dup Dead Melnick Trps 1.00+ year Dup Roun Dedrick Trps 2 year Dup Roun Dedrick Trps 2 year Ann Dan Brown Trps 40+ year Ann Ann Ann Ann Ann Ann Ann Ann Ann Ann Ann Ann Ann Ann	ree Paul Maiston rps rez co. Rob Alberts rps rark Mike Rainville rps Chris Eaton rps Chris Eaton rps Carl Cushing rps Duel Melnick rps Joel Melnick rps Susan Smiley rps Susan Smiley rps Susan Smiley rps Dan Brown rps Netaka White rps Netaka White rps TOTAL VISITS 30		15	SS/	-	With VEDA, discussed loan request
Act	syz co. Rob Alberts rps nark Mike Rainville rps chris Eaton rps rps cer Lndscpe Arch Kate Raycroft rps carl Cushing rps sup Joel Melnick rps sup rps spirits Susan Smiley rps pb Corp Ron Dedrick rps nn Dan Brown rps nark Mike Rainville rps mark Mike Rainville rps mark Mike Rainville rps		23	/es		Also discussed legislative forum
Annie	rer Lndscpe Arch Kate Raycroft rps rer Lndscpe Arch Kate Raycroft rps Carl Cushing rps Carl Cushing rps Joel Melnick rps Joel Melnick rps Susan Smiley rps Susan Smiley rps Susan Smiley rps Fisher rps Non Dedrick rps Non Dedrick rps Non Dedrick rps Mike Rainville rps TOTAL VISITS 30	ú	07	10 - premature		Discuss Middlebury EDI - referred to Beth Boutin for NMI C
Total content	rer Lndscpe Arch Kate Raycroft rps Carl Cushing rps Carl Cushing rps Carl Cushing rps Dup Joel Melnick rps Susan Smiley rps Susan Smiley rps Susan Smiley rps Dr Corp Ron Dedrick rps nn Dan Brown rps nn Netaka White rps ark Mike Rainville rps TOTAL VISITS 30	ľ		(2)		Useuss expansion and interfacilly opening
Out Carl Cushing rps 14 yes Sup 100 Melnick rps 12-14 yes Susan Smiley rps 12-14 yes pitrits Sivan Corei rps 100- premature pitrits Sivan Corei rps 2 yes nn Dan Bedvick rps 2 yes nn Netaka White rps 40+ yes nark Mike Rainville rps 40+ yes	Carl Cushing rps Dup Joel Melnick rps Leff Weaber rps Susan Smiley rps Spirits Sivan Cotel rps Db Corp Ron Dedrick rps nn Dan Brown rps nn Netaka White rps nark Mike Rainville rps TOTAL VISITS 30		2	to - premature		Joint mit with Steve Paddock/SBDC for bix technical assistance
Outp Joel Melnick rps 115 yes Jeff Weaher rps 12-14 yes Susan Smiley rps n/a no-premature Spirits Sivan Cortel rps 2 yes Bo Corp Ron Dedrick rps yes nn Netaka White rps 2 yes nark Mike Rainville rps 40+ yes nark Mike Rainville rps 40+ yes	Sup Joel Melnick rps Jeff Weaber rps Susan Smiley rps Spirits Sivan Cotel rps Db Corp Ron Dedrick rps nn Dan Brown rps nn Netaka White rps nark Mike Rainville rps TOTAL VISITS 30		14	ès		Funders meeting to discuss potential financing package
10-ff Weaber 170-14 170-	Jeff Weaber rps Susan Smiley rps Susan Smiley rps Sivan Cotel rps Po Corp Ron Dedrick rps nn Dan Brown rps nn Netaka White rps nark Mike Rainville rps TOTAL VISITS 30		15	/es		Loan closing, joint with VEDA
Susan Smiley fps n/a no-premature Spirits Sivan Cotei rps 2 yes Db Corp Ron Dedrick rps 100+ yes nn Dam Brown rps 2 yes nn Netaka White rps 40+ yes nark Milke Rainville rps 40+ yes TOTAL VISITS 30 rps rps	Susan Smiley fps Sivan Cotel fps Db Corp Ron Dedrick fps Inn Dan Brown fps Install Mike Rainville fps TOTAL VISITS 30		12-14	/es		Joint mtg with Steve Paddock/SDBC, NBM, and VEDA
Sivan Cote	Sivan Cotel ps Ron Dedrick ps Dan Brown ps Netaka White ps Mike Rainville ps TOTAL VISITS	ć		to - premature		Initial exploratory meeting, joint with Steve Paddock/SBDC
Note Redictive 193	Ron Dedrick rps Dan Brown rps Netaka White rps Mike Rainville rps TOTAL VISITS		2	/es		Follow up re: Ioan request; building nearly complete
Dan Brown rps yes	Dan Brown rps Netaka White rps Mike Rainville rps TOTAL VISITS		100+	/es		Quarterly meeting, new interim Director; review metrics
Netaka White rps 2 yes Mike Rainville rps 40+ yes TOTAL VISITS 30 80 Answer 100 100 Answer 100 <th< td=""><td>Mike Rainville rps TOTAL VISITS</td><td></td><td></td><td>/es</td><td></td><td>Discuss Middlebury EDI project</td></th<>	Mike Rainville rps TOTAL VISITS			/es		Discuss Middlebury EDI project
Mike Rainville rps	Mike Rainville TOTAL VISITS		2	/es		Discuss loan request
			40+	/es		Discuss expansion plans to begin summer 2015
						THE PROPERTY OF THE PROPERTY O
		8				
						and a state of the
	W. Control of the Con					
						A CANADA
	1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -					
						A A A A A A A A A A A A A A A A A A A

Addison County Economic Dev. Corporation (ACEDC) Counseling Sessions

New Counseling Subset Counseling Session Views: All Counseling Sessions

Report F-mail

■ Viewing Data: From 7/1/2014 to 12/30/2014, Reportable Only, Funding Sources: State

Client Hours	7	1.25	 1	1.5	2.5	1.75	0.5	10	m	2.5	1.75	3,5	2.25	5.5	0.75	1.6	1.25	m	1.75	2	1.25	1.5	1.25	1.75	1.25
Add'I Area	Expand	Expand	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Expand	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined
Couns. Area	Finance	CustRel	Undefined	CustRel	CustRel	Finance	Accting	Undefined	Undefined	Finance	CustRei	Undefined	Finance	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined	Undefined
Contact Type	Center	Client	Center	Client	Client	Client		Client	Center	Client	Client	Client	Client	Client	Client	Client	Client	Client	Client	Phone	Other	Center	Client	Client	Client
Type	Follow-up	Follow-up	Follow-up	Initial	Fallow-up	Follow-up	Follow-up	Follow-up	Follow-up	Follow-up	Follow-up	Follow-up	Follow-up	Follow-up	Follow-up	Follow-up	Follow-up	Initial	Follow-up	Initial	Follow-up	Initial	Follow-up	Initial	Follow-up
Counselor	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Fu, Becky	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Duval, Jared	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin	Scheu, Robin
Company	Aqua Vitea, LLC	MAPLE LANDMARK INC	Full Sun Oil	Swift House Inn	Northlands Job Corps Center	Stonecutter Spirits	NATHANIEL GROUP INC	NATHANIEL GROUP INC	Vermont Livestock Slaughter and Proce	MAPLE LANDMARK INC	Vermont Coffee Company	NATHANIEL GROUP INC	Vermont Farm Table	DANFORTH PEWITERS, LTD	Beau Ties, Ltd.	CONNOR HOMES	MAPLE LANDMARK INC	Lathrop's Maple Supply and Exclusivel	Vermont Hard Cider Company, LLC	Agrisolar Insect Solution L.L.C.	Vermont Hard Cider Company, LLC	R&D-Innovations	Stonecutter Spirits	Vermont Farm Table	Appalachian Gap Distillery
Client ID	ACED0104	VTPTAC.A028	ACED0146	ACED0169	ACED0161	ACED0164	VTPTAC.00025	VTPTAC.00025	ACED0143	VTPTAC.A028	ACED0015	VTPTAC.00025	ACED0168	VTPTAC.A025	ACED0041	VTPTAC.00929	VTPTAC.A028	DED.DED0568	ACED0095	ACED0166	ACED0095	ACED0167	ACED0164	ACED0168	ACED0138
∑ Date	WISIN 42-DEFEET	12/29/2014	12/22/2014	12/18/2014	12/11/2014	11/24/2014	10/30/2014	10/23/2014	10/20/2014	10/9/2014	9/9/2014	9/8/2014	9/2/2014	8/28/2014	8/28/2014	8/26/2014	8/13/2014	8/13/2014	8/6/2014	8/4/2014	7/29/2014	7/24/2014	7/18/2014	7/18/2014	7/9/2014

25 counseling sessions matching criteria (18 distinct clients); total client hours: 56.35

+ to not on web cats for specific reasons (see 105)