



## An Investment in VIT is an Investment in Working Vermonters





### VIT'S MISSION:

To support the economic health and development of the State and its citizens by providing the technical infrastructure and operational expertise necessary to deliver education, training and information equally to all areas of Vermont.

### VIT's CLASSROOM LOCATIONS



- HIGH SCHOOL
- COLLEGE
- TECH CENTER
- OTHER



**VIT is the experienced distance learning service in Vermont, delivering high quality education and training programs to more than **350,000** Vermonters in the past 20+ years.**





## Current Situation

The Governor's budget recommends  
\$0 in FY 16 for VIT.

If funding is not restored, VIT will cease  
to exist beginning July 1, 2015



## Impact of Elimination

If the State eliminates VIT's funding...

- Hundreds of program providers will be forced to identify alternate delivery methods with little or no lead time.
- Thousands of Vermonters will be denied access to workforce training.
- VIT's 9 full-time and 35 part-time staff members will be unemployed.
- Vermont will lose a valuable resource, which if leveraged, could help Vermont government, education and nonprofit organizations work more efficiently.



## **FY 2016 Reservations**

*This early in 2015, VIT already has signed contracts for the following 13 clients for FY 2016:*

IBEW Local 2326

IBEW Local 300

US Bankruptcy Court

UVM Area Health Education Center Program

VT Dental Society Continuing Education

VT Department of Corrections

VT Agency of Human Services

VT Licensed Plumbers Association

VT Chapter of American Physical Therapy Association

Vermont Tech Associates Degree in Nursing

Vermont Tech Licensed Practical Nursing Program

Vermont Tech Respiratory Therapy Degree Program

Vermont Tech Math Program





## Impact of Elimination



July 1, these customers will be cut off with no viable alternative:

UVM AHEC, nurses training, 247 students  
IBEW Union, member training, 275 members  
Mount Anthony Union HS, calculus, 27 students  
VT Assn of Blind & Visually Impaired, education  
VT Bankruptcy Court, monthly proceedings  
VT Tech, Respiratory Therapy Degree Program  
UVM, Library Media Degree Program  
Vermont Public Service Department, hearings  
UVM Master Gardener, 200 participants  
The Francis Foundation, client consultations  
VT Dept. of Corrections, family visitations  
...and more



## Impact of Elimination

VIT hosts degree programs, continuing education classes, professional training & certification programs, dual enrollment classes and more.

VIT Enables Vermonters to expand their skills, building a better workforce through education.





## Skype

## VIT

<b>Group Size</b>	<ul style="list-style-type: none"> <li>• Individuals &amp; small groups only</li> <li>• Average group size: under 10</li> </ul>	<ul style="list-style-type: none"> <li>• Individuals + small groups + <b>large groups</b></li> <li>• Average group size: <b>15-30</b></li> </ul>
<b>Technology</b>	<ul style="list-style-type: none"> <li>• Single camera, single microphone</li> <li>• Content + sometimes audio + sometimes video</li> <li>• Single video mode</li> </ul>	<ul style="list-style-type: none"> <li>• Multiple cameras, many microphones</li> <li>• Content + audio + video</li> <li>• Multiple video modes</li> <li>• Document Camera</li> <li>• Audience response system</li> <li>• System partition for group work</li> <li>• Simultaneous live streaming</li> </ul>
<b>Quality</b>	<ul style="list-style-type: none"> <li>• Consumer quality</li> <li>• Intermittent reliability</li> <li>• No dedicated bandwidth</li> <li>• Low success rate</li> </ul>	<ul style="list-style-type: none"> <li>• Business quality</li> <li>• Proven, consistent reliability</li> <li>• Dedicated bandwidth</li> <li>• High success rate</li> </ul>
<b>Support</b>	<ul style="list-style-type: none"> <li>• NONE</li> </ul>	<ul style="list-style-type: none"> <li>• Expert technical support</li> <li>• Administrative program support</li> <li>• Presenter/teacher training</li> </ul>
<b>Connectivity</b>	<ul style="list-style-type: none"> <li>• Personal device to personal device</li> <li>• Max of 10 connections on Skype</li> </ul>	<ul style="list-style-type: none"> <li>• Rooms + personal devices</li> <li>• Max of <b>120 connections</b></li> </ul>



## Skype v. VIT

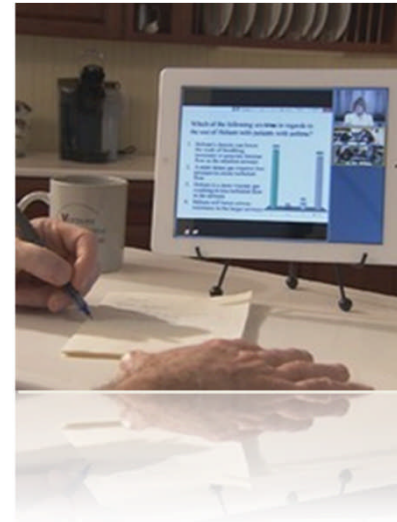
The majority of programming that takes place over VIT is **large group** education and workforce development coursework. Web based services like Skype cannot replace VIT for these purposes.

**87% of VIT clients reported that there is NO alternate technology service equal to VIT.**

No cheaper technology exists that can replace VIT for the vast majority of its customers.



## Proven Success



**VIT's distance learning model builds learning communities and increases student access.**

**Clients have proven success in distance learning.  
Some examples...**



# VERMONT TECH

## Nursing Degree Programs

Over the past 17 years, Vermont Tech's Associates Degree in Nursing (ADN) and Practical Nursing (LPN) programs have educated more than 3,000 students through VIT.

ADN and LPN students who participated in the program over VIT scored higher than traditional classroom students on the NCLEX certification exams.

This year, Vermont Tech is educating 107 students in the Associates Degree in Nursing program and 55 students in the Licensed Practical Nursing program.



## Vermont Plumbers Training

Over 58% of plumbing licensees receive their credit hours via courses offered through VIT. Over the past 12 years, the Vermont Licensed Plumbers Association logged 25,664 hours on the VIT system and trained over 6,416 people.

**This year, VLPA is training 517 plumbers using VIT's services.**

*“Honestly, I shudder to think of how much more difficult and expensive it would be for Licensed Plumbers to get their continuing education without VIT.”* –Brad Talbott, Executive Director, VLPA



The University of Vermont

## UVM Extension Service

The University of Vermont's Extension Service has used VIT's distance learning system for over 16 years to deliver a wide variety of programming including nursing, engineering, master gardening, library media studies and more. In total they served close to 6,000 participants.

UVM AHEC received the J. Ward Stackpole, MD Award in recognition of *"significant and sustained contributions to school health and its importance in ensuring the academic success of students in Vermont,"* for its role in the VDH-AHEC Grand Rounds for School Nurses continuing education program offered over VIT.





## **Vermont Department of Labor Apprenticeship Programs**

**VDOL offers all 4 levels of both the plumbing and electrical apprenticeship programs over VIT.**

- Using 15 classrooms
- Graduated 150 students
- Training 132 students this year!

**The right solution for these students.**



## **Vermont Department of Corrections**

**Visitations with Vermont inmates housed in Kentucky & Arizona.**

**Giving family members access to loved ones.**

**Could not be done via Skype due to security.**



## Vermont's Investment in VIT

The state of Vermont has invested millions in the VIT infrastructure over the past 20+ years. The end result is a highly reliable, successful distance learning system.

Eliminating the system now, would severely limit the state's return on investment and could ultimately cost the state more developing alternatives.



## **FY 16 Funding Request**

### **Full Funding**

**The sectors that need VIT most are the ones that can least afford it due to increasing budget pressures.**

**In a recent survey, VIT polled 64 of its most active clients.**

**42 of 64 responded**

**59% reported that the #1 obstacle to higher utilization is cost**

**69% reported that they would use VIT more  
if there were NO USER FEES**



## FY 16 Operating Budget Request

	<u>FY15 App</u>	<u>FY16 Req</u>	<u>FY16 Gov's Rec</u>
	\$817,342	\$1,160,515	\$0
<u>Budget</u>			
		<u>App FY15</u>	<u>Prop FY16</u>
<b>REVENUES</b>			
Sales & Service		\$330,000	\$0
State Appropriation		\$817,342	\$1,160,515
<b>TOTAL OPERATING REVENUE</b>		<b>\$1,147,342</b>	<b>\$1,160,515</b>
<b>EXPENSES</b>			
Salaries & Wages		\$581,200	\$592,824
Employee Benefits-Group Insurance		\$209,000	\$211,000
Employee Benefits-All other		\$127,547	\$129,437
Supplies & Other Services		\$208,595	\$205,254
Travel		\$19,000	\$20,000
Bad Debt		\$2,000	\$2,000
<b>TOTAL OPERATING EXPENSES</b>		<b>\$1,147,342</b>	<b>\$1,160,515</b>



## The VIT Team

**Tara Lidstone, M.A.Ed., Executive Director**

**John Sheets, C.E., NIULPE, Director of Technical Operations**

**Fred Miller, M.A.Ed., Regional Manager**

**Shannon Devereux, M.A.Ed., Regional Manager**

**Michelle Parent, B.A.Ed., Program & Outreach Coordinator**

**Steve Schouten, Regional Manager**

**Jim Degan, Head Technician**

**Bruce Amsden, Managing Technician**

**Katrin Helgason, Scheduling & Business Operations Coordinator**

+35 part-time technicians who support programming,  
presenters and participants





## The VIT Coordinating Council

**Barbara Grimes**, Chair, General Manager, Retired, Burlington Electric Dept.

**Norbie Lavigne**, Plant Manager, Retired, IBM

**John Sayles**, CEO, Vermont Foodbank

**Richard Smith**, President, Vermont Captive Insurance Association

**Kathleen Keenan**, State Representative

**Jeanette White**, State Senator



**IBM**



[Vermont Interactive Technologies.org](http://VermontInteractiveTechnologies.org)



## Summary

**Vermont has a sophisticated, successful distance learning & videoconferencing infrastructure *and* A highly qualified staff of educators and technical experts with 125 years collective experience.**

**An investment in VIT is more than an investment in a distance learning system-it's an investment in Vermonters because it gives them access opportunities they need to learn, work and survive/thrive in Vermont.**



## Environmental Impact

In an average year, use of VIT's services saves  
Vermonters & Vermont:

**4,872,696 miles**

**90,480 hours**

**190 tons of air pollution**

**2,500 tons of greenhouse gases**

**\$4,308,623**



## Connect with VIT

Tara Lidstone

Executive Director

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802.345.0092

*Thank You for your past support  
and future consideration.*

[Vermont Interactive Technologies.org](http://VermontInteractiveTechnologies.org)





## Historical Review of State Appropriation & Sales Revenue

Fiscal Year	State Appropriation	Sales Revenue
FY04	\$795,331	\$275,640
FY05	\$795,331	\$252,315
FY06	\$815,331	\$284,188
FY07	\$847,944	\$302,312
FY08	\$873,382	\$338,519
FY09	\$769,119	\$340,716*
FY10	\$785,679	\$323,540
FY11	\$785,679	\$290,746
FY12	\$785,679	\$316,989
FY13	\$785,679	\$299,115
FY14	\$809,249	\$350,000 goal





## **Technologies at work for Vermont**

**Giving Vermonters the Technology Tools They Need  
to Connect, Collaborate & Educate**

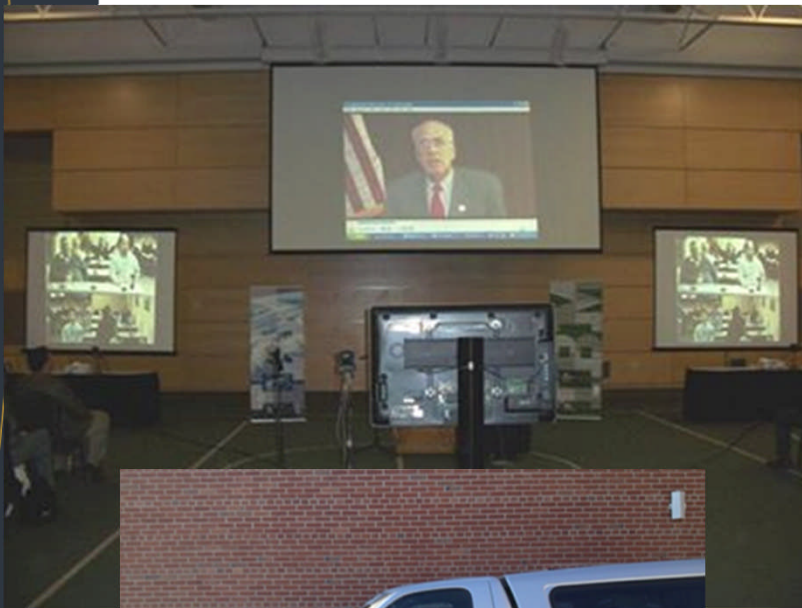
**Room-based Conferencing**  
**Desktop Conferencing**  
**Tablet Conferencing**  
**Video Streaming**  
**Digital Archiving**  
**Bridging Services**  
**Mobile Systems**  
**Custom Installations**





## Mobile System Deployments

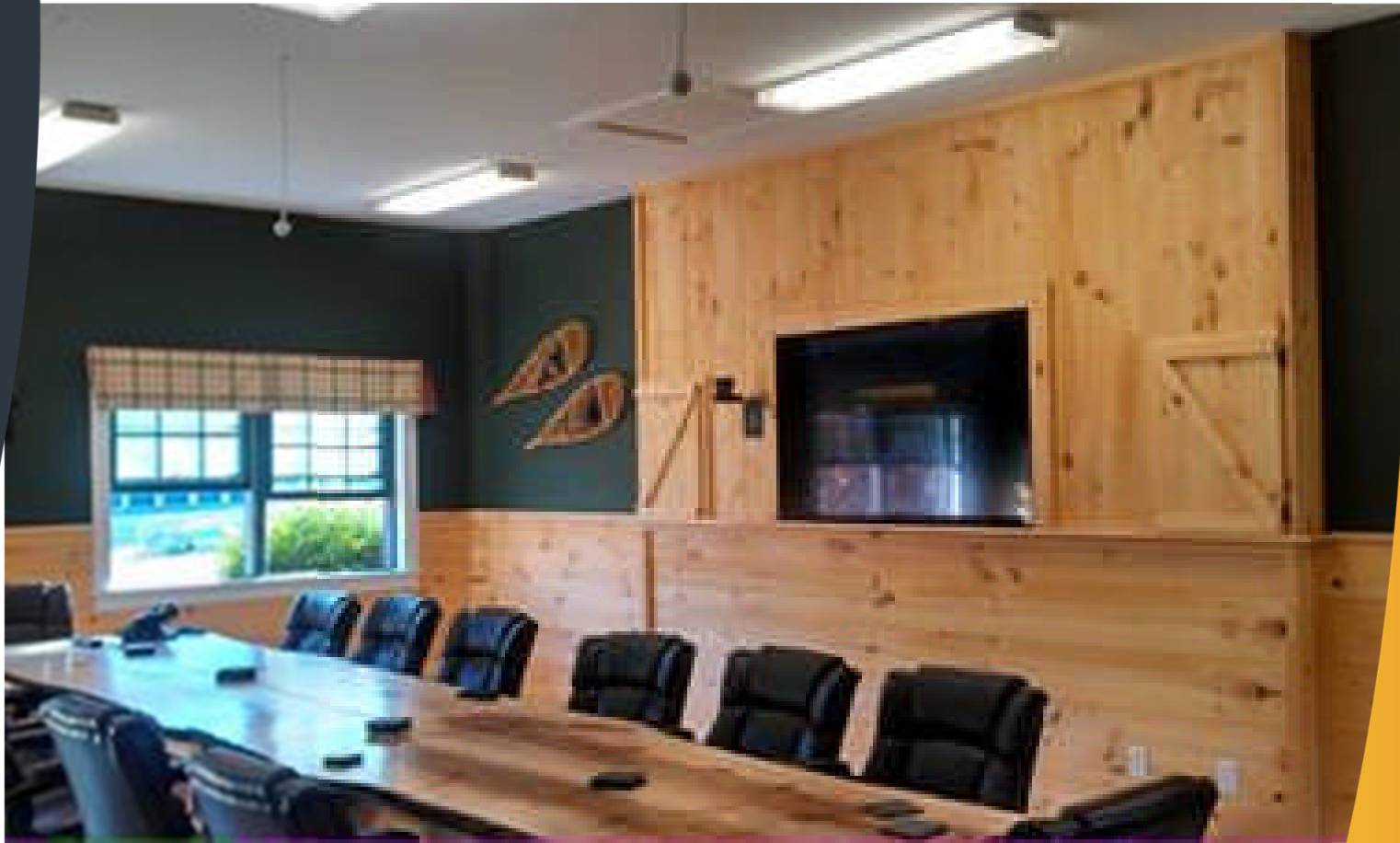
The Hilton-UVM  
Vermont Tech- Nursing Graduation  
Castleton State College- VSAC  
AHS-Health Connect



[Vermont Interactive Technologies.org](http://VermontInteractiveTechnologies.org)



## Custom Design Installations





## The Future



## Building A Gateway

Providing seamless interoperability between VIT and web-based services like GoToMeeting, FaceTime, Adobe Connect, and more.