

Brattleboro Development Credit Corporation



- The Brattleboro Development Corporation (BDCC) is one of 12 Regional Development Corporations (RDC) in Vermont. The BDCC owns 500,000 feet of industrial, light industrial and commercial space in Brattleboro.
- The 120 small businesses range from sole proprietors to Against The Grain with over 110 employees.
- In 2011 the BDCC created an affiliate entity, Southeastern Vermont Economic Development Strategies (SeVEDS) to help develop strategies to help mitigate the economic impacts expected from the closure of Entergy's Vermont Yankee Nuclear Power Plant.
- SeVEDS board represents communities across the Windham Region and is built as a grass-roots organization. It has no employees and contracts with the BDCC to implement its mission and initiatives. SeVEDS raises funds from municipal requests each year.

- SeVEDS led the development of the region's first Comprehensive Economic Development Strategy (CEDS) document. In 2016, the BDCC received an Excellence In Economic Development Award for the implementation of the CEDS from the International Economic Development Council.



CEDS Drives All BDCC Efforts

Our CEDS identified regional assets and opportunities and helps us to align resources in order to grow our economy. Several business sectors were identified as having growth potential, two of which have received significant investment over the last 24 months:

- Technology Driven Precision Manufacturing
 - Optics (Chroma)
 - Medial Devices (Vermed)
 - Aerospace (GSP)
- Green Building Products & Services (Ecovation Hub)

Ecovation Hub



- The Ecovation Hub is a regional industry cluster strategy which spans four counties in Southern Vermont, Monadnock Region NH and Upper Pioneer Valley MA.
- Consists of a diverse group of Green Economy assets, knowledge and resources that have been connected to generate \$389M in new economic value per year within five years.
- The Ecovation Hub builds new region-wide public, private and non-profit collaborations which connect assets across political and natural boundaries.
- Vision - Become a recognized national leader in creating resilient, sustainable buildings and communities.
- Mission - To build a hub of sustainability and resilience that acts as an incubator, accelerator, and engine of economic growth in balance with our resources

Southern Vermont Economic Development Zone

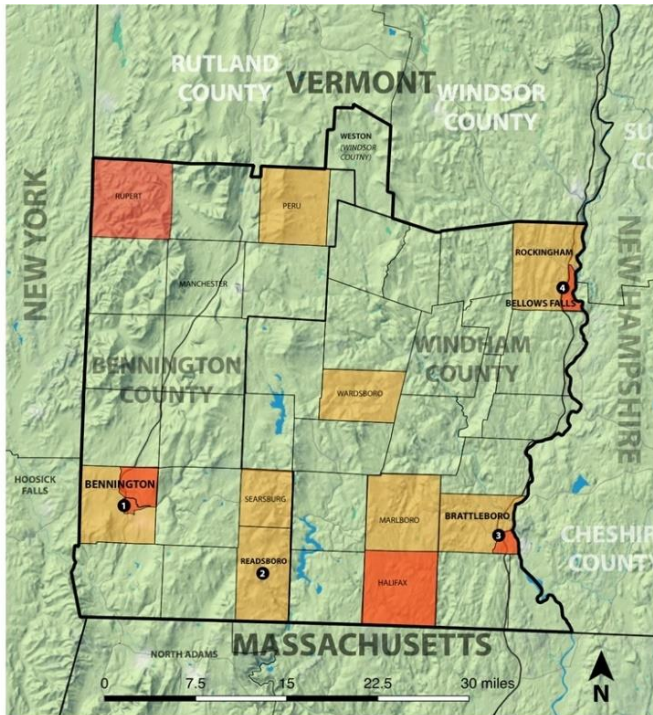
Southern Vermont has significant challenges unique to the region. The creation of the Southern Vermont Economic Development Zone has been instrumental in aligning resources to address these. While still in the formative stages, this work is progressing quickly. A Southern Vermont Economic Development Zone Summit will be held in Stratton on May 24, 2017.





SoVermont Economy Project

An Economic & Workforce Development Network



The Southern Vermont Economy Project is working with 13 regional organizations and over 50 community partners to:

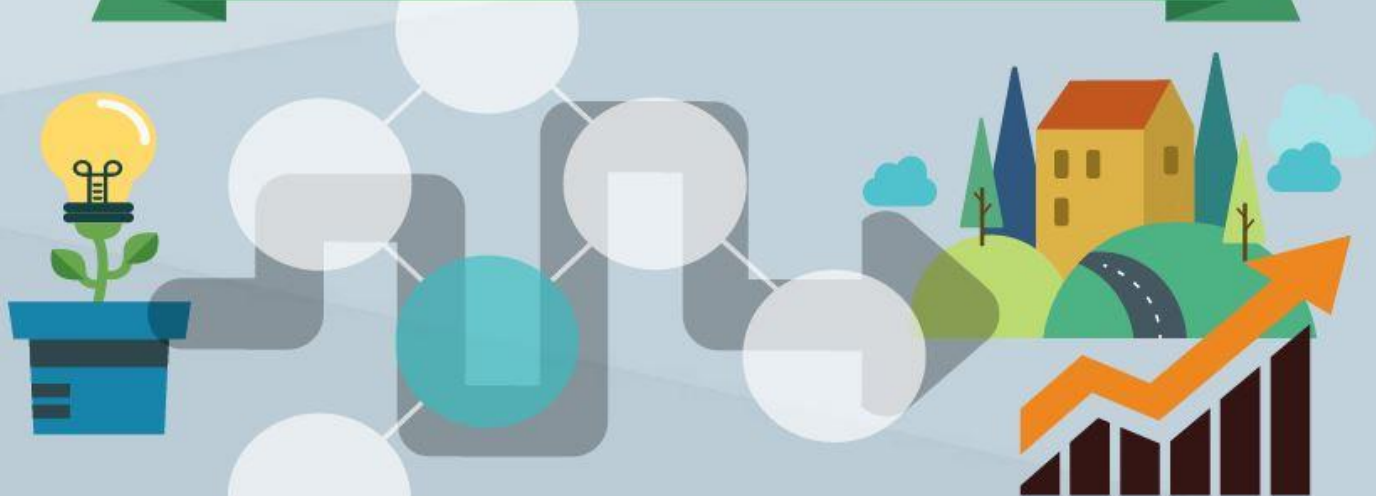
- Strengthen relationships, increase communication and access to information; and grow a well-balanced system of economic & workforce development services in Windham and Bennington Counties.

Capacity Trainings in Process:

- Southern VT Summit - May 24th: Data, programs , services & funding, workforce development, entrepreneur support
- Municipal Infrastructure Projects: Guide to making it easier
- Marketing: adobe photoshop, facebook and social media
- Leadership & management development



Vision. Goals. Action.



Vision!

An economically thriving, resilient Southern Vermont for everyone.

Where are we now?

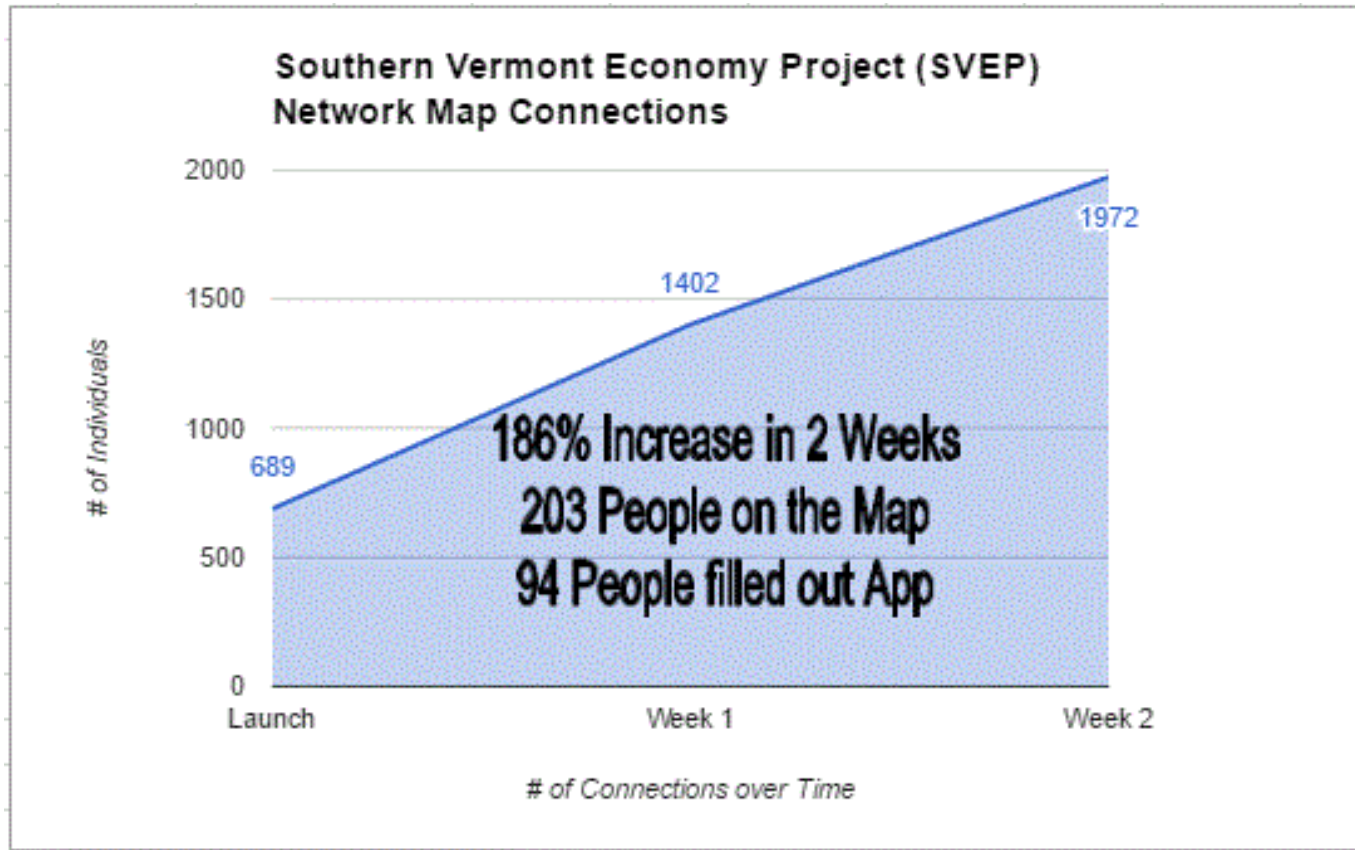
Challenges:
Uneven support for economic development across region, limited effectiveness of region-wide programs for business and workforce development.

How do we get there?

Strengths:
Proven capacity in economic development plans, funding, and project implementation by regional partners. Established multi-sector partnerships.

Support champions, identify the resources and needs, facilitate training, grow reach of our champions, streamline access to resources.

Using Network Mapping & Data to Make Informed Decisions to Improve the Economic & Workforce delivery system in Southern VT




Data to be collected from map:


- # of individuals and orgs involved in work;
- # of connections between individuals and orgs;
- The strength of relationships;
- The orgs geographic focus areas & services provided
- The # and type of regional development projects individuals and orgs are involved with;
- The technical/professional skills individuals have, which shows the collective knowledge of the region;
- And the technical/professional skills that people most want to learn

CLEAR CHANNEL

BECOME A VERMONTER



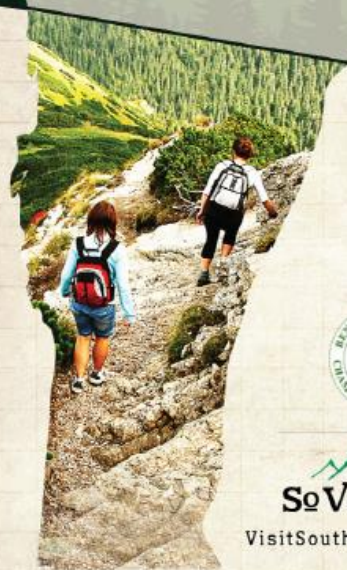

So VERMONT
www.SouthernVermontJobs.com



NEW CHAPTER.
Paul & Barbi Schulick
Co-Founders
New Chapter-Whole Foods Vitamins
"JOIN THE HEALING MISSION."

CLEAR CHANNEL

*BECOME A VERMONTER
FOR A WEEKEND IN BENNINGTON.*

So VERMONT
VisitSouthernVermont.com

CLEAR CHANNEL



*BECOME A VERMONTER
for a weekend at Mount Snow.*




So VERMONT | **mount snow.**
VERMONT
www.VisitSouthernVermont.com

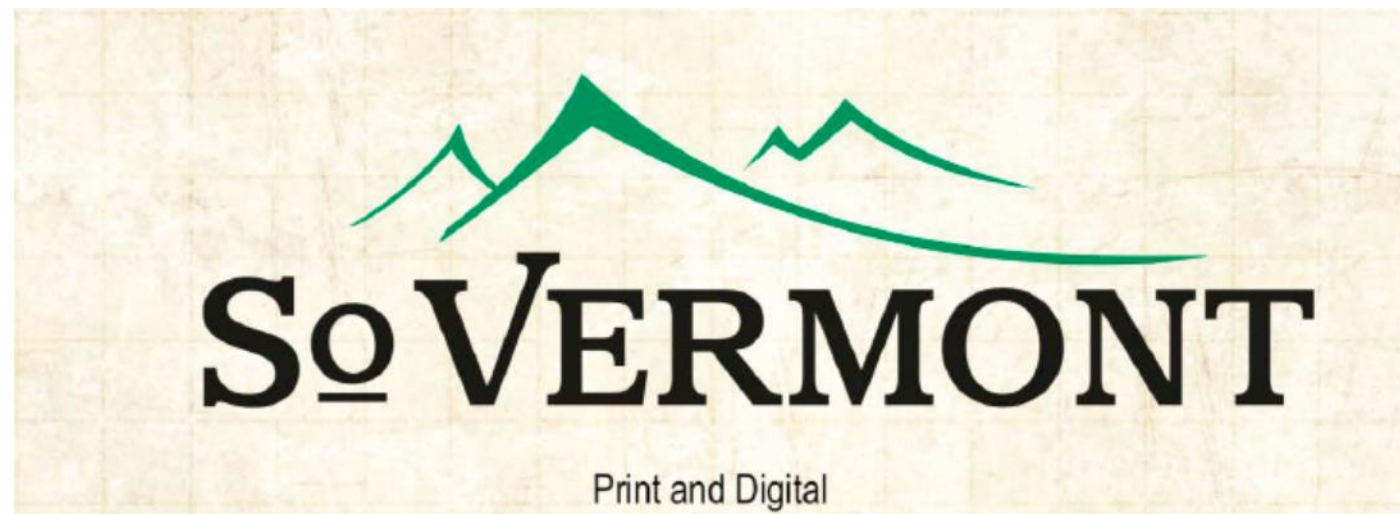
CLEAR CHANNEL



*BECOME A VERMONTER FOR A WEEKEND.
BECOME A VERMONTER FOR LIFE.*



So VERMONT
www.VisitSouthernVermont.com



INSTIG8 – What is it?

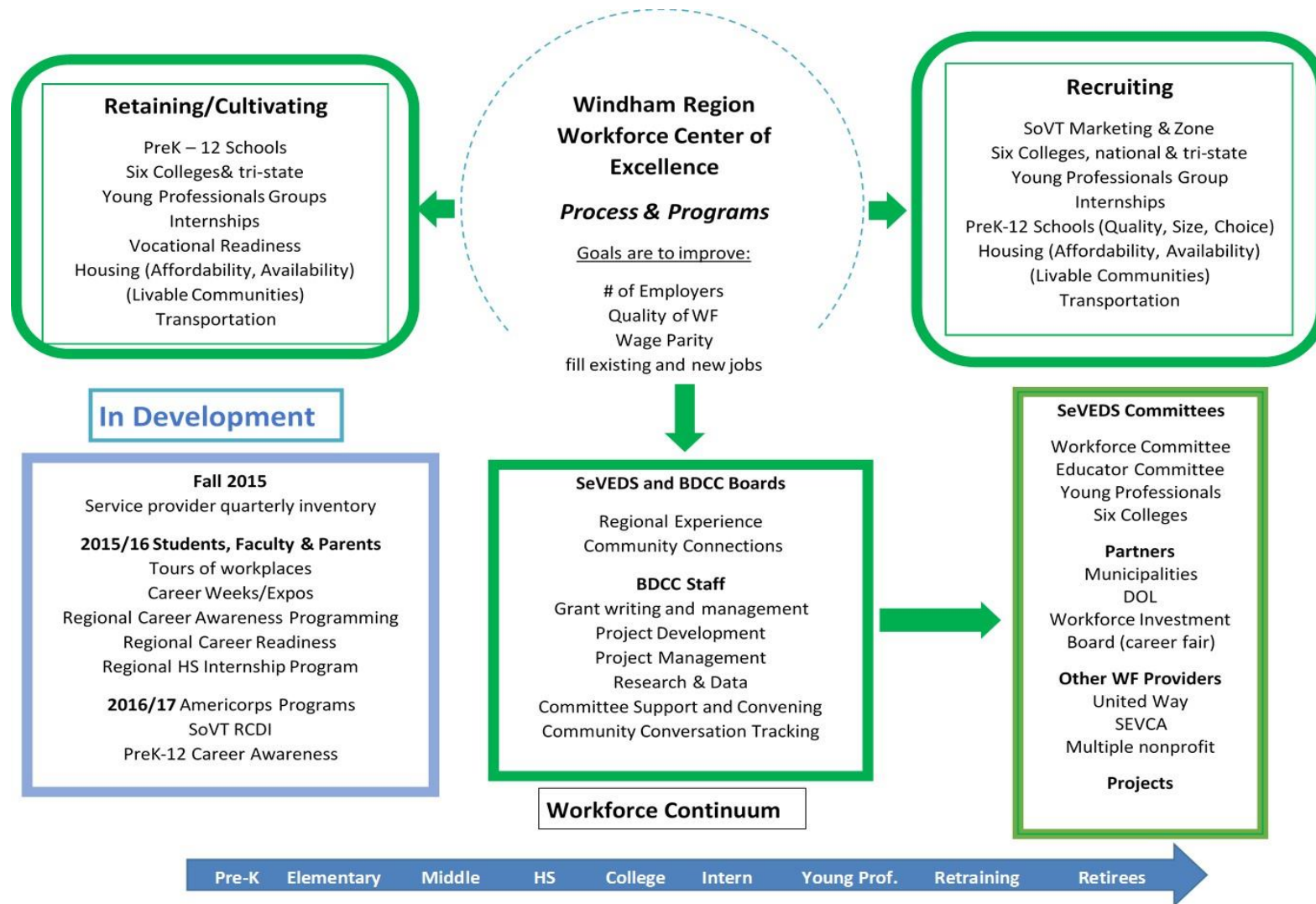
- A system, starting with creativity and ideation, that cultivates and celebrates entrepreneurship in innovation in the region.
- Our region needs more “ingitors” – an outcome of our EDA-funded business accelerator feasibility study
- Formal programming as well as casual events
- Culture creation and curation as well as educational in nature
- Working toward building a Rural Entrepreneur and Innovation Network (REIN)

[SBA Video](#)



INSTIG8

- Activities and Events Include
 - Idea Jams – regional events held quarterly
 - 802 Cups – assisting early stage firms refine their “story”
 - First Friday Pitch Night – formal setting for founders to “tell their story” in the form of a pitch
 - Startup Lab / Bootcamp – Formal curriculum which assists founders with their business model, customer discovery, and market development
 - Business Plan Competition – focused on businesses that can scale
 - Digital Marketing Workshop Series – in partnership with Mondo Mediaworks
 - Watch a Talk – informal TED talk viewing and networking
 - Speaker Series – motivational, futurists, and thought leadership on relevant topics
 - General business workshops targeting existing and growth stage firms
 - Mentor network inclusive of 2nd / 3rd homeowner partners
 - Investor network inclusive of 2nd / 3rd homeowner partners
 - Collaboration and engagement with Dartmouth’s Entrepreneur Network and UMASS’ Berthiaume Center for Entrepreneurship



Six College Collaborative Internship Program



Southern VT Young Professionals



*Retaining, Attracting, and Supporting Young
Professionals in Southern Vermont*

Events & Activities

- Professional Development (Workforce Cultivation)
- Community Leadership (Workforce Retention)
- Social and Business Networking (Workforce Placement)
- Good, Old Fashioned Fun. (Workforce Recruitment)

Fast Tracks to Success



Career Awareness and Planning in Windham County

Basic Curricula Outline

<p>“Reading the Employment Landscape” (Introduction to Labor Statistics)</p>	<p>“How to Get Hired” (Navigating Networking, Temp Agencies, Job Boards)</p>	<p>“Entrepreneurism in So.VT” (First Site Visit, BDCC Cotton Mill)</p>
<p>“Advanced Manufacturing” (Second Site Visit)</p>	<p>“Healthcare” (Third Site Visit)</p>	<p>Hospitality (Fourth Site Visit)</p>
<p>“Gaining Skills, Bridging Gaps” (Visiting or Talking with Six College Collaborative)</p>	<p>Individualized Personal Learning Plan Development</p>	<p>“My Next Steps” (Presenting changes in PLP’s and Career Pursuit via poster session)</p>

Business Cluster Roundtable Initiative





BECOME A CERTIFIED PRODUCTION TECHNICIAN

**PART-TIME TRAINING, FOLLOWED BY FULL-TIME INTERNSHIP
ENDING IN A NATIONALLY-RECOGNIZED CERTIFICATION.**

CPT certification is an industry-recognized credential that sets you apart in the manufacturing industry. The program consists of the following individual certificate modules:

- Safety
- Quality Practices & Measurement
- Manufacturing Processes & Production
- Maintenance Awareness

**ALL IT COSTS YOU IS YOUR TIME – A GREAT LIFETIME
INVESTMENT IN EXCHANGE FOR:**

- A certification that demonstrates to potential employers that you have the knowledge and skills needed for a manufacturing job
- Increased job stability and earning power
- A nationally-recognized credential that you can take with you wherever you go



G.S. PRECISION, INC.

Program funded through a grant from the U.S. DOL. CCV is an equal opportunity employer. Auxiliary aids and services are available upon request to individuals with disabilities.

THE G. S. PRECISION CPT PATHWAY

STEP 1: APPLICATION

Apply through the Vermont Department of Labor's Career Resource Center at 232 Main Street, Room 132, Brattleboro, VT 05301 or call (802) 254-4555

Applications will be accepted from April 4 to April 17, 2016.

STEP 2: SELECTION

Selected applicants will be contacted and will then apply for the CCV workforce program

STEP 3: TRAINING & INTERNSHIP

Training will begin the week of April 28 and will last until June 30. Hiring of positions will begin June 7.

STEP 4: CERTIFICATION

Candidates that complete the program will be interviewed for potential openings at G.S. Precision. All participants who successfully complete the training and internship will receive the CPT Certification.



BRATTLEBORO MEMORIAL HOSPITAL & COMMUNITY COLLEGE OF VERMONT

College to Career Program



Medical Assistant

The 14-week BMH/CCV College to Career Program prepares students with an interest in healthcare for positions as Medical Assistants.

The program curriculum teaches clinical and administrative skills.

Program enrollment is limited to 20 students.

Eight full program scholarships are available for qualified students. In addition, scholarship recipients receive job placement in a BMH Medical Group practice upon successful completion of the program.

Classes begin in September 2016

Join us at one of our informational presentations on **June 7 at 2:00 PM** or **July 14 at 1:00 PM** at Brattleboro Memorial Hospital. Talk to CCV and BMH staff, as well as current Medical Assistants to find out more about this exciting career field.



Brattleboro Memorial Hospital
EXCEPTIONAL CARE FOR OUR COMMUNITY



Learn more and apply online at <https://apply.ccv.edu/degree>

[Workforce Center of Excellence Wins Northeast Developers Association Program of the Year.](#)

Development Services

The BDCC is acutely aware of the challenges our regional businesses face in expanding their operations. Ensuring the region has a dynamic set of financial resources available to address the discrepancy in construction cost versus appraised value is critical to growing our economy.

We have developed the capacity and expertise on our board and in our organization to deliver Tax Efficient Financing to assist employers to close the GAP in financing necessary expansion projects.

[GSP VIDEO](#)

In 2015 & 2016 The BDCC Development Services participated in projects supporting:

VEGI	Chroma, Vermed, Commonwealth	\$2,800,000
Vermont Training Program	Commonwealth	\$200,000
CDBG	Chroma and GSP	\$1,600,000
CDBG DR		\$1,100,000
Town of Brattleboro	Commonwealth	\$250,000
WCEDP	Commonwealth	\$1,000,000
WCEDP	Chroma	\$500,000
WCEDP	GSP	\$2,000,000
GSP	NMT	\$5,400,000
Chroma	NMT	\$8,700,000
Rockingham Chroma Loan		\$100,000
Brattleboro GSP Loan		\$200,000

\$22,600,000

Total Grant Packages BDCC participated in on BEHALF of Development Projects

Leveraged: Private Investment in access of \$50,000,000

Total Jobs Created or Retained 725

A critical emphasis I wish to share is that the BDCC has had to figure this all out on our own. Nobody else would have done this work for our region.

- The RDC network is CRITICAL to continued innovation for Vermont Regional Economies.
- We have been successful in initiating and implementing a methodical long-term planning approach.
- VEGI has been a critical component to our development services.
- A complete lift on the moratorium on TIF districts is critical for future of VT communities.
- A flexible and responsive Vermont Training Program will continue to assist companies scale

Reports & Resources for further review

- [CEDS](#)
- [Southern Vermont Economic Development Zone](#)
- [Evocation Hub](#)
- [RCDI Grant](#)
- [Apprenticeship Report](#)
- [Apprenticeship Executive Summary](#)
- [Accelerator Feasibility Study](#)
- [Accelerator Feasibility Study Executive Summary](#)
- [Workforce Center of Excellence Packet](#)