



Focus on the Workforce

Lobbying Team

- Betsy Bishop - Overview
- Ronda Berns – Tourism
- Chris Carrigan - Manufacturing
- New hire to be announced

Business Agenda

Addressing the Workforce Supply Gap



- Maintain and increase funding for the Vermont Training Program;
- Create a clear, unburdened path for independent contractors;
- Market Vermont as a tourism destination;
- Grow the Quebec Aerospace & Aviation Corridor;
- Address workforce housing; and
- Support funding to market Vermont as a place to live and work.



Economic Growth Agenda

January 2017

Business Agenda

Protecting existing programs supporting growth

- The sales tax exemption for aircraft parts which supports 11,000 jobs in this state;
- The R&D tax credit which allows innovative advanced manufacturing and high tech companies to grow; and
- Tourism marketing funding which supports an industry that generates the third-largest revenue category for the state.

Tourism

- 3rd largest generator of revenue
- Supports 31,400 jobs
- Vermont is 1-2 times more dependent on visitor spending than national average

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Economic Growth Agenda

January 2017

Tourism Program

Vermont Chamber's marketing solutions

- Official Vermont Vacation Summer/Fall and Winter Guides in print and online targeting the individual traveler
 - The state's fulfillment piece for inquiries, tradeshow and events
 - Resource section highlights parks, recreation and attractions
 - Editorial sections highlight seasonal activities
- Stay & Play online guide on VermontVacation.com
 - Showcasing lodging, attractions, dining, events, weddings, packages and itineraries
 - Monthly email campaign and social media to drive visitors to the website
- Vermont Tourism Network is the state's partner focusing on the group tour market
 - Attend 14 tradeshow annually
 - Promote the state to over 400 tour operators and planners each year

Manufacturing

- 32,000 jobs (11% of all employment)
- About \$2.9 billion or 10% of the state's GDP
- \$2.57 billion in exports, about two-thirds of all exports





Economic Growth Agenda

January 2017

Vermont Chamber Manufacturing Program

Delivering contacts, buyers, suppliers and contracts

- Transforming Vermont into a supply chain hub with Vermont Chamber program
- 17 matchmaking events over 10 years
- Focus on aerospace, aviation, defense and space, naval, and medical devices
- Annual Manufactured in Vermont Supply Chain Trade Show
- Vermont – Quebec Aerospace Trade Corridor
- Online manufacturing website & directory
- Trusted referrals and introductions

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Progress on 2013 Advanced Manufacturing Report Completed Four Recommendations

- Created a Matchmaking Supply Chain Program and Tool
 - Invested in an appointments-based technology
 - For 2016, 90 exhibitors, 457 B2B meetings (114 hours), 17 OEMs, 23 Canadian companies, over 600 participants
- Completed a web-based Manufacturing Directory
- Promoted Department of Economic Development Economic Summit
- Public Relations and promotion of the Department's information



Economic Growth Agenda

January 2017

QUESTIONS?

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