

David Snedeker

I am here today to ask you to support the recruitment and relocation efforts put forth by the Administration. Those investments include:

- \$100,000 Identify, Target, and Connect: This money will be used to support an innovative digital outreach and targeting campaign that all regions of the state will benefit from.
- \$50,000 Arrival hub creation and execution: Establishing arrival hubs at key tourist destinations during peak visiting times.
- \$100,000 Stay-To-Stay: This investment in our most impacted tourist regions will allow the state to partner with businesses and municipalities that are hosting potential new Vermonters every day. This targeted Stay-to-Stay weekend tactic will help convert tourists into citizens by showing them all Vermont has to offer.
- \$250,000 Vermont's Economic Development Marketing Plan: Vermont currently invests the least amount of money per capita into marketing our state (as compared to other states in our region). This additional investment will allow the Department of Tourism and Marketing to build on the work they are currently doing to promote Vermont's message and brand through their innovative marketing and development plan.
- \$350,000 Relocation Unit: This investment will allow the Department of Labor to create and deploy a Relocation Unit with existing staff and expertise. This investment is critical, as the Department will be serving as the experts and "deal closers" that will ultimately help potential residents connect with jobs, housing, services, and labor market information. These state funds will leverage existing federal Wagner Peyser funds.
- \$250,000 Relocation Expense Award Incentives: Up to \$500 for each new Vermont worker who moves to Vermont and becomes employed. Helps businesses have something to offer when trying to recruit a new worker.
- \$250,000 Relocation Assistance Award Incentives: Up to \$500 for any Vermonter who successfully recruits and helps relocate a new Vermont worker. This is a tactic used successfully in other states.

Total \$1.35M



April 4, 2018

Senate Committee on Appropriations
Senate Committee on Economic Development, Housing, & General Affairs
Vermont Statehouse
115 State Street
Montpelier, VT 05633

Dear Vermont Legislators,

We are writing today to take a moment to encourage you to make investments in attracting new workers to Vermont. As you know, Vermont faces worker shortages in almost every sector and the regional development corporations hear this regularly. Our demographic challenges are at the heart of this shortage, along with a low unemployment rate statewide. We believe that new initiatives are needed.

Investments in identifying and attracting new workers, reducing the barriers to relocation in the form of relocation assistance and incentives, and mechanisms to convert visitors to residents – such as the recently announced Stay to Stay weekends – are important to our businesses, non-profits, and our regions. Today it is essential that we spend more and more time and resources identifying and attracting employees.

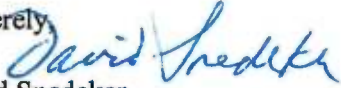
Vermont's iconic brand is poised to enable us to attract new Vermonters. Using contemporary tools to highlight not only our traditional assets but our entrepreneurial environment, thriving tech industry, robust manufacturing sector, and so much more we begin to address our demographic challenges.

Coupling this effort with robust information about relocation and our vibrant communities and job prospects, personalized service, and incentives to reduce the barriers to a move to Vermont will help.

We are encouraged by the ideas put forth the by the Governor and the administration and the interest in these strategies and more by the legislature this session and stand ready to provide additional detail or testimony on request.

Thank you for your time and attention and your service to Vermont.

Sincerely



David Snedeker

Chair, Regional Development Corporations of Vermont

The following businesses have asked to sign onto this letter with the RDCs of VT:

Mr. Tim Nolan, CEO

Precision Composites of Vermont – Lyndonville, VT

Mr. Gregory Maguire, Senior Director of Legal & Government Affairs

Revision Military – Essex Junction, VT & Newport, VT

Ms. Monica Greene, President

Vermont Precision Tools – Swanton, VT

Vermont Custom Gage – Lyndonville, VT

(other businesses may be submitting letters independently)

WEIDMANN

April 2, 2018

Senate Committee on Appropriations
Senate Committee on Economic Development, Housing, & General Affairs
Vermont Statehouse
115 State Street
Montpelier, VT 05633

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Sincerely,



Zach Hatch
Vice President, Manufacturing – Americas Region

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A Member of the **WICOR** Group

April 2, 2018

Senate Committee on Appropriations
Senate Committee on Economic Development, Housing, & General Affairs
Vermont Statehouse
115 State Street
Montpelier, VT 05633

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Thank you for your time and attention and your service to Vermont.

Sincerely,



Anupam Martins, CEO, New Chapter Inc., Brattleboro VT



Commonwealth
★ Dairy ★

March 30, 2018

Senate Committee on Appropriations
Senate Committee on Economic Development, Housing, & General Affairs
Vermont Statehouse
115 State Street
Montpelier, VT 05633

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Thank you for your time and attention and your service to Vermont.

Sincerely,



Stephanie Castine
HR Director
Ehrmann Commonwealth Dairy
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