



April 4, 2018

Senate Economic Development
Senate Appropriations Committee
Vermont Statehouse
115 State Street
Montpelier, VT 05633

We are writing today to encourage you to make investments in attracting new workers to Vermont. As you know, Vermont faces worker shortages in almost every sector. Our demographic challenges are at the heart of this shortage.

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 positions us well for attracting new Vermonters. Using contemporary tools to highlight the traditional characteristics that draw people to Vermont, such as access to outdoor recreation and exceptional local food and beverages, as well as our entrepreneurial environment, thriving tech industry, robust manufacturing sector, we can begin to address attracting more people to move here.

Coupling this recruitment with resources about our vibrant communities and job prospects, personalized relocation services, and incentives to reduce the barriers to relocate will be very effective in changing our demographic challenges.

We are encouraged by the ideas put forth by 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,

**Bennington Area Chamber of Commerce
Brattleboro Area Chamber of Commerce
Central Vermont Chamber of Commerce
Dorset Chamber of Commerce
Heart of Vermont Chamber of Commerce
Jay Peak Area Chamber of Commerce
Lake Champlain Regional Chamber of Commerce**

**Mad River Valley Chamber of Commerce
Northeast Kingdom Chamber of Commerce
Okemo Valley Regional Chamber of Commerce
Poultney Area Chamber of Commerce
Vermont Chamber of Commerce
White River Valley Chamber of Commerce
Woodstock Area Chamber of Commerce**