

March 30, 2018

Senate Economic Development  
Senate Appropriations Committee  
Vermont State House  
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 attract 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 shown 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,



**Michael Solimano**  
President & General Manager

Killington/Pico Ski Resort Partners, LLC  
[4763 Killington Road | Killington, VT 05751](https://www.killington.com)  
t [802.422.6203](tel:8024226203)  
c [802.770.8884](tel:8027708884)  
[msolimano@killington.com](mailto:msolimano@killington.com)  
[killington.com](https://www.killington.com) | [picomountain.com](https://www.picomountain.com)