



GREEN MOUNTAIN
A V I O N I C S

**Green Mountain Avionics
561 Airport Road
Middlebury, VT 05753
FAA CRS# 6GAR848B**

February 28, 2017

Re: Testimony on Aviation Sales Tax Exemption, included in omnibus economic development bill, for the Vermont Senate Committee on Economic Development, Housing and General Affairs

Dear Chair Mullin and esteemed members of this committee,

For the record my name is Bill Hanf and I'm President and Owner of Green Mountain Avionics, Inc. (GMA), a Vermont small business that provides avionics installation, service and support to the General Aviation community in the Northeast.

I founded GMA in 2011 after recognizing a void and market opportunity here in Vermont for this type of specialized service. Our success has allowed us to grow the company by adding another full-time technician each year. GMA now employs 5 full-time, highly skilled maintenance, repair and overhaul specialists. We have also expanded our operation from sub-letting a small space in another company's aviation maintenance hangar to two Avionics Installation, Service & Support hangars at the Middlebury State Airport.

I was also recently approached by the Bennington Aviation Development Committee to open up a satellite shop (Green Mountain Avionics South) to help revitalize aviation in Southern Vermont. This would add additional skilled jobs to southern Vermont's economy and bring many new avionics and aviation maintenance customers to Vermont from neighboring states, including New York, Massachusetts and New Hampshire.

I am very excited about the opportunity to grow the company here in VT (both here in Middlebury and potentially in Bennington as well) but it will not work if the tax exemption is allowed to sunset and we are 6% or 7% more expensive (Middlebury has a 1% local tax) than

neighboring states. It is very quick and easy for a potential customer to fly an aircraft next door to NH, NY, MA and save thousands of dollars on, for example, an avionics retrofit. Our technicians, furthermore, are highly skilled and talented people that would otherwise be working out of state or possibly underemployed here in VT.

For these key reasons, we support making permanent the aviation sales tax exemption for aircraft and parts, machinery and equipment to be installed in any aircraft in Vermont.

Lastly, and, in closing, I also serve on the Aircraft Electronics Association Board of Directors and AEA's Regulatory and Government Affairs Committee.

Here is a comment from Ric Peri, VP of AEA Government and Industry Affairs:

"From an AEA comment perspective, we certainly do support these initiatives. Aviation is unique in that it provides an advantage and a level of mobility that only aviation can provide. Mobility, however, can also be a disadvantage, especially when the competition from a "tax exempt" state has a 6-7% competitive advantage."

Sincerely,

A handwritten signature in cursive script that reads "William J Hanf".

William J Hanf

President

Green Mountain Avionics