

Dear Senators et al:

Thank you for taking the time to read my email I will make it as direct and succinct as possible as I know your time is valuable.

I have resided and raised my children in the Mad River Valley for over 20 years and in lived in Vermont for 34 years. In addition, I am a partner in a local taproom and brewery along with sole owner of my CPA Firm and accounting business that employs 6 people and serves hundreds of businesses with payroll, accounting and tax services. My firm has been in business for many decades and sees the books and payrolls of all types of businesses across this state. Also my parents were an active part of the tourism council managing the Best Western of Waterbury for many decades until retirement seven years ago. With that background and experience I can see the impact the pandemic has dealt across the board and have discussed with many business owners their situations. **However, what concerns my the most and reason why I am writing today is to express the need for Government assistance to the Tent and Event sector of our Vermont Economy.**

I know this is a very difficult crisis to manage and some industries, not all, may be able to make it out of this pandemic financially with some percentage of activity allowed by the reactivation of the economy to pay bills. As this is the case in re-opening *the sectors that are the hardest hit with a narrow chance of regaining previous momentum are restaurants, taprooms, and the tent and event industry in the immediate future.* **Comparatively, the tent and event industry has been decimated as all reservations through out 2020 being canceled or postponed until 2021. This industry will need Government assistance in order to survive.**

As the spigot turns back on for other industries the tent and event industry will not benefit as those reservations are not coming in 2020. Places like the Mad River Valley will have a difficult time getting to the next season. The tent industry impacts many others that I see the books of and the overflow of dollars helps to sustain regions that are subject to highly seasonal fluctuation. Such as photographers, retail, restaurants and taprooms and even local grocery stores and others the may benefit from tourism dollars in general. See my list below.

In short, I would ask that Governor Scott and the economic team to please consider allocating some of the stimulus money to this much needed industry which will help ensure they can make it to 2021. If they go out of business this will certainly effect regions that benefit greatly like White River and Mad River Valley areas. I see the Tent Industry as a high overhead business and likely substitutes or new companies to replace them are difficult and unlikely to just emerge spontaneously. Overall I know we will get back from the pandemic eventually, even if a second wave happens. But if these companies don't survive or exist the periphery businesses that benefit will have that much more difficulty surviving the already tough shoulder seasons of the Vermont economy which could hinder a complete recovery from the pandemic economically.

Below I have included just a sample of a other industries impacted by a single tent event. (*As prepared by Perry Armstrong) to provide an example of the myriad of other business the Tent and Event industry impacts the bottom line positively.

- Equipment Rentals
- Lighting

- Catering Food & Alcohol
- Stationary
- Entertainment
- Restroom Rentals
- Planning & Design
- Photography/Videography
- Floral & Decorating
- Facility Fees
- Transportation (on site)
- Hair & Makeup
- Childcare Services
- Fireworks
- Miscellaneous lodging and room rentals and tourism related type stops

I hope that you will please consider this appeal and offer significant help to ensure the survival of this industry. On Thursday the testimony of Perry Armstrong will also detail the impact of this industry.

Thank you for your time and consideration.

Sincerely,

Craig Isvak, CPA, CVA
Manager



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