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DEAR MEMBERS OF THE COMMITTEE,

My name is Heather Brown, and I am an event and floral designer in Barnard, VT. I am writing in support of Perry Armstrong, owner of Rain or Shine, and the support of all Vermont tent companies during this challenging time. Tent companies are a keystone part of the entire event world, and without them we would all be severely impacted.

Event businesses such as mine are facing great hardship during this sad time. Every day we are rescheduling clients to next year and seeing all of our business for 2020 disappear. In May 2019 we paid \$10,258.78 in Vermont Sales tax and this May we paid in only \$101.25. We feel lucky we had any sales at all, and this was only due to the fact that we as started doing daily flowers to navigate these unprecedented waters. Flowers are only a part of our business, with the majority of our business being design, fabrication, installation, and rentals of furniture, décor, and lighting.

Although I am hopeful, my business will be able to creatively scrape through 2020, we will not survive 2021 without tent companies. We employ an average of 10 part-time employees and work with many local artisans, décor companies, and subcontractors. The effect of losing tent companies will be immense to Vermont's overall economy.

SINCERELY,  
HEATHER BROWN