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June 03, 2020

To whom it may concern,

My name is Claudia Rollin and I am owner of Harlow & Dahlia Events, LLC. which operates events and weddings in Vermont.

As an event planner in Vermont, the vast majority of my weddings are outdoor weddings that require tents for receptions, cocktail hour and at times even ceremonies. For all of these weddings, my clients depend on rental companies to provide the essentials from a tent, lights, tables, chairs, dining supplies, linens, heat, cooking supplies just to name a few of the items rental companies provide.

In addition, for our weddings which take place indoors, my company still finds that we need rental companies to provide items such as furniture and other supplies.

On average, our weddings range in the \$100,000-\$200,000 range, with our clients investing as much as \$40,000 of their budgets into rental needs.

For our smaller weddings, rentals still are still a crucial investment for our clients and on average, while most Vermont weddings would fall around the \$30,000-\$50,000 in terms of overall budgets, you will find that rental companies are a tremendous portion of couple's investments. This is due to the critical supplies rental companies furnish to allow Vermont weddings to operate.

Vermont is a tremendous destination for out of state couples to host weddings. Here are some of the most important reasons why so many out of state couples choose Vermont as their wedding location:

- *Childhood connection (families would come here in the Summer, Fall, or Winter, second homes)*
- *College Connection (with the large number of colleges in the greater Burlington area alone, this is a tremendous draw for past students to return to VT to host their weddings)*
- *Scenery (Vermont has the unique geographical advantage of having mountains and lakes which is a large draw for out of state couples, in particular during Foliage season)*

Most weddings guest count is 100-200 guests which is a large figure to consider in terms of what these guests contribute to our local economy and the rental needs that clients/planners will need to fulfill for each weddings.

If we consider most guests tend to be from out of state and most weddings create a "weekend experience" for their guests, this is an average sample on how weddings in Vermont impact the state's economy:

*Pre-wedding day(s)*

*Guests tend to say on average 2-3 days in the state for weddings which impacts revenue to lodging, transportation, hospitality, local attractions such as breweries, local establishments such as Ben & Jerry's, sports activities, etc*

*All of our clients and most Vermont weddings choose to host rehearsal dinners and welcome receptions which in turn is almost a secondary full event where rentals are often needed from rental companies, caterers, photographers, florist, music are all retained for these pre-wedding events*

*On the wedding day, a wide range of vendors are acquired to some weddings requiring as many as 20 vendors from different sectors to form a full wedding team. The rental companies often provide needs for vendors such as caterers, bar services, band, dj with equipment vendors need to operate*

*Post-wedding events such as afterparties and brunches also ignite a need for hiring of additional vendors, locations or rental needs.*

I hope this outline provides insight into the vast number of local businesses and livelihoods weddings hosted in our state affect.

The weddings are dependent on rental companies to provide many of the needed supplies to execute the weddings. If the rental companies are unable to endure the economical effects Covid-19 has presented to their businesses it will in turn leave many couples and vendors stranded on where or how to source these crucial rentals.

Vermont only has a handful of rental companies that can provide the extensive needs wedding rentals call for. If, for any unfortunate reason given the Covid-19 pandemic, these companies are unable to provide these rentals, it is **very likely** weddings might be cancelled or highly scaled back. If this happens, my own business could suffer unrepairable consequences. In turn, many local vendors whose livelihoods depend on Vermont weddings could also see these same consequences.

As such, I vouch for the critical need to help Vermont rental companies and other Vermont wedding/event businesses in financial supplementation to offset the unprecedented effects Covid19 has wrecked upon business' finances. This financial support will in turn protect the livelihood of many other businesses in Vermont such as my own and also assure the incredible economic boost Vermont receives annually from wedding's guests can remain in place.

Sincerely,

Claudia Rollin  
Owner  
Harlow & Dahlia Events, LLC