

To all members of the committee:

Rep. Michael Marcotte, Chair
Rep. Jean O'Sullivan, Vice Chair
Rep. Charles Kimbell, Ranking Member
Rep. Robert Bancroft
Rep. James Carroll
Rep. Eileen Dickinson
Rep. Stephanie Jerome, Clerk
Rep. Kristi Morris
Rep. Zachariah Ralph
Rep. Tristan Toleno

We are writing on behalf of the Trailside Inn in Killington, VT. Our business hosts skiers / snowboarders and corporate retreats in the winter; weddings in the summer. In total we host approximately 25 private events per year. We absolutely rely upon rental companies for each of these events. On our own, we do not have the means to purchase, maintain and store the inventory needed for the weddings and other events that we hold at our property.

From a financial perspective, weddings make up approximately 60% of our annual revenue. We absolutely rely upon these events to sustain viability as a business. If the Vermont rental companies were unable to survive the current situation, we do **not** have the ability to absorb this loss by taking on rentals on our own.

Each of our weddings generates a minimum of \$45,000 in Vermont-based business revenue. This includes, but is not limited to: venue fees, lodging, catering, photography, floral, musical entertainment, and of course rentals. While our own business revenue is only a small portion of the bigger picture, the events that are held on our property account for over \$750K in taxable income each year.

We stand with the Vermont rental companies who dutifully and professionally support each and every one of the events held at the Trailside Inn and other venues throughout Vermont (and beyond). We hope that you will carefully consider the precarious position that they are currently in and the ripple effect that will follow should the Covid-19 situation cause their demise. We appreciate the time and attention that you are giving to the circumstances at hand.

Ann & Josh Eckler
Owners / Innkeepers at Trailside Inn
www.TrailsideInnVT.com
The Knot's 2018, 2019 & 2020 Best of Weddings