

SERENE COUNTRY CABINS

302 Brook Road, Hyde Park, Vermont 05655 www.serenecountrycabins.com
serenecountrcabins@comcast.net 802-793-4995

Capstone Community Action
20 Gable Place,
Barre, VT 05641

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To whom it may concern:

My husband Craig Fowler and I are the builders and owners of Serene Country Cabins at 302 Brook Road, Hyde Park, Vermont.

We worked on our twelve acre wooded lot to get it ready to build vacation cabin rentals for three years. We saw the need for more lodging in this central location of Vermont. The staff at Capstone Community Action's Micro Business Development Program helped us with the business plan process by providing classes as well as one on one assistance when needed over the three year process. The MBDP also connected us with loan officers who made our dream become our reality. VEDA and VSECU agreed to finance our cabin rental business.

Capstone Community Action's Micro Business Development Program continued to guide us by offering marketing classes. We were able to learn different marketing techniques. We were grateful for the help we received with the process of writing a press release. Having the opportunity to go to these classes, also lead to networking with other business owners.

Financially we couldn't have completed this business adventure without the help of MBDP. We were just two middle income Vermonters living paycheck to paycheck. All we had when we started was a dream, personal experience and skills, a lot of ambition and the equity of our home. The classes and knowledge that were offered to us free of charge made our business become what it is today. It will be very helpful to people in this area of the state to have a business counselor in Lamoille County.

We now have four cabins that are up to an average of almost 50% occupancy and we are only 1 ½ years up and running. We will have our fifth and sixth cabins ready for occupancy by 2021. We have been able to offer accommodations to people from all over the world to come and spend time in Vermont.

Thank you again to Capstone Community Action's Micro Business Development Program.

Jennifer Fowler