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Topic: Senate Bill S. 231 Testimony

Location: Vermont Senate Committee on Economic Development & General Affairs

I'm William Lippolis, Founder & CEO at ApprentiScope and I'm extremely lucky. I recently graduated from the University of Vermont with a degree in Computer Science, without student debt, however most students these days aren't so lucky. Since 1989, the average cost of a 4-year degree rose by nearly 50% (from ~\$52k to over ~\$102k), while median wages have increased by less than a percentage point (.3%).¹ In fact, Vermont residents alone owe over \$2.6 billion dollars in student loan debt². This has left budding high school graduates with a tough decision - pursue a 4-year degree and risk being in debt for the foreseeable future, or not pursue higher education at all. Well luckily, there's a third option that's seen record growth over the last decade.

Since 2013, apprenticeship adoption has grown nationally by over 56%, and it's no mystery as to why. Apprenticeships offer a necessary and vital alternative to traditional higher education routes, engage marginalized members of our communities, provide reliable talent pipelines for employers, and strengthen our communities, workforce, and economy as a whole. Through a proven combination of On-the-Job training, Course Work, and Related Instruction, apprentices gain specialized skills that facilitate a smooth transition into the workforce and high-paying jobs without the overwhelming financial burden of traditional colleges and universities.

¹Maldonado, Camilo. "Price Of College Increasing Almost 8 Times Faster Than Wages." Forbes. Forbes Magazine, July 25, 2018.

<https://www.forbes.com/sites/camilomaldonado/2018/07/24/price-of-college-increasing-almost-8-times-faster-than-wages/#232fdc2966c1>.

²Malinsky, Gili. "Here's the Amount of Student Debt Owed by Every US State and DC, in Billions." Business Insider. Business Insider, August 23, 2019.

<https://www.businessinsider.com/student-loan-debt-per-state-2019-4>.



Now while Apprenticeship is a proven model for employers and employees alike, they do require a significant reallocation of management bandwidth to run. To be operated properly, employers are required to maintain detailed records of:

- On-the-Job Training
- Related Technical Instruction
- Wage progressions
- Performance evaluations
- Compliance requirements

These processes can create barriers to entry, which is why at ApprentiScope, we've dedicated ourselves to **removing these barriers to entry** for employers by applying modern software automation practices to apprenticeship management, and therefore dramatically reducing the time & effort required for employers to manage and grow their apprenticeship programs.

ApprentiScope was founded in Burlington in 2018 and is a member at the Vermont Center for Emerging Technologies, (VCET) and the Consumer Technology Association's National Apprenticeship Coalition alongside IBM. Our customers are in 3 states today and we expected to be nationwide by 2021. And we are happy to work with Vermont employers, the Department of Labor, this Committee or anyone else for that matter to champion more apprenticeships here in Vermont.



More Information

1. [ApprentiScope](#)
2. [About the Founder, William Lippolis](#)

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