

**Office of
Engagement:
Elevating and Amplifying our
Land Grant Mission**

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Engagement

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The University of Vermont

UVM: Open for Business



www.uvm.edu/engagement

**ECONOMIC
DEVELOPMENT
OPPORTUNITIES**



**PROFESSIONAL
DEVELOPMENT
SUPPORT**



**INTERNS FOR
YOUR
ENTERPRISE**



**TRAINING
OPPORTUNITIES**



**TECHNICAL
ASSISTANCE**



**FIND
VOLUNTEERS**



**FIND POLICY
SOLUTIONS**



**RESEARCH
EXPERTISE**



An “Engage 14 ” Strategy



Agrotourism COVID Projects



Community Library Air Quality Projects



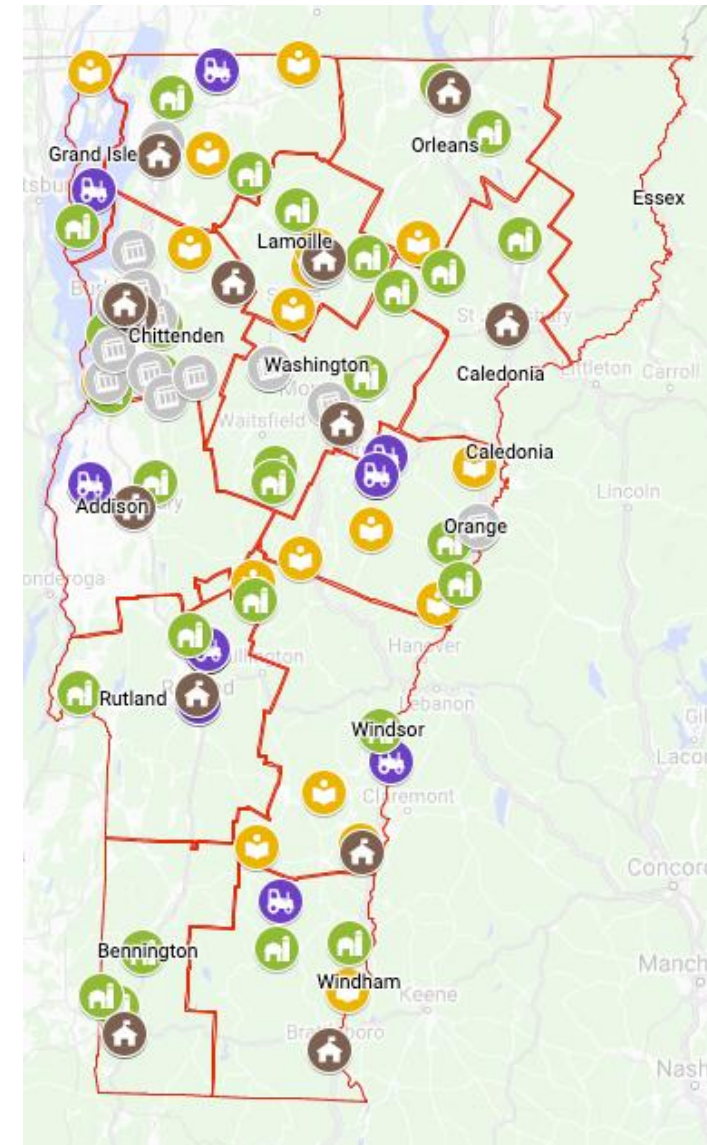
Community Newspaper Business Planning Support



Extension Offices



Recent ('20) Extension Projects



<https://www.google.com/maps/d/u/0/viewer?mid=1Wit6tpnR1fgMCfRx39r80g4QVGELiTEf&ll=44.10136356613594%2C-72.56938803488553&z=8>

Priority #1 Economic Development

UVM's Industry Partnership Framework

Attract businesses to Vermont



Partner with Vermont businesses



Internships and workforce development



Draw business capital to the state



Support start-ups thru SBIR & Tech Transfer



State-wide Economic Resilience Assessment

STEERING COMMITTEE



INITIAL REPORT: APRIL 30, 2021

OVERARCHING GOALS

- Defining economic success
- Shaping Vermont's economic narratives to help economic performance
- Helping Vermont's rural economy compete in a post-pandemic world
- Understanding of low wages and mix of industry
- Determining the economic impact of the non-profit sector
- Expanding the density of employee-owned, women-owned, BIPOC-owned businesses
- Growing more Vermont businesses to >20 employees
- Supporting Vermont businesses profitable adoption of new technology

METHODS

Expert roundtables; Data platforms; Business survey
Business and nonprofit leaders focus groups

New Economic Data Services

Unique offerings:

- Industry/occupation mix
- Labor inventory
- Occupation gaps
- Labor and wage trends
- Economic impact reports
- Supply chain information
- Willing and able
- Skill gaps
- Job and talent locator
- COVID-19 impact projections



Spotlight Summary

Total - All Industries
Central VT – 2020Q3

EMPLOYMENT



43,299

Regional employment / 152,418,189 in the nation

-0.2% ↓

Avg Ann % Change Last 10 Years / +0.9% in the U.S.



100.0%

% of Total Employment / 100.0% in the U.S.



WAGES



\$50,700

Avg Wages per Worker / \$60,042 in the nation

2.9% ↑

Avg Ann % Change Last 10 Years / +2.9% in the U.S.



TOP OCCUPATION GROUPS



TOP INDUSTRIES

Avg Ann % Change in Employment, Last 10 Years

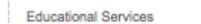
1.2% ↑

Health Care and Social Assistance



-0.8% ↓

Educational Services



-0.8% ↓

Retail Trade

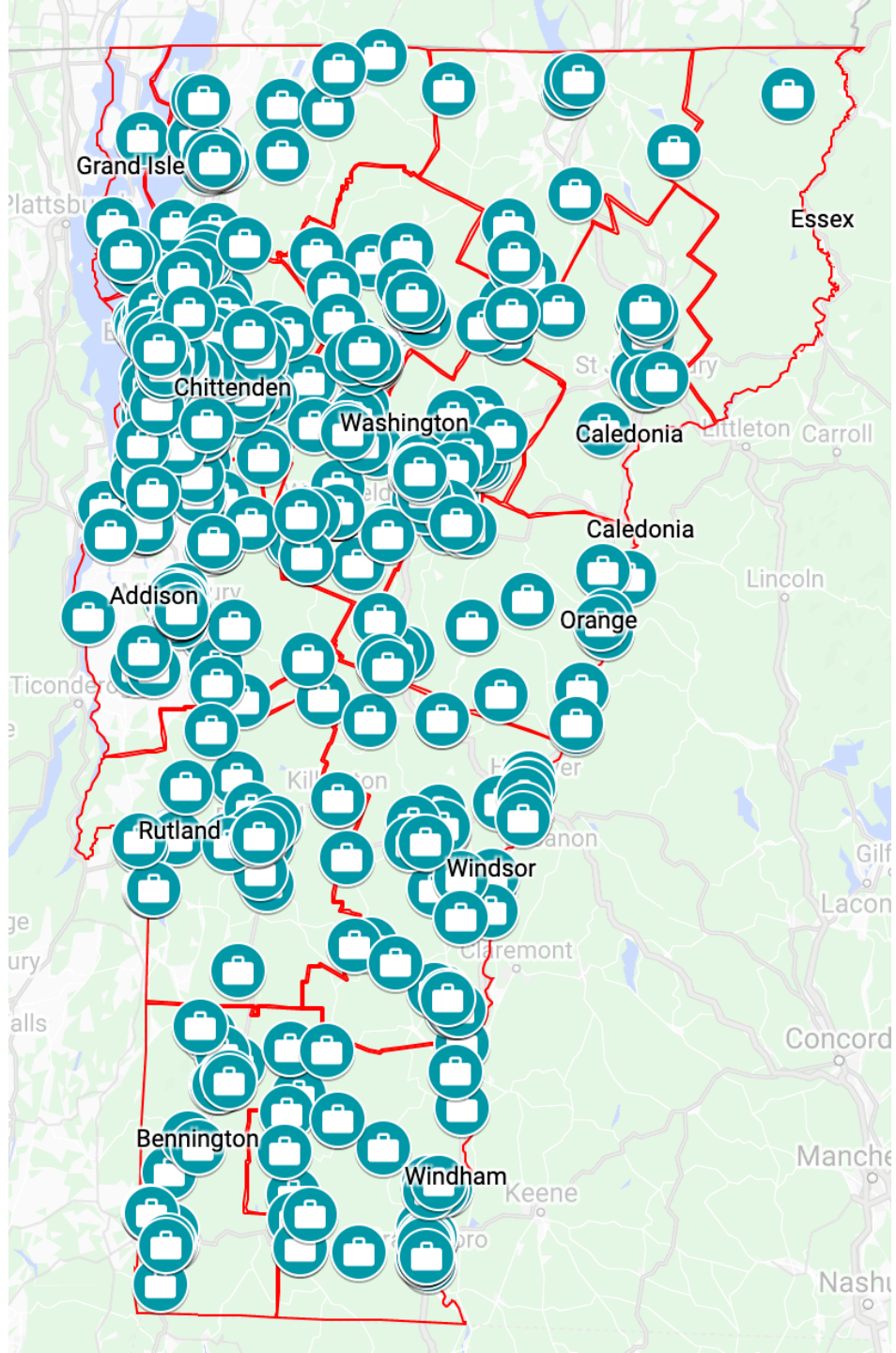


Quarterly Reports and Data Requests

#2 Workforce Development & Talent Pipeline

- Develop **state-wide Internship Platform** with other higher education partners
- Serve as a **data services hub** for workforce and pipeline development
- Support **workplace equity, diversity, inclusion and belonging** pipeline development strategies
- **Convene / support** other higher education & service providers for collective impact





Distribution of Internship Opportunities

(Source: Handshake)

#3 Vermont Business Assistance

New Training and Professional Development

Lean Management and Digital Marketing Series

- Step-by-step guided support for business owners/staff to develop digital marketing strategy
- Introduction to lean management efficiencies leading to certificates.

Diversity, Equity, Inclusion and Belonging (DEIB) Workshops

Change Management Workshops

Additional Critical Business Topics

- Supply chain management
- Sales
- Customer service
- Marketing
- eCommerce



Recent Advances in Technical Assistance and Services

COVID Tracker

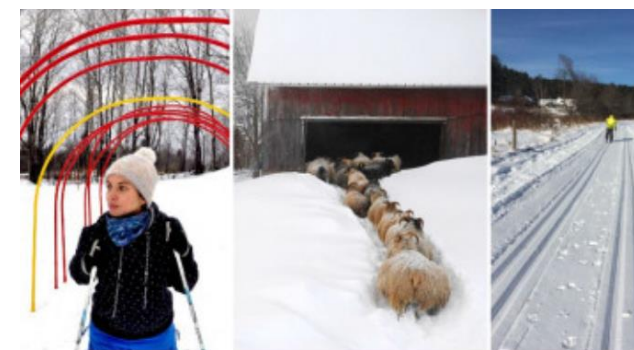
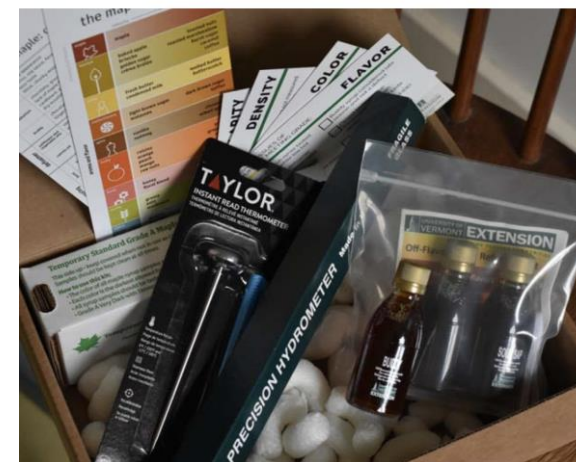
Launched a new “**Micro**”-internship platform

Support **Vermont businesses impacted by COVID** Pandemic via Extension Rapid grants for:

- Agro-tourism operations during pandemic
- Air purifiers supplied to Vermont’s community libraries
- Taking maple producer technical assistance online
- COVID tracking tool

<https://www.wcax.com/2020/09/14/vermont-agritourism-moves-online/>

UVM
MICRO-
INTERNSHIPS



Winter Farm Trails in Vermont

Distribution of Recently Sponsored Activities



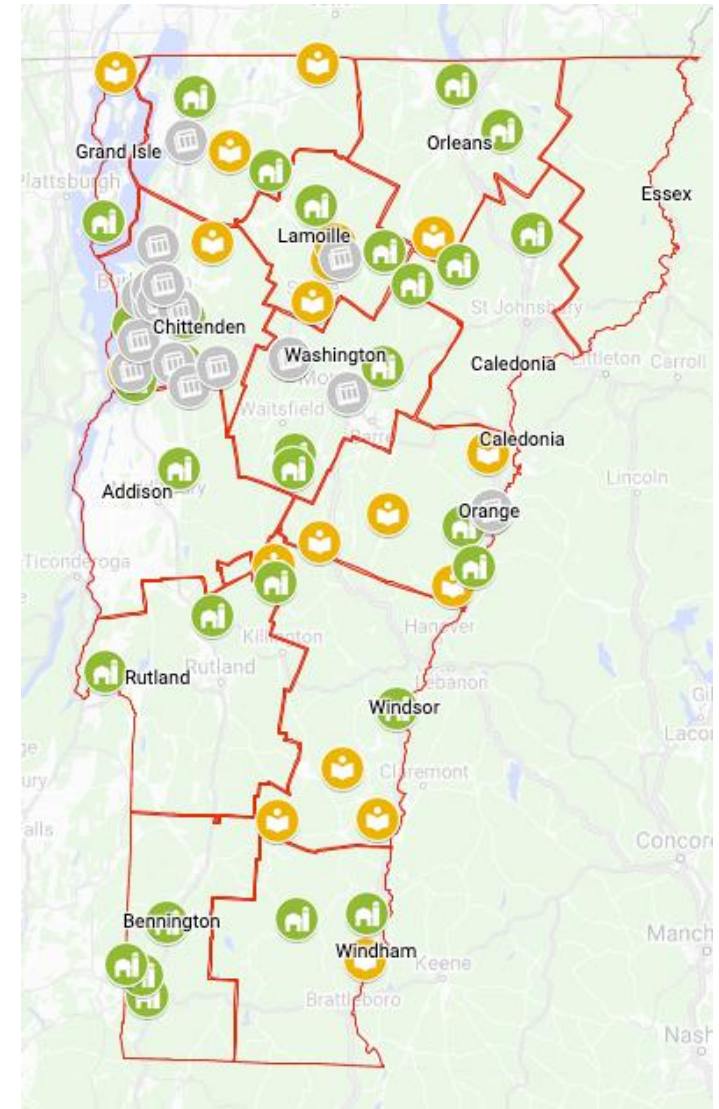
Agrotourism COVID Projects



Community Library Air Quality Projects



Community Newspaper Business Planning Support



PLANNED ACTIVITIES



#1 Economic Development

- **A comprehensive industry partnership framework**
- **Data science and services**
- **Technology-Based Economic Development (TBED) Program (w/ACCD)**
- **Integration of our research & development engine**
 - **Build and market science services** (environmental sensing, nano materials, biomedical application, etc.)
 - **Core facilities and co-location opportunities**
 - **Broader Impacts Hub**
- **Intellectual property and commercialization support for Vermonters**
 - **UVM Innovations integration: Expand SPARK**

#2 Workforce and Talent Pipeline Development

- **Jobs attraction campaign** to alumni base (w/ ACCD and Chamber of Commerce)
- **Statewide internship platform** (w/VSC system and state)
- **Tactical planning activities**

#3 Business Services

- **Start-up, SBIR, co-location and relocation services**
- **Fill training, professional development, & technical assistance gaps**
- **DEIB training and workshops**

Thank you

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