



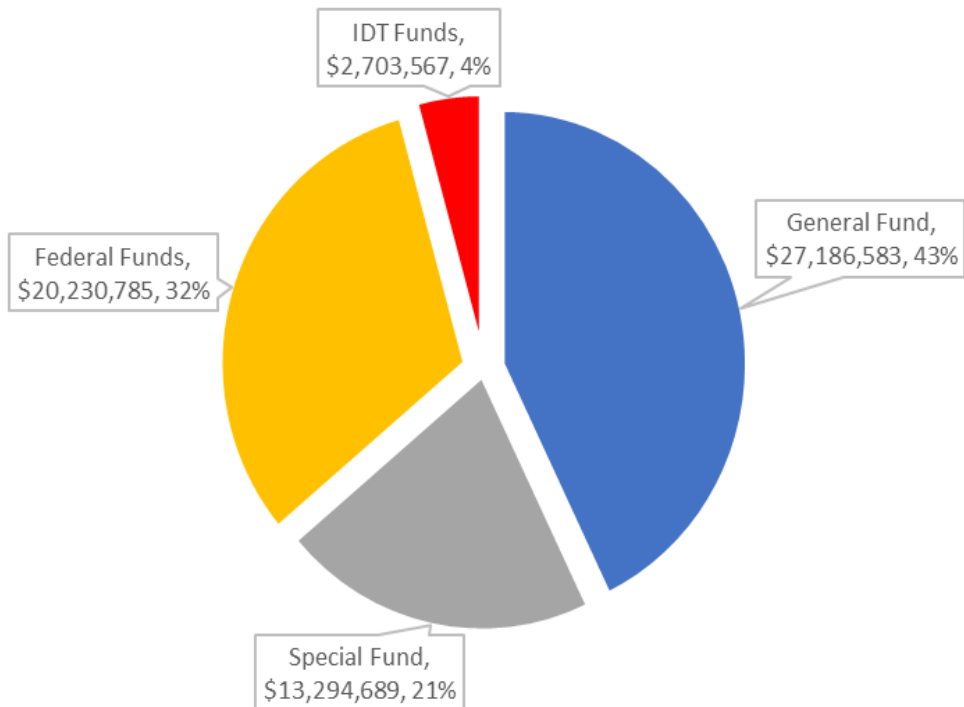
# State of Vermont Agency of Commerce and Community Development

## FY26 Budget Presentation

# Agency FY26 Recommended Budget

106 employees

Governor's Recommended Budget FY 2026  
Total \$63.41m



## NEW BASE INITIATIVES

|  |              |
|--|--------------|
| <u>Housing and Community Development</u>     |              |
| Vermont Housing Improvement Program          | \$4.3M       |
| Manufactured Home Improvement and Repair Pgm | \$2.15M      |
| <u>Economic Development</u>                  |              |
| International Business Development           | \$350,000    |
| <br>   |              |
| Total Base Budget:                           | \$63,415,624 |

# Agency FY26 Recommended Budget

106 employees

## ONE-TIME EXPENDITURES

|  |              |
|--|--------------|
| <u>Housing and Community Development</u>   |              |
| Vermont Infrastructure Sustainability Fund | \$9.1M       |
| VHFA Middle Income Homeownership           | \$15M        |
| VHFA Rental Revolving LF                   | \$15M        |
| Extend 2 Limited Service Positions         | \$300,000    |
| <br>                                       |              |
| <u>Economic Development</u>                |              |
| Brownfields Revitalization                 | \$2M         |
| Vermont Professionals of Color Network     | \$250,000    |
| <br>                                       |              |
| Total One-Time Expenditures:               | \$41,650,000 |

# Economic Development

**Commissioner**

Joan Goldstein

**Deputy Commissioner**

Brett Long



**Staff: 28**

# Budget Request

## INTERNATIONAL BUSINESS DEVELOPMENT

## Economic Development

### **International Business Development:**

Assists Vermont companies with export growth, trade missions, and global market expansion.

BUDGET REQUEST: \$350,000 in Base Funding

# International Trade Division

## Overview

### BUSINESS SUPPORT

- Market sourcing and lead generation
- Market research
- Market expansion and relocation assistance associated with foreign direct investment
- Navigating [Foreign Trade Zone Agreements](#)
- Trade counseling and advice
- Grant funding for education, trade show participation, foreign trade missions, website localization, technical assistance
- Educational seminars

# International Trade Division

## Budget Proposal

\$350,000 of Base Funding for:

- International recruitment consultants
- Developing and deploying advanced site selection data and mapping tools
- Helping Vermont companies research and enter new markets
- Expanding Vermont's presence at national and international trade shows
- Sponsoring events and initiatives that align with Vermont's economic development goals

Return on Investment:

- Creating and retaining Vermont jobs
- Increasing Vermont's international visibility and exposure via trade missions, conferences, improved inquiry responses
- Development of sophisticated tools for marketing to help recruitment, trade, site selection

# International Trade Division

## Canada In-Market Representative



### CIDEP Services:

- Recruitment of foreign direct investment exclusively for Vermont in New England region
- Represent Vermont at trade shows
- Assist Vermont businesses in Canadian markets

### CIDEP Funding History:

- \$300,000 in FY21
- \$150,000 in FY24
- Contract started October 2021, extended to November 2026



# International Trade Division

## Lead Generation Deliverables

**2023-24**

**2024-25**

| <b>Outreach Results</b>                                       | <b>December 2024</b>                     | <b>YTD</b>    | <b>Outreach Results</b>                                       | <b>January 2025</b>                      | <b>YTD</b> |
|---|--|---------------|---|--|------------|
| <b>Prospective Companies Contacted</b>                        | 31                                       | 403           | <b>Prospective Companies Contacted</b>                        | 38                                       | 99         |
| <b>Trade Shows/Conferences Attended</b>                       | None in marketing plan for December 2024 | 7 Trade Shows | <b>Trade Shows/Conferences Attended</b>                       | None in marketing plan for January 2025  | 0          |
| <b>Qualified Leads Generated and added to VT DED pipeline</b> | 2  | 43            | <b>Qualified Leads Generated and added to VT DED pipeline</b> | 4  | 22         |
| <b>FDI missions in Canada</b>                                 | None in marketing plan for December 2024 | 4             | <b>FDI missions in Canada</b>                                 | None in marketing plan for December 2024 | 0          |
| <b>Contract Period</b>  | October 2023 – November 2024             |               | <b>Contract Period</b>  | November 2024 – October 2025             |            |

# International Trade Division

## January 2025 Lead Generation Examples

### CANADIAN COMPANIES EXPLORING EXPANSION OPPORTUNITIES IN VERMONT:

#### Warehouse Space Wanted

20,000 sq. ft., 22 ft. high, loading docks

Hire 10-15 employees

Company already does 80% of sales in U.S.

Vermont close to their Montreal facilities

ACCD shared information on incentives, will send additional information on potential sites

Willing to visit potential sites in Vermont

#### Seeking Manufacturing Facility

100,000 sq. Ft.

Employ 40 – 50 people

Company already does 50% of sales in U.S.

ACCD will send information on incentives and continue conversation

# International Trade Division

## January 2025 Lead Generation Examples

### CANADIAN COMPANIES EXPLORING EXPANSION OPPORTUNITIES IN VERMONT:

#### Growing Sales Team

Looking to grow small U.S. sales team

Vermont appeals because of markets served as well as proximity

Introductory call with ACCD in February

#### Looking for Companies to Buy

Steel cable manufacturer

Wants to expand U.S. presence through the acquisition of existing companies

ACCD will keep in contact should such an opportunity arise in Vermont

# International Trade Division

## January 2025 Lead Generation Examples

CANADIAN COMPANIES EXPLORING EXPANSION OPPORTUNITIES IN VERMONT:

### Seeking Food-Grade Production Facility

Produces seafood meals

Looking for food grade ready production facility to make trayed entrees and desserts for United Airlines

# Budget Request

## VT PoC

## Economic Development

### **Vermont Professionals of Color Network**

This valuable partnership and contract has allowed VT PoC to expand its ability to support technical assistance to BIPOC individuals and business owners.

VT PoC is carrying out this work through the following key areas:

- Outreach Resource
- Navigation Business Development
- Professional Development

*Current contract ends May 2025*

BUDGET REQUEST: \$250,000 One-Time

**Budget Request**

**BROWNFIELDS  
REVITALIZATION**

**Economic  
Development**

# BY THE NUMBERS



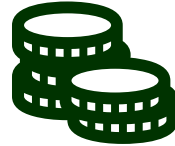
**\$21.8M**

Project Awards



**706**

Housing Units



**\$380.6M**

Funds Leveraged



**831**

Jobs Created

**State Brownfields Revitalization Fund:** Supports cleanup and revitalization of contaminated sites to unlock economic potential. To date, 42 projects have enabled 706 housing units, 831 jobs, and leveraged over \$380.6M of further redevelopment funding.

BUDGET REQUEST: \$2,000,000 One-Time Expenditure

# Budget Request

## VEDA DISASTER RELIEF FUND

### Economic Development

#### **VEDA Business Disaster Relief Fund:**

Redirection of residual Business Emergency Gap Assistance Program (BEGAP) funds to proactively establish a business assistance tool.

BUDGET REQUEST: \$2,000,000 One-Time  
Expenditure

# Housing and Community Development

## Commissioner

Alex Farrell

## Deputy Commissioner

Nate Formalarie



**Staff: 47 (FTE)**



# NEW REQUEST

## Housing and Community Development

### **Downtown & Village Center Tax Credits:**

Spurs investments in commercial centers, provides incentives to make existing buildings safe and accessible. In FY2025, roughly \$4 million in tax credits will offset costs of major projects, generating over \$160M in building improvements and public infrastructure investments.

NEW REQUEST: Increase from \$3M to \$5M

# DOWNTOWN & VILLAGE CENTER TAX CREDITS

## In 2025:

- \$4.1 million in tax credits to support 13 projects in 12 Vermont communities.
- \$160 million in downtown and village center investments generated.

## PROJECT EXAMPLES

- The Leonard Block in Brattleboro will create ten new apartments and street-level commercial space;
- Former Bennington High School will provide 39 units of housing, a childcare facility, and public meeting space;
- Starksboro Meeting House to provide space for a growing childcare facility.

## By the Numbers [2021-2025]



**173**  
projects awarded



**84**  
communities served



**\$21.2m**  
awarded tax credits



**\$698.3m**  
in private investment

# HOUSING REQUESTS

## Housing and Community Development

**Vermont Housing Improvement Program (VHIP):** VHIP offers grants up to \$50,000 per unit to bring vacant rentals up to code, add new units to an existing building, or build up to 5 units in a new building. Since 2021, VHIP created almost 1,000 units with an average grant of \$44,000 per unit.

NEW REQUEST: \$4.3M in Base Funding

**Manufactured Home Improvement and Repair Program (MHIR):** MHIR supports “mobile home” park improvements, home repairs, and foundation installation in manufactured home communities in Vermont.

NEW REQUEST: \$2.15M in Base Funding

# HOUSING REQUESTS

## Housing and Community Development

### Program Spotlights

**Vermont Infrastructure Sustainability Fund (VISF):** VISF will provide low-interest funding via the Vermont Bond Bank for infrastructure to enable housing production.

NEW REQUEST: \$9.1M One-Time Expenditure

**VHFA Middle Income Homeownership Development Program:** This program provides up to 35% of development costs to support construction or rehabilitation of modest homes. Households must earn up to 150% of the Area Median Income (AMI).

NEW REQUEST: \$15M One-Time Expenditure

# HOUSING REQUESTS

## Housing and Community Development

### Program Spotlights

**VHFA Rental Revolving Loan Fund (RRLF):** RRLF incentivizes the creation and preservation of rental housing for middle-income households earning between 65%-150% of the Area Median Income (AMI). The program provides developers and builders with a subordinate loan for up to 35% of development cost per unit.

NEW REQUEST: \$15M One Time Expenditure

**Extend Two Limited-Service Positions:** These individuals will support Homes for All and new housing data efforts.

NEW REQUEST: \$300,000 One Time Expenditure



# State of Vermont Agency of Commerce and Community Development

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