



Vermont & Taiwan: Forging a Future-Proof Partnership

A Proposal to Establish the Vermont-Taiwan
Trade & Investment Office

Taiwan is a High-Tech Anchor for Vermont's Economy

Market Position

#1

Vermont's Largest Export Market in Asia

#2

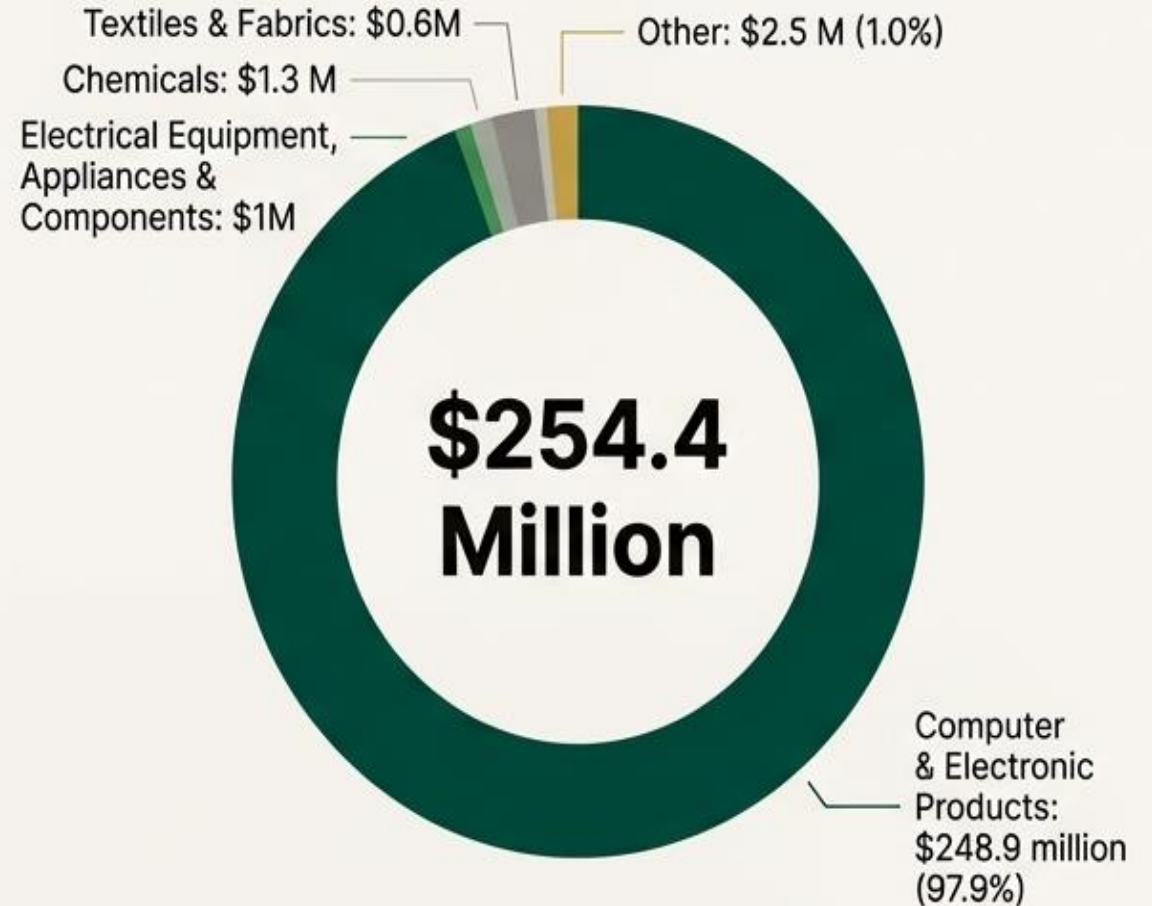
Vermont's Second-Largest International Market Globally

1,045

Vermont careers directly supported by this trade relationship.

Taiwan's position as the leading destination for Vermont exports provides a stable and reliable anchor in the world's most dynamic economic region.

Sector Concentration



Computer & Electronic Products account for **\$248.9 million**, making this relationship critical to Vermont's high-tech manufacturing base.

We've Done This Before. It Worked.

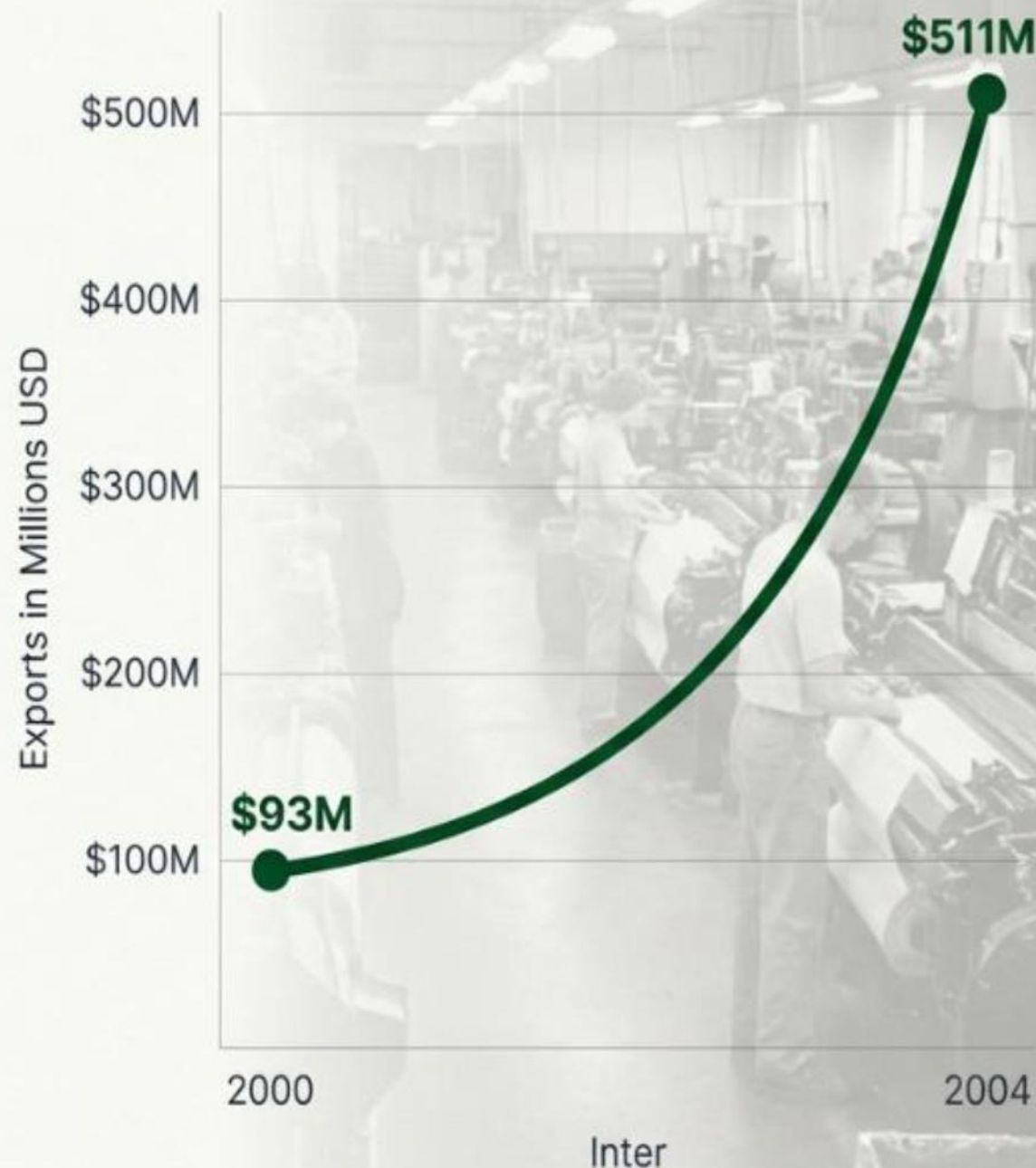
450% Export Growth

In 2000, Vermont opened its first Taipei office when exports were \$93 million.

By 2004, exports had skyrocketed to \$511 million—a direct result of having a local presence.

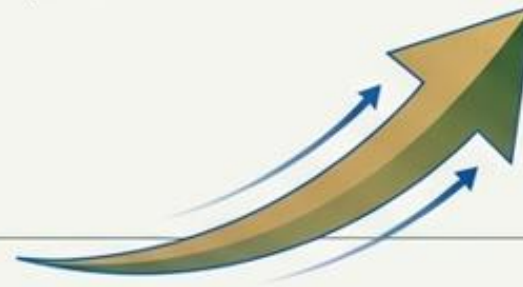
Around 2010, the office was closed due to fiscal constraints, not a lack of success.

The model is proven. A local presence delivers exponential returns.



The Anatomy of a High-Performance Trade Office

Total Annual Investment: \$75,000 – \$150,000



High Impact, Low Overhead

- Exhibition Participation Fees
 - Trade Show Booth Design
 - Targeted Business Development Materials
-
- Utilizing "Package Service" model for professional representation (\$1,000/month)
 - Subsidized office space at Taipei World Trade Center (\$230/month)

A Booming National Partnership Creates a Strategic Tailwind

The U.S.-Taiwan economic relationship is unprecedentedly close.



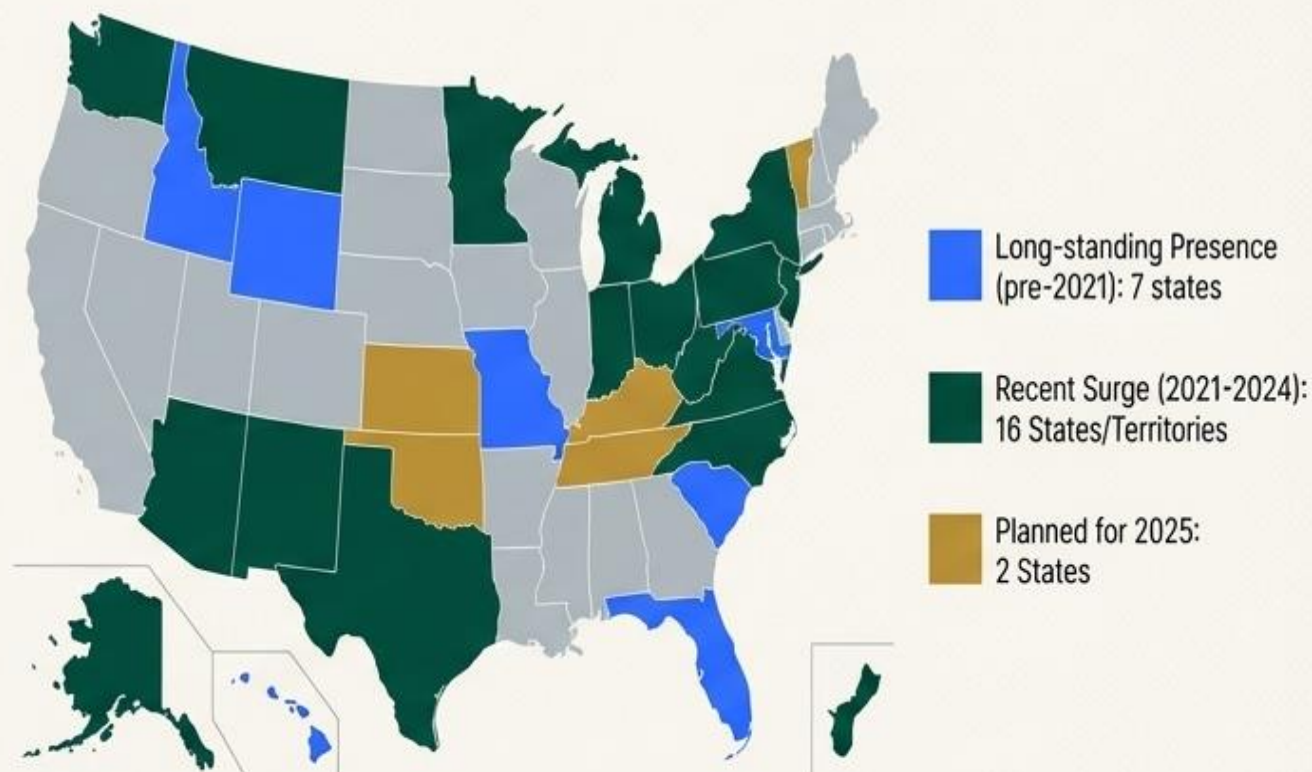
- Taiwan is the **7th largest trade partner** of the United States, surpassing G7 nations like the United Kingdom and France.
- The U.S. is Taiwan's **2nd largest trade partner** and its **#1 source of foreign investment**.

The Race for Taiwan Has Begun, and U.S. States Are Acting Decisively

4x

U.S. State-Level Engagement with Taiwan Has Quadrupled in Just Five Years.

From a base of 6 in 2020, the number of U.S. states and territories with representative offices in Taiwan is projected to reach 26 by 2025.



In 2025 alone, governors from Arizona, Alaska, Wyoming, Tennessee, and North Carolina are leading delegations to Taiwan.

Governors and Commerce Secretaries Across the U.S. are Actively Courting Taiwan in 2025

Official visits and trade missions have intensified, demonstrating widespread proactive engagement from U.S. state and local leaders seeking economic opportunities.

Gubernatorial Delegations

- **Arizona:** Gov. Katie Hobbs
- **Alaska:** Gov. Mike Dunleavy
- **Wyoming:** Gov. Mark Gordon
- **Tennessee:** Gov. Bill Lee
- **North Carolina:** Gov. Josh Stein

Commerce & Trade Missions

- **Florida:** Senior Economic & Trade Mission
- **Oklahoma:** Sec. of Commerce Deborah Moorad
- **Tennessee:** Economic Commissioner Stuart McWhorter
- **Arizona:** VP of Intl. Trade Fernando Garcia
- **North Dakota:** Agriculture Comm. Doug Goering

Lt. Governor & Local Government

- **Guam:** Gov. Lourdes A. Leon Guerrero
- **Kansas:** Lt. Gov. David Toland
- **New York:** Orange County Exec. Steven Neuhaus
- **Texas:** Harris County Judge Lina Hidalgo

Taiwan 2026: Dual US\$250B Push into the U.S. Market

Taiwan's 2026 Commitment to the U.S. consists of two massive pillars

Corporate Direct Investment

\$250 Billion

Led by semiconductor giants and supply chain partners establishing factories and R&D centers in the U.S.

Government Financing Support

\$250 Billion

Government-backed credit guarantees and loans to ensure supply chain firms have capital to root in the U.S.



These five companies represent over **\$174 billion** in investment, creating a new **center of gravity** for global technology manufacturing.

A Generational Opportunity: The GlobalFoundries-TSMC Partnership



In November 2025, a landmark licensing agreement enables GlobalFoundries to produce 650V and 80V GaN (**Gallium Nitride**) semiconductors **using TSMC's proven technology** right here in Vermont.

Combines World-Class Expertise

Merges TSMC's proven GaN technology with GF's manufacturing scale in Essex Junction.

Creates U.S.-Based Capacity

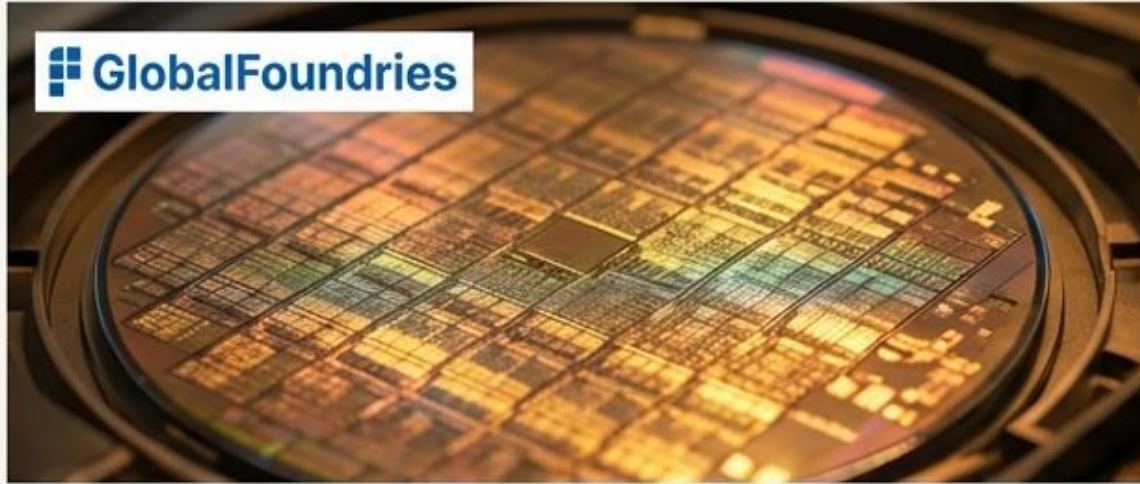
Provides a domestic source of next-generation semiconductors for global customers.

Strengthens Critical Supply Chains

Secures domestic supply for AI, 5G, Aerospace, and EV technologies.



Vermont's Global Excellence is Anchored by Local Innovators



Produces chips using mature process technologies in Essex Junction.



Competing in industrial electronics by engaging global hardware supply chains.



Exporting advanced biotech and lab equipment to Asian markets.



Providing high-quality machinery that reinforces our state's reputation for craftsmanship.

An On-the-Ground Office Delivers **Tangible Results**



Facilitates Market Entry: Provides direct, in-market support to help Vermont businesses enter Asian markets.



Reduces Costs: Eliminates middlemen, lowering transaction and distribution costs through direct engagement.



Enables Direct Networking: Connects Vermont businesses with real buyers and government stakeholders.



Attracts Investment: Promotes inbound capital from Taiwan into Vermont's key industries.



Creates Jobs: Supports wage growth by expanding trade and business opportunities.

Executive Summary: The ROI Snapshot



The Anchor

Taiwan is Vermont's #1
Export Market in Asia.

\$254 Million/year



The Opportunity

A dual-pillar initiative incoming
to the U.S. by 2026.

**\$250B (Corp)
+ \$250B (Govt)**



The Void

Vermont has zero official
representation.

26 Competitors



The Fix

Re-establish a high-efficiency
trade office.

\$75k - \$150k

Strategic Alignment: Matching Vermont's Advantages with Taiwan's Needs

Our cooperation will focus strictly on sectors where Vermont possesses clear competitive advantages and where Taiwanese demand is sustained.



Advanced Manufacturing

Leveraging Vermont's precision engineering capabilities.



Semiconductor Supply Chains

Integrating into the global ecosystem dominated by Taiwan.



Green Energy & Sustainable Technologies

Aligning with global shifts toward renewables.



Precision Machinery & Industrial Automation

Enhancing industrial capacity.



Biotechnology & Life Sciences

Fostering deep collaboration in R&D.

Takeaway: This is a targeted economic play, not a generic diplomatic gesture.

Executive Summary: A Low-Risk, High-Reward Opportunity

Core Argument

Vermont has a unique window to align with Taiwan, a global technology powerhouse. We propose a graduated engagement strategy that prioritizes fiscal prudence while maximizing economic upside.

The Approach



1. Phase I: Establish the framework via a Memorandum of Understanding (MOU).
Status: Low cost, high strategic value.



2. Phase II: Execute through a dedicated presence.
Status: Conditional on Phase I success, focused on measurable results.

Strategic Goal

Position Vermont as a key partner in advanced manufacturing and green energy supply chains without requiring immediate, heavy infrastructure investment.



Thank You.

Q&A