



GBIC

Good Jobs In A Clean Environment

September 18, 2019

Attn: Josh Arneson, Town Manager
Town of Richmond
Richmond Town Center
203 Bridge Street, P.O. Box 285
Richmond,
VT 05477-0285

Dear Mr. Areneson,

GBIC thanks you for the opportunity to submit an appropriation request to the Selectboard of the Town of Richmond for FY 2021. Economic development in the State of Vermont continues to be our most important collaborative effort. While our communities continue to thrive, despite the challenges we face, there is much more that can be done to encourage and sustain employment and investment in Chittenden County.

All of what makes Vermont a special place to live, work, and raise a family depends on a healthy and competitive economy. A quality environment, meaningful social programs, vibrant communities and economic opportunity for current and future generations of Vermonters all hinge on the capacity of the state's economy to generate the required public resources.

For more than 60 years, GBIC has endeavored to enhance the quality of life for the people of Chittenden County through the creation of high wage economic opportunities. It is the goal of GBIC to support the creation and retention of high quality jobs and strengthen the competitiveness of our region's businesses and advance our overall economy. We will not maintain, much less enhance, our valued quality of life without a strong and dynamic economy.

As a non-profit business and community service organization, it is essential that we solicit annual financial assistance. **We would like to thank the Town of Richmond for its support in the past and for the opportunity to submit this request to consider an appropriation of \$200 for GBIC for FY 2021.** Your support allows us to provide necessary economic development programs and services throughout Chittenden County.

The Articles of Association of GBIC provide that the chief-elected official of each community in Chittenden County is a member of GBIC's corporation. The members have the opportunity to attend the annual membership meeting each year in June to elect directors and also attend any special meetings of the membership that may be called during the year. In addition, each municipality may select one person to serve on either the Regional or Government Affairs Committees that meet once a month and serve as the legislative advocacy committees for both GBIC and the Lake Champlain Regional Chamber of Commerce.

Our staff, as well as the members of our Board, would welcome the opportunity to meet with you if we may be of service at any time.

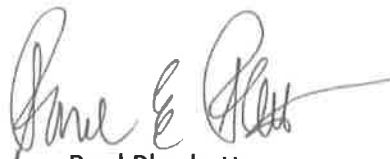
Following please find information about GBIC's work during the past fiscal year and a more detailed explanation of GBIC programs and services.

Thank you for helping us to continue to provide "Good Jobs in a Clean Environment."

Sincerely,



Frank Cioffi
President



Paul Plunkett
Chair

Town of Richmond

Request for Special Appropriations

Request for Fiscal Year: 2021

Organization's Name: Greater Burlington Industrial Corporation (GBIC)
Address: 60 Main Street
City, State, Zip: Burlington, VT, 05402
Website address: www.gbicvt.org

A. GENERAL INFORMATION

1. Program Name: GBIC

2. Contact Person/Title: Curt Carter, Senior Vice President

Telephone Number: 802-862-5726

E-mail address : curt@vermont.org

3. Total number of individuals served in the last complete fiscal year by this program:
See attached report

4. Total number of the above individuals who are Town residents: _____
Please attach any documentation that supports this number.

Percent of people served who are Town residents: _____

5. Amount of Request: \$200,

6. Total Program Budget: _____ Percent of total program budget
you are requesting from the Town of Richmond: _____

7. Please state or attach the mission of your agency: Attached

8. Will the funding be used to:

X Maintain an existing program _____ Expand an Existing Program
_____ Start a new program

9. Has your organization received funds from the Town in the past for this or a similar
program? Yes

If yes, please answer the following:

a. Does the amount of your request represent an increase over your previous
appropriation? If yes, explain the reason(s) for the increase.

_____ No _____

b. Were any conditions or restrictions placed on the funds by the Selectboard? ____
If yes, describe how those conditions or restrictions have been met.

_____ No _____

B. PROGRAM OVERVIEW

1. Statement of Need: Identify the issue or need that the program will address (use statistical data to justify the need for the program). To what extent does this need or problem exist in the Town of Richmond? _____ Regional Economic Development for Chittenden County per Vermont Statutes

2. Program Summary:

a. Identify the target/recipients of program services. Specify the number of Town residents your program will serve during the fiscal year and explain the basis upon which this number is calculated. Indicate any eligibility requirements your program has with respect to age, gender, income or residence. _____

_____ See Attached _____

b. Identify what is to be accomplished or what change will occur from participating in the program. How will people be better off as a result of participating in the program? Describe the steps you take to make the project known to the public, and make the program accessible and inclusive? _____

_____ See Attached _____

3. Program Funding:

a. Identify how Town funds, specifically, will be used (i.e., funds will provide "X" amount of units of service.) _____

b. List the other agencies to whom you are submitting a request for funds for this program and the amount requested. How would this program be modified should revenues be lost? _____

C. ORGANIZATIONAL CAPACITY

1. Describe your agency's capability to provide the program including its history, previous experience providing this service, management structure and staff expertise. See Attached

2. How will you assess whether/how program participants are better off? Describe how you will assess program outcomes. Your description should include: what (what kind of data), how (method/tool for collecting the data), from whom (source of data) and when (timing of data collection). See Attached

3. Summarize or attach program and or service assessments conducted in the past two years. Attached

4. Does your organization have a strategic plan and a strategic planning process in place? Yes If yes, please attach your plan.
The strategic plan should include a mission statement, goals, action steps to achieve the goals, and measures that assess the accomplishments of the goals.

5. What is the authorized size of your board of directors? 30
How many meetings were held by the board last year? 10

I, the undersigned, confirm the information contained herein is accurate and can be verified as such. I understand and agree that if the requested funds are approved, the disbursement of funds are subject to all conditions established by the Richmond Selectboard.

Signature of Applicant _____ Date _____

Print Name of Applicant and Title



GBIC

Good Jobs In A Clean Environment

Greater Burlington Industrial Corporation (GBIC) Activities for FY 2019

GBIC Vision

“A thriving Lake Champlain region with an economic environment providing meaningful employment consistent with an uncompromised natural environment, enabling present and future generations of Vermonters to live, learn, work, and play in the Champlain Valley.”

GBIC Mission

“To attract, retain, and expand environmentally sensitive high-paying jobs in the Champlain Valley; and to initiate and support advocacy, education, and collaboration programs in promoting our Vision.”

Like each of the state’s twelve Regional Economic Development Corporations (RDCs), GBIC is affiliated with the Vermont Department of Economic Development and the Vermont Agency of Commerce and Community Development. GBIC is the RDC responsible for Chittenden County; Vermont’s largest county and the state’s most significant and diverse demographic and economic base.

Since its founding in 1964, GBIC has served as a catalyst for economic opportunity in northwest Vermont, helping local employers with their concerns and working to attract new business investments and high value-added employment opportunities to the region. GBIC’s efforts have provided quality economic opportunities and jobs for thousands of Vermonters. Because of the region’s size and scope, GBIC is a vital partner in Vermont’s overall economic development.

GBIC works closely with employers to support capital investments, job development and training through access to grants available through State, Federal, and other resources. Assisting these companies to grow ensures that their corporate needs are met and that they are able to continue to provide good-paying jobs for Vermonters.

Our ongoing focus remains economic problem solving. Working with employers to meet their unique needs and with the State on ways to positively impact the overall economic outlook for Vermonters.

GBIC continues to work closely in cooperation with Vermont Technology Council and the Vermont Center for Emerging Technology (VCET) to develop the young businesses with dynamic growth potential to provide the future job opportunities throughout the region.

In partnership with the Chittenden County Regional Planning Commission, GBIC updated the new Comprehensive Economic Development Strategy (CEDS) for Chittenden County. Updating the CEDS makes our county EDA compliant and potentially enables Chittenden County organizations and municipalities to apply for and receive up to 50% federal funding for projects that directly aid and support economic development. Working closely with municipalities and communities to ensure the inclusion of qualifying projects is an important component of building a meaningful CEDS.

GBIC – The Greater Burlington Industrial Corporation

Frank Cioffi, President

• 60 Main St., Burlington, VT 05401 •

Mobile: 802 238 4535 • frank@vermont.org • www.gbicvt.org



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Regional Contacts

During the past year GBIC conducted **213 visits/contacts** with our region's high value-added businesses and essential organizations and institutions critical to economic development in Northwestern Vermont and statewide. Our business visits/contacts during the past twelve months involved companies employing over 40,000 Vermonters.

Vermont Training Program

GBIC facilitated the award of **19 grant contracts**, totaling over **\$824,000**, from the Vermont Training Program to Chittenden County businesses. These contracts served to train new employees and retrain incumbent workers, and greatly contributed to our continued regional economic development.

Vermont Economic Development Authority

In FY19, **28 area businesses** applied to VEDA for financing, resulting in over **\$6 million dollars** of VEDA commercial loans being closed in Chittenden County.

Vermont Employment Growth Incentive Program

In FY19, GBIC facilitated, through the Vermont Economic Progress Council, the approval of **five Vermont Employment Growth Incentive awards** to area businesses worth more than **\$1.6 million dollars**.

Permit Assistance

GBIC is familiar with Vermont's permitting system and works to create facilitation teams for all phases of important economic development projects. Based on successful economic development models, GBIC brings together consultants, local and regional officials, and community members to support important economic development projects at every stage of the permitting process.

Workforce Investment – Education and Training

In FY2019, GBIC focused significant energy dealing with Vermont's workforce development challenge. By partnering with the Administration, DoL, ACCD, service providers, and other state leaders we have begun the process of streamlining the programs currently delivered and working with employers to determine what opportunities or gaps exist in the system. GBIC works with Vermont's business and education leaders to cultivate a pool of candidates for prospective employers.

Our Team

Frank Cioffi
President
frank@vermont.org

Curt Carter
Senior Vice President
curt@vermont.org

Seth Bowden
Vice President
seth@vermont.org

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