



GBIC

Good Jobs In A Clean Environment

September 27, 2021

Town of Richmond
C/O: Josh Arneson, Town Manager
Town of Richmond
203 Bridge Street
Richmond, Vermont 05477

Dear Josh:

The Greater Burlington Industrial Corporation (GBIC) appreciates this opportunity to submit an appropriation request to the Town of Richmond for FY 2023. As we work our way out of the Covid Pandemic, assistance to our business community is more important than ever. The challenges of recovery are multifaceted however the GBIC team continues our commitment to retain, expand and attract good wage-paying jobs because without a vibrant, diverse, and stable economy we will not be able to support all of what makes Vermont a special place to live, work, and raise a family.

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 the opportunity to submit this request to consider an appropriation of \$200 for GBIC for FY 2023.** Your support of our programs and services to the business community and municipalities is important to us.

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.

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. Additionally, a member of our team would be more than happy to meet with your Selectboard or Funding Committee when contributions are discussed.

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

Sincerely,

Frank Cioffi, President

Tim Shea, Chair

GBIC FY 2021 Performance Dashboard

BENCHMARKS	FY21 7-1-2020 to 6-30-2021
Number of Employer interactions or visitations	43 Key Employers 9,438 employees
Number of Key Employers contacted	185 Key Employers 25,465 employees 588 Employers updated biweekly
Total COVID-related Communication list	588 Regional Employers
Emergency Economic Recovery Grants Program "Grants 2.0" Reviewed	125 Applications Recommended for Approval
Restart Vermont Technical Assistance (ReVTA) Program	94 Grant Awards \$239,910
Number of VTP contracts awarded	9 Grants 365 Employees \$603.578.
Number of VEDA loans applied for	252 Loans \$10,072,101
Number of VEGI applications and VEGI Awards	2 Applications and Awards \$2,560,949
Number of referrals to PTAC	312 Contracts 27 Unique Clients \$18,905,113.89 Total Dollars
CEDS completed or updated	Chittenden County CEDS & annual report completed; new West Central CEDS process started
Number of job fairs held	
Number of WETF apps assisted	
Number of permits assisted	10 Permits Assisted
Number of site Expansions and relocations assisted	6 \$56,500,000
Number of SBDC Customers & Counseling sessions	160 Clients 482 Sessions
Number of VMEC Consults	80 Manufacturing Companies 366 Trainees

Town of Richmond

Request for Special Appropriations

Request for Fiscal Year: 2023

Organization's Name: Greater Burlington Industrial Corporation (GBIC)

Address: 60 Main Street

City, State, Zip: Burlington, Vermont 05401

Website address: gbicvt.org

A. GENERAL INFORMATION

1. Program Name: GBIC
2. Contact Person/Title: Sam Andersen
3. Executive Vice President

Telephone Number: 802-585-6901

E-mail address: sam@vermont.org

4. Total number of individuals served in the last complete fiscal year by this program:

Support from the Town of Richmond allows us to provide necessary economic development programs and services throughout Chittenden County.

5. Total number of the above individuals who are Town residents: No member of the GBIC team resides in Richmond. Please, attach any documentation that supports this number.

Percent of people served who are Town residents: We serve the residents of Chittenden County.

6. Amount of Request: \$200

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

8. Please state or attach the mission of your agency: _____

As the certified non-profit economic development corporation serving Chittenden County, GBIC is dedicated to implementing our 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 strives to attract, retain, and expand environmentally sensitive high-paying jobs in the Champlain Valley; and to initiate and support advocacy, education, and collaborative programs in promoting our vision.

9. Funding will be used to:

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

10. 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? _____

GBIC serves the business community and municipalities throughout Chittenden County. We partner with the Chittenden County Regional Planning Commission and local Economic Development Committees. Additionally, we represent the business community before the State Legislature, and with the Governor, his Administration and our Federal Delegation. Your support allows us to provide necessary economic development programs and services throughout Chittenden County.

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 for Vermonters.

It is the goal of GBIC to support the creation and retention of high quality jobs and strengthen the competitiveness of our region's employers to advance our overall economy. We will not maintain, much less enhance, our quality of life without a strong and dynamic economy.

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

c. _____

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? __

We request contributions from all the municipalities in Chittenden County.

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. __

GBIC was established in 1954. We have a staff with expertise in economic development. We have over the years assisted hundreds of businesses to relocate or expand in Chittenden County. Please see our staff bios on our website: gbicvt.org.

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. See 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, 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?
Thirty are authorized but we currently have 25.

6. How many meetings were held by the board last year?
We hold approximately ten meetings a year.

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 9/27/21

Sam Andersen, Executive Vice President

Print Name of Applicant and Title