



Lake Champlain Regional
Chamber of Commerce

60 MAIN STREET NEWS

The Newsletter of the Lake Champlain Regional Chamber of Commerce & GBIC
Editor Genevieve Burnell • gen@vermont.org

Lake Champlain: Finally 'Great' But Still Needs Serious Attention

By Genevieve Burnell, Director of Communications

Lake Champlain and those who advocate for its water quality and sustainable habitat recently won a major battle on the state and federal level.

In December 2009, environmental groups from around the country came together to launch the national "Great Waters Coalition", namely to collectively lobby for more federal funding to clean up polluted bodies of water including the Great Lakes, the Gulf of Maine, and Chesapeake Bay. There was one glaring exception from the list – Lake Champlain. Vermont groups such as Business Alliance for a Clean Lake (of which your Chamber is a founding member) and the Lake Champlain Committee were immediately galvanized into action and swiftly applied to join the Great Waters Coalition. Their entreatment was accepted – which brings Lake Champlain into a national alliance whose watersheds are home to over half of the entire country's population.

"Lake Champlain is arguably the lifeblood of the Champlain Valley if not the entire state of Vermont," says Tom Torti, president of the Lake Champlain Regional Chamber. "However, many have not yet adequately attributed the proper importance to this essential ecosystem that shapes our daily lives and that fuels our economy in countless seen and unseen ways.

"As a result, the warnings of algae blooms, invasive species, and harmful climate change have often fallen on deaf ears – those who need to hear the message the loudest."

The Business Alliance for a Clean Lake (BACL) has a simple, clear mission: we support efforts to clean the lake, to prevent further man-made impacts that would reduce its safe and enjoyable use, and to protect the Lake for the future of our economy and for future generations.

Restoration efforts have been slow and are hampered



Tom Torti answers questions from the media at the press conference announcing the creation of the Business Alliance for a Clean Lake. Governor Douglas was on hand to publicly show his support for the venture.

by lack of funding, limited interest on the part of residents and businesses, or perhaps simple ignorance that the smallest acts can make the biggest impact. We wish to prevent further man-made impacts that would reduce its safe and enjoyable use, and to protect the Lake for the future of our economy and for future generations.

BACL has come together to make the cleanup of our state treasure a reality. Only by raising awareness and implementing educational programs, backed by state and national support, can we change the status quo. Lake Champlain joining the list of other prized bodies of water in the Great Waters Coalition will not only elevate Vermont's efforts, but also bring us into the national movement to preserve and restore all the Great Waters in America.

For any business interested in lending their voice to the many others who are part of the Business Alliance for a Clean Lake, they should contact Paul Madden at CleanLakeAlliance@gmail.com.

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PRESIDENT'S MESSAGE AND GBIC

802.863.3489 • vermont@vermont.org

Lake Champlain: More Than Just a Tourist Attraction

As the summer tourist season approaches, it is important to realize that Lake Champlain is not only an asset for those involved in the leisure and hospitality industries but is also the lynch-pin to our region's value-added economy. That fact is sometimes lost as we view the post-card perfect shots of boats, fishing enthusiasts, and kayakers enjoying the water.

It is fair to ask what the lake has to do with our larger economy. To me, and to countless others from the region who 'sell' the area to prospective businesses, Lake Champlain is often the single point of differentiation to those looking to either expand or start a business. Most other regions with whom we compete can all offer a well-trained work force. Some are not facing the severe demographic out-migration that we face. Many are

anchored by a research university and have the density of intellectual capital that companies seek. Other regions can offer significant tax incentives that far outshine our VEGI system. Still others have the financial wherewithal to conduct 'checkbook' economic development by offering companies cash and in-kind resources to locate in their area. By our very size, our fiscal prudence, and limited resources, we cannot compete on those levels.

Our pitch invariably includes our associations with the fine academic institutions in the area and the fact that we have a world class teaching hospital, an international airport, a world renowned workforce. In the end, we bring prospects on a tour of our area. We introduce them to the lake as an icon for the overall environment that the Lake Champlain

region has to offer. We compare the quality of life that Lake Champlain is emblematic of with the quality of life in the other regions that we know they are contemplating. We explore the inherent values that will appeal to them and ask where they all would be most comfortable.

While it is true that our environmental attributes and quality of life are sometimes not enough to close the deal it is just as true that those factors are just what does tip the scale in our favor. It's for that reason that all businesses need to be actively engaged in activities that move the



Tom Torti, President,
Lake Champlain Regional
Chamber of Commerce

Editorial: Keep Unemployment Fund Viable

By Bradley Aldrich, reprinted with permission from *The Burlington Free Press*

You don't hear much about the Unemployment Insurance Trust Fund, as many of us take it for granted, but it ran out of money this month. The Unemployment Insurance Trust Fund is the pool of money that pays out unemployment benefits for unemployed Vermonters. To continue offering benefits to those out of work after our pool is exhausted, Vermont will need to increase contributions to the fund and borrow from the federal pool at significant expense.

Rep. Peter Welch has sponsored a bill that would forgo paying interest on such borrowing for two years, which will help reduce the initial impact this borrowing will cause, but

the cost to fix the problem will be significant regardless.

As an employer, I am familiar both with the benefits offered by this important program and the costs to employers to maintain it. Employers expect a significant increase in what we pay into the fund over the next few years to support needs and return the state pool to solvency, but simply increasing employer payments into the program shouldn't be the sole solution to the problem. In order to ensure that the program is there in the future, it is important that some common-sense changes happen at the same time.

Reduce the maximum weekly benefit from \$425 to \$400. Vermont cur-

rently ranks 17th in the nation for the generosity of our benefits, and there have been several benefit increases. We should set our benefits to be closer to the national median.

Modify the weekly benefit amount to be based on four quarters of earning and not the current two. By basing benefits on only two quarters of earnings, in theory people who work only six months of the year would receive the same benefit as people who work all year long and found themselves unemployed.

Change how the benefits are calculated from 57 percent to 50 percent of effective wage replacement.

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Water Quality Remains Hot Topic in Montpelier

Water quality issues are a perennial discussion under the golden dome in Montpelier and this year is no exception. The Chamber and GBIC have been active in these debates and have relied upon our member study committee findings to present testimony as bills are proposed.

The Legislature will be hearing from the Agency of Natural Resources about the progress being made on stormwater mitigation and the Clean and Clear program which has dedicated resources to cleaning up Lake Champlain. Several bills such as H. 509 (water quality measures for agriculture and road construction) and H. 323 (encouragement of riparian buffers) are in play.

Our message to legislators has been simple: due to the cost of upgrading wastewater treatment facilities in order to further reduce the amount of phosphorus discharged, and the relatively small percentage such facilities discharge in comparison to the total phosphorus load in Lake Champlain, our limited resources should be focused on reducing non-point source pollution

in impaired watersheds rather than areas that now meet water quality standards. We are also supportive of the Clean and Clear Program and are urging policy makers to maximize all existing programs and projects in a timely manner.

Want to know more about our political advocacy? Email dawn@vermont.org.



(L to R) -Lt. Governor Brian Dubie, Senate President Pro Tem Peter Shumlin and Speaker Shap Smith speak at the LCRCC/GBIC February Legislative Breakfast.

Can Vermont Reinvent Government?

March Legislative Breakfast
Monday, March 15
7:30 to 9:00 a.m.
Sheraton Hotel, South Burlington

Register for our March Legislative Breakfast featuring the Public Strategies Group - the consultant charged with helping state government do more with less. Chat with your legislator and find out how state government plans to reinvent how things

are done. Register online today at: www.vermont.org

Tourism & Referral Statistics – Jan 2010

Williston Northbound Welcome Ctr.
walk-in visitors 19,349

Williston Southbound Welcome Ctr.
walk-in visitors 14,516

Burlington International Airport
information requests* 2,064
phone calls 849

60 Main Street
mail requests 528
phone calls 665
walk-in visitors 108

Webs Statistics
Site visitors for January 66,550

* Reflects specific requests, not actual airport traffic, which is significantly greater.

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Beef up enforcement against those who receive unemployment benefits and receive other compensation "under the table." We need to keep funds available for those who truly need it. This is estimated to be a significant expense in Vermont given the seasonal nature of some of our employment sectors.

These recommendations are benefit reductions, which may sound harsh given our current economic climate, but these recommendations simply bring us closer to the national average for benefits.

To make the burden more equitable, we should also impose a 0.5 percent tax on each worker's net pay to help share the burden and get everyone, employers and employees, to have some "skin in the game." The Legislature is studying the issue and will undoubtedly make some changes this session. They need to hear from us. Everyone should share in the cost of the program, and we should make the Department of Labor aware of individuals who abuse the program as it is costing all of us if we don't.

MEMBER SPOTLIGHT

802.863.3489 ext. 211 • susan@vermont.org

Vermont Employee Ownership Center Can Work for You

The Vermont Employee Ownership Center is a statewide non-profit that works to promote and foster employee ownership in order to broaden capital ownership, deepen employee participation, retain jobs, increase living standards for working families, and stabilize communities.

Employee ownership has many benefits. It can:

- Provide an exit strategy for owners. In almost every small business, the owner or owners will eventually want to leave. Selling the business to employees can be a way to provide continuity and preserve the culture of the business.
- Attract and retain good employees. Many small businesses have trouble attracting and retaining good employees. Using employee ownership as an employee benefit can be an important way to address this problem.
- Preserve jobs and local ownership. Employee ownership is a proven means of preserving local ownership of companies and the jobs they support, fairly sharing equity, boosting productivity, and improving the quality of work

At A Glance Vermont Employee Ownership Center

261 Mountain View Drive
Colchester, VT 05446
www.acphs.edu
(802) 735-2601



life. Rather than closing up shop or selling to a competitor, small business owners can sell to their employees. This keeps businesses and jobs in Vermont.

- Improve performance. Several reliable studies indicate that, on average, employee-owned firms perform substantially better than non-employee-owned firms when ownership is combined with employee participation in decisions affecting their work.

- Improve wages and benefits. Employee-owned businesses tend to pay higher wages and provide better benefits.

- Provide tax benefits. Certain employee ownership structures qualify for tax benefits, which can be substantial.

The VEOC provides information and resources to owners interested in selling their business to their employees, employee groups interested in purchasing a business, and entrepreneurs who wish to start up a company with broadly shared ownership. Contact us at www.veoc.org, info@veoc.org or 802-861-6611 to find out how employee ownership can work for your business.

Join Us for Member Ski Day With a Private Après Ski Party!

When: Sunday, March 14, 2010

Where: Sugarbush Resort

Time: 9:00 a.m. – 5:00 p.m.

To register: Visit www.vermont.org

Questions: Contact Susan Fayette at (802) 863-3489 ext 211 or Susan@vermont.org

Cost: \$15



Come and experience skiing at Sugarbush Resort, Lincoln Peak. This Ski Day event is one not to miss!

Event starts at 9:00 a.m. At 3:00 p.m. join us at Timbers Restaurant for a private après ski party, with free hors

d'oeuvres and cash bar. All season pass holders will receive one free drink.

Members of the Lake Champlain Regional Chamber of Commerce and their employees qualify for the \$15 rate which includes a ski ticket to Sugarbush and the Après Ski Party, Spouse rate is \$50 and child to age 6-17 are \$40, Kids under 6 are free all prices include the ski ticket and Après Ski Party. All Chamber members with a season pass to Sugarbush may attend for FREE!

For this event, you must preregister. Registration deadline is March 12 at noon. We will not be handling registrations the day of the event.

Southbound directions from Burlington: Take I-89 south to Exit 10 Waterbury. Follow Route 2 south through Waterbury to Route 100 South. Follow 100 South through Waitsfield. Turn right onto the Sugarbush Access Road (look for the Sugarbush Resort Area sign).

MEMBER NEWS AND NOTES

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Davis & Hodgdon Associates CPAs, a full service public accounting firm, today announced the **promotion of Matthew Cleare to Associate Accountant II**. Matthew works with a variety of clients providing tax, audit, and consulting services.



“Matt has been a key part of our success, and we were thrilled to promote him to this position,” says John Davis, Owner of Davis & Hodgdon.

Mr. Cleare joined the company in 2007 as Staff Accountant. Mr. Cleare received his Bachelors Degree in Business with a concentration in Accounting from Champlain College and is currently sitting for the CPA exam. He is also the President of the Board of Directors for the Turning Point Center in Burlington.

Davis & Hodgdon Associates CPAs is a full-service public accounting firm. The firm serves its clients by providing progressive, proactive services through expert staff, high-end technology, and unparalleled efficiency.

Competitive Computing, Inc., also known as C2, a leading IT solutions provider to business, government, and education organizations throughout New England and the Northeast, announced today that **Farrell Distributing Corporation (Farrell) of South Burlington has implemented Vigilant24™ Managed Services**. Based on the industry-leading platform from Dell – Dell Remote Monitoring – Vigilant24™ offers 24/7 remote infrastructure monitoring, management, security and remediation for a wide variety of technologies including servers, networks, firewalls, storage systems, devices and applications.

Since going live with Vigilant24™, Farrell has reported efficiency in terms of overall setup and cost, increased effectiveness in managing environments at remote locations, and critical intelligence provided by detailed reporting functionality.

C2 is currently offering complimentary network assessments to help businesses evaluate how the solution might benefit their organizations. Visit www.vigilant24.com to learn more.

Announcing **New Graduates of the Business Coaching Certificate Program**: The Coaching Center of Vermont, Inc (CCVT) of Winooski, and the University of Vermont’s Vermont Business Center (UVM/VBC) are pleased to announce that the following people have

successfully completed the Business Coaching Certificate Program for Leaders and Managers:

- **Marylene Waldron** of Seventh Generation
- **Kelly Conklin** of Gordon’s Window Décor
- **Kate Nugent** of Winooski Coalition for a Safe and Peaceful Community

This program provides a certificate in Business Coaching and two CEUs from the University of Vermont’s Vermont Business Center. The three day on-site intensive covers a 5-step coaching model and 15 coaching Proficiencies, and is part of a CoachVille training accredited by the International Coach Federation (ICF). CoachVille is one of the leading providers of virtual coach training and the ICF is the oldest and largest coach training credentialing organization worldwide. For more info on the Coaching Center of Vermont: www.coachingcenterofvt.com

Green Mountain United Way Receives Donation of nearly \$41,000 from Northfield Savings Bank: Green Mountain United Way received a donation of \$40,978.56 from Northfield Savings Bank. This total represents the combination of Northfield Savings bank employee pledges, as well as NSB’s 100% matching gift. The donation increased 7% from last year, and employee

Quality Dental Care at Competitive Rates!



Chamber members can participate in the Chamber Benefits Northeast Delta Dental Plan. This innovative program administered by Northeast Delta Dental provides outstanding dental care to employers at competitive rates for their employees and families.

Contact Susan Fayette for more information: (802) 863-3489 ext. 211 susan@vermont.org

participation increased 24%. Green Mountain United Way seeks to increase the organized capacity of people to care for one another and to improve the overall quality of life in the communities they serve. Northfield Savings Bank was founded in 1867 by a group of area citizens and is now one of Vermont’s largest providers of residential mortgages and commercial loans.

802.860.0606 • meetings@vermont.org

The Economics of Meetings, Conferences & Events in Vermont

Meetings, conferences and events all have their place in our economic system. Each event has a positive impact on Vermont's economy; in



fact, it is estimated that a meeting/convention attendee spends an average of \$1050 per meeting or event which is broken down to \$292 per day and an average length of stay of 3.6 nights. Spending is divided out over several sectors including lodging, food and beverage, retail, local transportation as well as recreation and sightseeing.

Some meetings will come into town, meet and then leave will little fanfare. Occasionally a meeting or event will be visible and easily recognizable throughout the community. An example is the Northeast National Street Rods event at the Champlain Valley Exposition each September. It is easy to spot the vibrant cars throughout the region at area hotels, restaurants, attractions, gas stations and convenience stores. This group uses over

1,400 rooms annually in the Burlington and surrounding areas and has an economic impact of over \$400,000. The Vermont Convention Bureau's mission is to find groups like this and sell them on bringing their meeting, conference or event to Vermont. Our members then contract them into their hotels and facilities for a few days to a week. Meeting and event attendees spend money in the state which in turn contributes to local tax revenues and helps to support jobs in Vermont.

Breakdown of Meeting Attendee Spending:

Expenditure	Percentage
Lodging and Incidentals	47.6%
Hotel Food/Beverage	9.9%
Other Food/Beverage	18.8%
Retail	11%
Local Transportation/ Gas/Tolls/Parking	9.5%
Recreation/Tours/ Sightseeing	3.2%

Source: ExPact 2004 Convention Expenditure & Impact Study by Destination Marketing Association International

18th Annual Yellowbook USA Chamber Challenge Golf Classic

For the best Business to Business networking



opportunities with nearly 150 business leaders call now to reserve your team or sponsorship now!

Date: Wednesday, June 2, 2010

Time: Registration begins at 8:30 a.m.

Cost: \$750 per foursome or \$200 for individual players.

Sign up now for your foursome, lobster dinner and for one of the sponsorship opportunities to showcase your company's products or services to area business leaders. This event fills to capacity every year so don't wait, reserve your place on the green!

Proceeds from the event go toward the Ted Bridges

Scholarship and the Vermont Convention Bureau's marketing fund. The Vermont Convention Bureau attracts meetings, conferences and events to Vermont each year. The organization has generated meetings and events for its members year over year that have produced 3-9 million dollars of economic impact per year to the state of Vermont.



Sponsorships are available at a variety of levels. Reserve your foursome today by contacting Ronda Berns at ronda@vermont.org or by calling 802-860-0606 ext 230. You may also register online at www.vermont.org.

Reinvent Yourself at Our 2nd Annual Conference

The inaugural 2009 Reinvent Yourself Conference was a resounding success, and the 2010 Reinvent Yourself Conference promises to be even better!

The Reinvent Yourself Conference is a free event focused on promoting connections for individuals who are seeking a new career, are unemployed or are underemployed, and who want to strategically pursue education and training opportunities in order to reinvent themselves and their career prospects.

When: Monday, March 22, 2010. Doors open to the public at 9:30 am – 3 pm.

Where: Sheraton Burlington Hotel & Conference Center

The Reinvent Yourself Conference will bring together:

- Representatives from leading and emerging industries and economic sectors. They will be on hand to present and provide information regarding the education and skills they are looking for or will look for when hiring as Vermont's economy moves forward.
- Representatives from higher education institutions, vocational and other training providers, and governmental and non-profit workforce resources. Educators and training providers will be there to talk to individuals about

the programs they have developed to allow for potential and successful transition into employment opportunities. Finally, governmental and non-profit workforce resources will be there to help individuals access the services they have available and might not be aware of.

- And - Individuals who need to connect with those representatives.

There will be 45-minute workshops on promoting yourself in the traditional and on-line job markets, networking, identifying transferable skills, and on success stories of individuals who have recently, and successfully, reinvented their careers by pursuing accessible education and training programs or starting their own business.

Please join us! Over 400 individuals attended last year, and with the need still strong, together we can continue to close this employment gap.

Are you an employer who is hiring or an organization that provides education and training resources? Exhibitor space is filling up quickly so contact Lisa Quinlan at 802-863-3489, ext. 221 or email quinlan@vermont.org if you are interested in participating in this exciting event.

Hunt Middle School Students Engaged in the Community

Hunt Middle School students venture far beyond the walls of their classrooms using the community as a resource and a laboratory for creative learning. Students have the opportunity to participate in community service, service-learning, internships, mentoring, job shadows and experimental projects. Through these programs students gain valuable experiences, work on skill building, create engagement and citizenship, are able to apply and demonstrate what they have learned and make important career, college and community connections.

Hunt students average 6,000 hours of community based learning hours each year. In completing these hours students typically work with at least 50 community partners. Every single Hunt student participates in the Community Outreach Program with each student normally participating in at least 15 programs while they are a student at Hunt Middle School.

The Programs offered can be broken down into 4 categories: individual, small group, team and school wide. In completing these programs students work on reading,

writing, math, computer and interviewing skills, learn about science and history first hand, explore different cultures and culinary practices, all while creating important interpersonal relationships with community members. Some examples of these programs are:

- Students at risk acquiring internships or students who excel taking classes at Champlain College.
- Students with disabilities and our ELL students learning with real life experiences where they can be the teacher or mentor to a younger student or senior citizen.
- Teams up to 80 students participating in yearlong service learning projects with groups of community partners; such as the Franklin Square Preschool that Hunt students totally created and staffed for Refugee resettlement children.
- School wide programming where all 400 students in the school are involved in an important community issue; such as students studying hunger in Vermont, collecting over one ton of food and preparing 50 food baskets available to anyone in the community.

LEADERSHIP CHAMPLAIN

802.863.3489 ext. 227 • cari@vermont.org

Leadership Development Changes Lives and Our Community

By Cari Kelley, Executive Director of Leadership Champlain

Leadership Champlain has been in existence for the past 20 years with a focus on community, giving back, and teaching others to make a difference. Having been Executive Director of the program for nearly four years, I can say that I have had the privilege of getting to know and educating over 150 of our up and coming leaders. These future leaders truly care about our community, the people, and our natural resources.

Throughout this nine-month program, participants are exposed to an enormous amount of information regarding such things as: Criminal Justice, Human Services, Health Care, Energy, Government & Politics, and The Vermont Economy. They are put into small groups in the fall and given the name of a local leader that they are asked to interview to learn more about their leadership style and what has made them so successful.

With all of that, the excitement really comes in January when they are put into a new group and asked to select a project for a local non-profit that has been submitted to the Leadership Champlain Board of Directors, vetted, and passed on to them for consideration. It's the opportunity to make a difference and to take on a challenge that an organization faces, that sparks the excitement in the program. This is where the rubber meets the road for participants. This is what Leadership Champlain is all about and this program has made an impact on the community a number of times.

I was in the Leadership Champlain Class of 2006,

and even though I thought the project that my team worked on was fabulous, there was a team that took on an issue that ended up having a statewide impact... the Truancy Project. This group was charged with the following, "Develop a county-wide attendance policy to be adopted by all school districts in Chittenden County to reduce both truancies and drop-out rates in our schools." The Chittenden County Truancy Task Force, which had representation from Winooski, Milton, South Burlington, Essex, and Colchester School Districts, as well as, the United Way of Chittenden County, the City of Burlington, the Burlington School District, the Burlington District Department of Children and Family – Economic Services Division, Burlington District Department of Children and Family – Child Welfare Division, the State's Attorney's office, Juvenile Court Judges, non-profit service providers, Burlington Police Department, and school administrative personnel were all involved in looking at this very important topic. This group took this project on and charged forward to develop and design what is now used by school systems throughout Vermont to develop new attendance procedures and policies to keep Vermont youth in school and continue to strive to work toward a low drop-out rate.

This is just one example of the work and commitment of the Leadership Champlain program and its participants in helping to improve our community. This has been the mission for the past 20 years and will continue to be.

If you know someone that would be interested in joining this elite group, the Leadership Champlain brochure and application will be available at the beginning of March, with an application deadline of May 15. If you have questions, please contact me at 863-3489, ext. 227 or by e-mail at cari@vermont.org.

APRIL MOULAERT, PWS, M.Sc
IS PLEASED TO ANNOUNCE THE FORMATION OF



PLAN YOUR PROJECT RIGHT FROM THE START. WATERSCAPES CAN ASSIST YOU WITH:

- WETLAND AND NATURAL COMMUNITY DELINEATION, INVENTORY, AND ASSESSMENT
 - NAVIGATING THE ENVIRONMENTAL REGULATORY PROCESS
 - ASSESSMENT OF LAND CONSERVATION OPTIONS
 - ECOLOGICAL RESTORATION
 - COMMUNITY-SCALE NATURAL RESOURCE PLANNING
 - GRANT WRITING

55 CASE PARKWAY, BURLINGTON, VERMONT 05401 • 802-864-2989 • APRIL.MOULAERT@GMAIL.COM



Leadership Champlain Scholarships
Sponsored by KPMG and the Burlington Sunrise Rotary Club




What can the VCWA do for YOU?

By Eli Harrington, Program Director

First and foremost, thank you from the VCWA to all of our members and global citizens that attended January's presentation by Ambassador Peter Galbraith at Saint Michael's College. In our first big event of the New Year, we were proud to have nearly 300 Vermonters in attendance and excellent local media coverage for what was a timely, thoughtful and stimulating discussion.

With events such as these, we see a real opportunity to give back to the community. It is our intention to act as a bridge (or ferry, if necessary), connecting our engaged citizenry to the internationally-focused speakers, workshops, and events happening in our backyard. Besides the presenters themselves, these gatherings have a multiplier effect when Vermonters share their experiences and the work of the VCWA with peers. With that in mind, we are proud to unveil our March events and invite you to join us in cultivating our global community.

Upcoming Events:

Allison Stanger, "One Nation Under Contract: The Outsourcing of American Power and the Future

of Foreign Policy" - Wednesday, March 17, 5 p.m. Cosponsored by the University of Vermont Department of Political Science. Waterman Memorial Lounge, Room 338, UVM

Stéphane Paquin, "The International Relations of Non-Central Governments: Why, How and So What---An Emphasis on Québec" - Thursday, March 18, 9:00 a.m. Cosponsored by the Office of International Education at Champlain College. Hauke Lounge, Champlain College.

Zakir Hussain & Masters of Percussion, Evening at the Flynn including a pre-event reception and performance. Tuesday, March 30. Reception at 6 p.m. & performance at 7:30. Tickets are \$50 and include reception with appetizers and cash bar and orchestra center seating (\$44 seats). Please do not order your tickets directly from the Flynn - sign up online with PayPal or contact the VCWA at vcwa@vermont.org or (802) 861-2343.



VERMONT ECONOMIC DEVELOPMENT AUTHORITY

For a limited time, VEDA's Economic Recovery and Opportunity Program is offering unprecedented low interest rates on loans to stimulate investment in Vermont's economy.

FOR MORE INFORMATION, ASK YOUR BANKER,
VISIT WWW.VEDA.ORG, OR CALL 802-828-5627.

Vermont Economic Development Authority
58 East State Street, Montpelier, VT 05602

BUSINESS AFTER HOURS

802.863.3489 ext. 211 • www.vermont.org/chamber/bah.aspx

Champlain Valley Expo: Your Source for Year-Round Events and Entertainment

The Champlain Valley Exposition in Essex Junction plays a unique role in Vermont's business, agricultural and arts communities. While known as a venue for many arts and musical performances, the Exposition is committed to promoting and presenting educational and community events for the benefit of a wide audience. Whether it's a community fundraiser (like the American Cancer Society Relay For Life), a concert (Sir Elton John's first performance in Vermont) or a professional convention (the Vermont Grocers' Association Annual Meeting), the Exposition offers a unique and highly visible venue for any special event.

The addition of the Robert E. Miller Expo Centre in the late 1990's greatly expanded the capacity of the Exposition in terms of indoor display, meeting and convention space. Local, state and national non-profits have all used the Champlain Valley Exposition as their stage. From the local Memorial Day parade committee to educators' organizations and craft enthusiasts, the Exposition has the amenities to provide the perfect space to host any gathering.

The Exposition works hard to be a good neighbor to the many businesses and groups in the area. For example, the annual Essex Junction Memorial Day Parade is based at the Expo, and such events as the All-State Music Festival, Vermont Mozart Festival and Vermont Symphony Orchestra have found a home at CVE over the past several

Business After Hours

Date: Thursday, March 25, 2010

Time: 5:30-8:30 p.m.

Location: Champlain Valley Expo
15 Pearl Street
Essex Jct, VT



years. At the same time, a number of local horse stables hold their competitions on our grounds, while sportsman groups and auto sport enthusiasts have drawn enthusiasts to their events as well.

We have a rich history. In 1922, a group of forward-thinking Vermonters set the stage for what would eventually become Vermont's biggest annual event and multiuse facility. The original vision was for an annual fall fair to promote agricultural marketing interests of farmers and related businesses. Thanks to the careful stewardship of people who love the Fair and Exposition, the Essex Junction facility has grown to be a world-class, year-round operation and a dependable member of the community. New facilities and modern amenities now attract more than 120 events to the Exposition.

In turn, the region's economy and businesses benefit from the millions of dollars associated with major trade shows, conventions, craft shows, concerts, RV rallies, horse shows, and the annual Champlain Valley Fair held at the Exposition.

The Exposition's agricultural heritage continues to play a significant part of our annual business. The Everything Equine Expo has grown to become one of the largest and best-attended events of its kind in New England. Horse owners and trainers join with vendors and researchers over two days every spring to share their appreciation of all things equestrian. At the same time, the Exposition works with groups like 4-H, various dog breed associations, and the Vermont Beef Dealers Association to present their respective activities to a large audiences.

The Champlain Valley Exposition is a non-profit, 501(c)3 organization that is dedicated to promoting agriculture, education, entertainment, and commerce for the Champlain Valley region and the State of Vermont.

We look forward to hosting you at the Expo. Contact the Champlain Valley Exposition at (802) 878-5545 or visit www.cvexpo.org for more information.

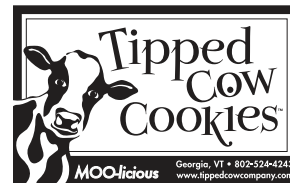
For a complete list of items to bid on please visit www.vermont.org. Please contact Susan Fayette at (802) 863-3489 ext 211 for more information.

Join us for the 2010 Silent Auction and Taste of the Chamber!

The 18th annual event will be held **March 25, 2010** at the Champlain Valley Exposition in Essex Jct, Vermont. Each year our members generously donate over hundreds of items for our attendees to bid on. In conjunction with Silent Auction, we hold the acclaimed Taste of the Chamber culinary event that evening. Thank you to the following companies who have signed on as sponsors of this event and will be serving their delicacies.



THE FARRELL DISTRIBUTING CORP
Beverage Distributors



Cotton Candy Connection, LLC



Time: 5:30-8:30 P.M.

Date: *Thursday, March 25*

Theme: *Silent Auction and Taste of the Chamber*

Music: *Top Hat Entertainment*

Location: *Champlain Valley Expo*

Essex Junction, Vermont

Thursday, March 25 Business After Hours at the Champlain Valley Expo

- Enclosed is my check for \$ _____ (\$8/pre-registered member; \$12/day of event; \$20 guests)
- Credit Card Number (Visa, Mastercard, American Express): _____ Exp. _____

Name (s): _____

Business: _____ Phone: _____

Please return **WITH PAYMENT OR COUPON** by Noon on February 18 to:

LCRCC, 60 Main Street, Suite 100, Burlington, VT 05401

Fax this form to (802) 863-1538 or register online at www.vermont.org

Pre-registration is encouraged but not required. All payments are non-refundable.



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