



Lake Champlain Regional
Chamber of Commerce

60 MAIN STREET NEWS

The Legislative Issue

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

Message to Legislators: 'Let's Work Together' says Business

The Chamber, GBIC and prominent Burlington-area business leaders recently met with the candidates for the legislature to discuss how businesses and legislators can work together to create a thriving private sector economy.

The forum included a tour of the Dynapower manufacturing plant in South Burlington for the candidates followed by a discussion with a dozen of our employers. Jeff Beer, incoming chair of the Chamber Board and co-owner of Select Design and Sara Byers of Leonardo's Pizza opened an interactive discussion by presenting the results of our member-wide survey. Results show serious concerns among the business community about affordability in Vermont.

Adam Knudsen, Chief Operating Officer for Dynapower described the challenges that a small manufacturing plant in Vermont employing 135 people has competing with companies with 2,000 employees and global

supply chains. Dynapower is a growing company that designs and builds power conversion systems. The smart grid technology being deployed around the world needs energy storage and Dynapower provides this technology.

Knudsen spoke of the need to compete with significantly larger companies from a cost standpoint as well as the need for a well trained workforce to meet the demand for their products in a timely manner. "The Vermont Training Program (VTP) is a home run for us to assist us in our cross training efforts and to bring people up to speed with skills so that they can contribute to our mission within a matter of months, rather than years." Although Dynapower has a large percentage of engineers who are UVM graduates, specialized skills are required by the company and programs like VTP are essential to keeping this talent in Vermont.

Sara Byers had a request: "Let's



Legislative candidates tour Dynapower to learn more about the manufacturing business.

work together to make Vermont a more viable place for businesses to grow and succeed. Personal affordability and business affordability are our members' top concerns and we want to work with the Legislature and our new Governor to address them in January." She praised the Legislature for several initiatives passed in recent years. Jeff Beer described the importance of the Vermont Economic Growth Incentive program and said it not only increases tax revenues for the state, but his company's redevelopment of an older building has served to revitalize Burlington's South End.

Everyone in attendance pledged to be more proactive in communicating and agreed to work together to promote a thriving economy.



Candidates and small business owners discuss how to work collaboratively on legislative issues.

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Lake Champlain Regional CHAMBER OF COMMERCE

802.863.3489 • vermont@vermont.org

We Live in a Special Place

On a recent trip I had to good fortune to be seated with three foreign-born executives, two who make their living in the United States and another who hopes to leave the European banking world to work here. Each was from a different country, countries we read about almost daily but that remain for many of us an enigma if not a mystery: Pakistan, India and Turkey. As the evening unfolded our conversation moved into the potentially touchy territory of how the United States is perceived in developing countries and in rapidly emerging economies. Each person was quick to differentiate their views on specific U.S foreign policies from their affection for American people and, interestingly, from what our country offered them and continues to offer the rest of the world. One line "It is not who you are it is what you represent" crystallized for me that America remains the beacon of light for the rest of the world. It was spoken by a woman who, while she loves her country, has applied for American citizenship. She noted proudly how in the United States she can hold on to her cultural heritage (much in the same way that my immigrant grandparents did) but fully participate in commerce, community and policy. She is a very senior executive and she openly practices her Muslim faith at work. She encounters no ill will or discrimination. Another, the CFO of a major international financial institution noted to me that in the United States, "education equals equality". Here, he said, it isn't about where you are born or the socio-educational status of your parents, it is about the quality of your brain and your innate desire to get ahead that propels your success. Not so in his country. The third member of our dinner circle was an aerospace engineer. He came to

this country to work, saw a market niche, started his own small business and now heads a globally recognized company. His life, he pointed out, would have taken a very different path had he not come to the United States to work. Three very different people, all of whom love their native countries but three people for whom America embodies the spirit captured in the lady that stands in New York Harbor.

I tell this story to remind all of us that, having come through this past brutal and sometimes distasteful political season, we cannot allow ourselves to forget that the United States stands, in the words of President Kennedy, to all of those seeking a better life "as watchmen on the walls of freedom" and that Vermont still remains that place described by Calvin Coolidge: "...If the spirit of liberty should vanish in other parts of the Union, and support of our institutions should languish, it could all be replenished from the generous store held by the people of this brave little state of Vermont". We are better than our dialog, better than our political ads and better than our seemingly feckless policy. Just ask those who yearn to come here.

Thanks. Your comments are always welcome.



Tom Torti, President,
Lake Champlain Regional
Chamber of Commerce

As we begin to prepare for economic development performance discussions in the new legislative session, GBIC looks back at the past fiscal year's performance. The following is a list of our activities during the fiscal year of 2010. Important to note is the collaborative effort of GBIC's activities; without the economic development agencies and partners that we have in Vermont it would be difficult if not impossible to produce the positive results we've been fortunate to see in Chittenden County.

GBIC

BENCHMARKS	FY 2010
Number of Companies contacted/ visited	336
Number of VTP contracts awarded	28 companies 1,315 VTRs trained \$856,670. expend
Number of VEDA loans applied for	27 apps \$5,764,717.
Number of VEGI applications assisted	7 \$14,721,800. Awarded 872 Jobs
Number of referrals to PTAC	20
CEDS completed or updated	2010 Update in progress
Number of job fairs held	2
Number of WETF apps assisted	3
Number of permits assisted	8
Number of site relocations assisted	15
Number of SBDC Customers & Counseling sessions	446
Number of VMEC Consults	43 Companies 547 Trained

GBIC works to support Chittenden County

Be a part of the Chamber Tourism Committee

by Matt McMahon Regional Marketing & Tourism Director

Do you have an upcoming event? Is there an issue or topic in the tourism industry that you think should be brought to light? The Lake Champlain Regional Chamber of Commerce invites you to join our monthly tourism committee! The Tourism Committee is a group of area member business owners and employees in the accommodations and tourism industry. The Committee meets every second Tuesday of the month right here at the Chamber and runs for one hour, beginning at 8:00 am. It is co-chaired by Gen Burnell and Matt McMahon—if you have something that you would like to include beforehand, we will gladly insert it in our agenda. Coffee and bagels are provided, compliments of the Chamber! If you are interested in being a part of the Committee, please send your contact information to Matt McMahon, Regional Marketing & Tourism Director at matt@vermont.org.

WIN TWO FREE TICKETS TO BUSINESS AFTER HOURS NETWORKING EVENT...

Do you know of a business that isn't a member of the Chamber, but should be? Refer a business that you know to us and when they join within two months of your referral you will receive your choice of either two free tickets to a Business After Hours event (with unlimited networking potential) or two free tickets to a legislative breakfast! Call Phil Schuman at (802) 863-3489 ext 211 for more details.

☛ cont'd from page 2

County value-added employers with:

- Expertise and a proven track record finding capital and resources
- Work with individual employers to define and solve workforce training needs
- Assistance and guidance with permitting and relocation
- Targeted connections to state and federal business assistance resources

All of these activities show the network of economic development programs and

services available to value-adding employers in Vermont. They represent real investments in employers and in upgrading the skills of employees. GBIC's annual workplan is built upon a foundation of direct communication with value-added employers and with municipalities; these conversations lead to consul-

tations, loan applications, and training contracts that serve the unique needs of Vermonters and their businesses. As in previous years, we will be working to expand and enhance our partnerships with VMEC, SBDC, VTP, PTAC and VEDA, as well as find new ways to serve the needs of employers and municipalities.

Performance Chart Partners and Programs:

VTP	Vermont Training Program	VEDA	Vermont Economic Development Authority
VEGI	Vermont Employment Growth Incentive	PTAC	Procurement Technical Assistance Center
CEDS	Comprehensive Economic Development Strategy	WETF	Workforce Education Training Fund
SBDC	Small Business Development Center	VMEC	Vermont Manufacturing Extension Center

MEMBER NEWS & NOTES

802.863.3489 ext. 220 • adam@vermont.org

Green Mountain Concert Services Awarded State Grant

Green Mtn. Concert Services, Inc. (GMCS) and its wholly owned subsidiary, Green Mountain Flagging (GMF) have been awarded over \$12,000 in funding from the Workforce Education Training Fund (WETF) issued through the Vermont Department of Labor. The Vermont Department of Labor receives money from the state legislature and the US Department of Labor to award grants in several workforce development categories. After an extensive four month process GMCS was selected out of dozens of applicants to receive funding that will assist in expanding the GMCS training program for their security guard and traffic control personnel. As a result of the advanced training Vermont roads, events, and companies will be safer. Kevin Cheney, President/CEO says, "We are honored to have been chosen to receive this funding which will enable us to expand on our industry leading training and career development program."

As part of the conditions of the award GMCS has committed to matching the funds provided by the grant. During the GMCS initial strategic phase of training development GMCS and will pilot an "Advanced Security Supervisor Training Program" to improve security guard management skills. Upon completion supervisors will receive a \$1/hr wage increase. In addition, the company through its subsidiary Green Mountain Flagging, LLC will train all its flaggers in CPR & First Aid and develop and pilot a Crew Chief/Driver training program that will increase pay for qualified employees.

Guy and Diane Henning, owners of The BrickKicker of the Champlain Valley, recently received the Top Producing Franchise Award for the third consecutive year

during the company's 2010 National Conference: Thriving Among the Survivors. The BrickKicker is a full-service, nationally recognized industry leader in the home inspection business.

"I am so proud to see that our hard work and dedication to the home inspection industry and to The BrickKicker has been noticed and that it has allowed us to earn such an honorable award," Guy said. "I appreciate the recognition, as well as the support and encouragement from everyone at The BrickKicker as well as to all of those in Vermont who have helped us achieve this award" With locations throughout the country, The BrickKicker's services include assessment of all the major elements of the property, which include the structural system, heating/cooling system, electrical and plumbing system, home interior, water penetration sources, gas leak detection, exterior factors and environmental testing. For more information, visit www.brickkicker.com.

The Coaching Center of Vermont, Inc. (CCVT), announced it has been awarded grant money from the Vermont Training Program (VTP), through the Vermont Department of Economic Development for its Business Coaching Certificate. The funding will cover at least \$500 toward the cost of the program for up to 20 participants from select industry sectors.

This popular program is in collaboration with the University of Vermont's

Vermont Business Program. The VTP grant funding provides a discount to students from the Manufacturing, Information Technology, Healthcare, Telecommunications, and Environmental Engineering sectors. CCVT provides coaching skills training, group coaching, consulting, and one-on-one coaching for business leaders and educators through its Vital Business and Vital Education divisions. It plans to unveil two more divisions in the fall.

ning internally to contribute to bottom line results for companies that want to invest in bringing out the best in their leaders."

Please contact Kitty Martin, Office Manager, at 802-654-8787 or email kitty@coachingcenterofvt.com for more information.

Tourism & Referral Statistics – Sept 2010

Williston Northbound Welcome Ctr.	
walk-in visitors	35,834
Williston Southbound Welcome Ctr.	
walk-in visitors	25,643
Burlington International Airport	
information requests*	2,941
phone calls	840
60 Main Street	
mail requests	501
phone calls	733
walk-in visitors	223
Webs Statistics	
Site visitors for September	29,424
Page views for September	137,539

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

MEMBER SPOTLIGHT

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Burlington Telecom (BT) is a telecommunications provider owned and operated by the City of Burlington. BT's mission is to serve Burlington citizens by providing open and universal access to a state-of-the-art, fiber optic telecommunications network with sufficient capacity and flexibility for the foreseeable future.

Since 2005, Burlington Telecom has built a world-class Fiber-to-the-Home network capable of delivering reliable services to the homes and businesses of Burlington. This undertaking has resulted in a complete overbuild of the City's aging legacy telecommunications infrastructure. Never before has an engineering feat of this scale been attempted by the City, and the network BT has put into place is the envy of communities world-wide.

Powered by the most advanced technologies available and neighborly customer service, BT provides superior Internet, cable TV, and telephone to City residents and businesses over this state-of-the-art fiber optic network. BT offers these

At A Glance**Burlington Telecom**

200 Church Street, Suite 101
Burlington, VT
www.burlingtontelecom.com
(802) 540-0007
Member since 2009

products for all – from single-family homes to apartment buildings, and from local start-up's to large businesses.

BT's desirable fiber optic infrastructure keeps Burlington attractive to businesses. The City's investment in this cutting edge telecommunications system strengthens present and future opportunities for both Burlington area businesses and residents. BT helps to create and retain jobs, as well as attract new businesses while offering existing businesses access to technology previously believed to be unavailable.

Operating a city-wide telecommunications network is a critical public issue, vital to both Burlington's economic future and

ability to remain competitive in a global economy. BT's fiber optic network was built with expansion in mind and will continue to work with the City and area businesses to help meet community and economic development goals. Whatever the needs, Burlington Telecom stands ready to power them into the 21st Century and beyond!

To find out more, please visit Burlington Telecom's website at: www.burlingtontelecom.net

The Chamber is Celebrating 100 Years!

Mark your calendars for our gala event
Tuesday, November 9!



Looking Back in Time

To celebrate our 100 years of business in the Champlain Valley, we are running an interesting historical fact from the Chamber archives in every edition of our newsletter through 2011.

In 1954, the Chamber installed an information booth at the corner of Willard and Main Streets. An article from the June 22nd Burlington Free Press reported that in the first three weeks of operation, the information booth attracted 879 vehicles, of which, 134 were from Canada. As an indication of how things

have changed, our northbound Interstate 89 rest area in Williston for three weeks during foliage season (beginning on September 9th,) received 24,894 visitors. This rest area can see between 1,500 and 2,000 visitors on a daily basis.

802.860.0606 • meetings@vermont.org

TRIATHLON COMES TO BURLINGTON!

The Vermont Convention Bureau is once again at the forefront in promoting the many attributes that Vermont has to offer as a destination of distinction. The most recent effort will entice over 2500 athletes to compete in a national championship of one of the fastest growing sports in the country, right here in the heart of Vermont. USA Triathlon will host their Age Group National Championships, the Sprint National Championships and the Elite National Championships in Burlington in August of 2011 and 2012.

U S A
Triathlon serves as the national governing body for triathlon, sanctioning over 3,100 races and serving over 133,000 members

on an annual basis. In addition to its work with athletes, coaches, and race directors at the grassroots level, USAT provides leadership and support to elite athletes competing at international events, including World Championships, Pan American Games and the Summer Olympic Games.

The LCRCC is working with the Vermont Convention Bureau and RunVermont in bringing this prestigious event to Burlington. According to Chamber President Tom Torti, "This event is a unique opportunity to showcase all that we have to offer, from our hospitality to our recreational assets and all of our fine Vermont products, to an audience that will come from all

50 states. There just couldn't be an event with a better fit for us... so many people here already enjoy the sports that build a tri, swimming, biking and running, it will be a great chance to celebrate our outdoor lifestyle." The 3 day-long event is expected to deliver \$3 - 4 million in local and state economic impact via lodging, food & beverage, retail and transportation related sales as the athletes and their companions visit the area.

USA Triathlon was initially attracted to Burlington as a potential site due in

without the participation of Vermont based sponsors. We have numerous sponsor opportunities available at various levels of investment and this event will be a great vehicle for Vermont based companies to showcase their products and services to a highly engaged, national audience." Sponsorship inquiries should be directed to Peter Delaney at RunVermont, 863-8412 or peter@runvermont.org.

Putting Vermont on the map for national level athletic competitions



part to the city's lengthy history and experience with a premier multi-day sporting event such as the KeyBank Vermont City Marathon.

"The resources and knowledge of event production that the marathon requires of our community will be tremendous assistance in providing the first class, national level competition that the USAT athletes will be expecting," said Peter Delaney, Executive Director of RunVermont.

Of course, events like this require lots of logistics, including many hours of behind the scenes planning and support. According to Delaney, "it will require approximately 300 local volunteers and it just won't happen

will also pay dividends for local athletes as well. The Vermont triathlon community will be able to compete in the national championships by qualifying for the Olympic distance races or they will be able to enter the Sprint National Championship without a qualifying time, all of which will spur some additional interest in the locally produced Vermont Tri's.

Don't miss the chance to compete with, or watch, some of our future Olympians as they test their mettle in our back yard.

Women Can Do! A Conference to Celebrate and Empower

Vermont Works for Women is pleased to announce our 12th annual Women Can Do! Conference. On Wednesday, October 13, 400 young women from high schools all over the state will make the trek to Vermont Technical College (VTC) in Randolph Center to participate in hands-on workshops in trades, technology and other career fields non-traditional to women.

Taught primarily by female professionals and educators, Women Can Do! workshops are designed to give girls the opportunity to try out the real equipment, tools and techniques found on the job. Girls attending the conference will have the opportunity to drive a bulldozer, wield a chainsaw, operate a fire hose, solder a pipe, or build a web page. They can investigate a mock crime scene, work under the hood of a car, or explore a helicopter.

This year, in addition to our workshop roster, we are excited to debut an afternoon "Action Expo!" Featuring dozens of hands-on, interactive exhibits, the "Action Expo!" will allow participants to be exposed to diverse and numerous career fields and activities during a single workshop period. Green industry workshops and "Action Expo" exhibits will include Green Building, Environmental Engineering,

Weatherization, and Energy Efficiency. The statewide Vermont Green program will also be hosting an exhibit on Green Employment and Training opportunities.

Students must register through a contact person at their school (usually a guidance counselor). Home-schooled students can register directly with Vermont Works for Women by downloading forms from our website: www.vtworksforwomen.org.

If you are interested in volunteering or supporting the conference, please contact Kelly Walsh at (802) 655-8900 ext. 105, or kwalsh@vtworksforwomen.org. This year we are particularly in need of "Action Expo" exhibitors, as well as someone to oversee the "Action Expo" set-up and site management.

We would also love to borrow your large tents for the event!



Lake Champlain Regional Chamber of Commerce offers a trip to

CHINA

April 1-9, 2011

✈ Round-trip international airfare	🚗 Motorcoach transportation (to/from JFK)
🏨 4 star & 5 star hotel stays	✈ Airport taxes throughout the trip
🍽 3 full meals per day	🗣 English-speaking tour guides
🚕 Intracity transportation	

All for the low price of

\$2,099

Per Person

Want to know more?
Contact Lisa Quinlan at the Lake Champlain Regional Chamber of Commerce:
quinlan@vermont.org or (802) 863-3489 ext. 221

www.vermont.org

Human Resources Training Available Through Champlain

Champlain College has teamed up with nationally-known human resource expert HRsentry® to bring you four instructor-led training opportunities.

These workshops, which are pre-approved by the HR Certification Institute for PHR, SPHR or GPHR re-certification, are facilitated by human resource experts. They are offered entirely online, 24/7- attend when it fits your schedule!

For more info, or to enroll, go to: www.go.champlain.edu/hrsentry or call Cathy Brotzman at (802) 865-5471.

LEADERSHIP CHAMPLAIN

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Who is Enrolled in Leadership Champlain, Anyway?

Autobiography by Sophia Holder, Vice President of Finance at FAHC

A resident of Massachusetts, I attended Boston University (BU) where I obtained a Bachelor's of Liberal Arts in Psychology with a minor in Business Administration in 1994.

After graduation, I started my professional career at Coopers and Lybrand as an Audit Associate, where I had a range of clients in the industries of health care, education, state/governmental agencies, and small for-profits. My tenure lasted just about 3 years, at which point after marrying my high school sweetheart, I had maxed my willingness for travel and time away from home.

The majority of my professional employment was within the Partners Healthcare System (PHS). I started my career as a Senior Accountant, supporting the Brigham and Women's Hospital (BWH), just about a year or so after the merger

of the BWH with the Massachusetts General Hospital. The efforts around centralization of key functions, best practice, and accounting/reporting needs were well underway at my arrival. The predominance of my roles allowed me to not only see the gamete of accounting and reporting issues facing PHS but also the healthcare industry. In my almost 12 years at PHS, my career found me in progressively more challenging roles including Lead Accountant.

In June of 2008, I joined the Fletcher Allen Healthcare finance team, reporting to Mr. Roger Deshaies, CFO. As Vice President of Finance, I am in the very fortunate place of directing the scope of Accounting, Payroll, Accounts Payable, Budget and Planning Analysis, along with Reimbursement, Capital Tracking and Reporting, and the Treasury functions.

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



Affordable & Flexible CIGNA Health Plans

The Lake Champlain Regional Chamber of Commerce (LCRCC) offers an affordable, flexible and comprehensive health insurance plan to its member businesses. The VACE/CIGNA Open Access Plus (OAP) Plan is designed for small- and medium-sized groups up to 50 employees. We hear high praise for the service and quality of coverage provided.

Please contact Phil Schuman at phil@vermont.org or a local Chamber-affiliated insurance agent for complete information.

The Cows Come Home...Maybe To Yours!

October 11 Marks End of Cow Display, Beginning of Auction

With the summer winding down to a close, the beloved painted cows will be removed from public exhibit. Throughout the 5-month display, children, families and tourists alike have posed with the bovine creations featured in The Cows Come Home to Burlington. As the cows depart from their display locations, they will be available for viewing online as they go up for bidding. The Cows feature artists not only working in paint but also in stained glass with Vermont talent such as Woody Jackson, Katharine Montstream, and Cathy McCarthy up for

bid. The cows are sealed for weather and can be displayed in personal pastures, inside or outside.

Starting on October 11, you can bid on your favorite cow. The auction held through charity auction website biddingforgood.com will run for one month, closing two days after our 100th annual gala event on November 9.

Of course, the cows will be in attendance for the dinner and you



can bid while taking a look at them. Partial proceeds from the auction will go to The Vermont Campaign to End Childhood Hunger, a 501(c)(3) organization based in the Burlington area. More info on The Campaign can be found at www.vtnohunger.org. So, in anticipation of the auction, get a good look at our cows before they go out to pasture for good!

For more information regarding the auction, visit www.vtcows.com or contact Matt McMahon at matt@vermont.org.

Visitors Learn from Vermont's Impressive Green 'Landscape' - In More Ways Than One

People often ask us how we choose which international visitor groups we host here in Vermont. We answer that rather than where the group is coming from, what really matters is the subject of the proposed program. Whenever we look at the master list of all visitor programs for the upcoming six months and see a program with any of the words, "green", "efficiency", or "environment" in the title, our eyes light up. In fact, nearly half of all of our international visitor programs in the past year have focused on these exact topics!

The reason for our excitement is that we know that we've got the resources and people, across all sectors, we can count on to share valuable information with our various visitors. Whether it is discussing sustainable development with CEDO and local municipal planning committees, local efficiency projects at Burlington Electric Department, Efficiency Vermont, and Middlebury College, or the global work of outstanding nonprofit organizations such as Biomass Energy Resource Center or Regulatory Assistance Project, we know that visitors will leave with information and connections they could not

make anywhere else in the country.

Throw into the mix companies such as NRG Systems and Seventh Generation that not only produce renewable energy products but also are a model of efficiency in structure and practice, and we paint an impressive green landscape all year-round.



Latin American Delegation sees efficiency in action at Blue Spruce Farms' manure to methane digester in Bridport.

For our American resources at the organizations listed above, we create connections with foreign peers often facing similar challenges. We hope that by creating a genuine, two-way dialogue with a free exchange of information by professional peers, both Vermonters and our visitors gain much in their short time together.



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For more information, ask your banker, visit www.veda.org, or call 802-828-5627.



VEDA, 58 East State Street, Montpelier, Vermont 05602

BUSINESS AFTER HOURS

802.863.3489 ext. 220 • www.vermont.org/chamber/bah.aspx

RehabGYM: Bodies in Motion, Stay in Motion - A Full Range of Proactive Care

The RehabGYM is a specialty gym staffed with physical therapists and athletic trainers. With locations in Williston, Colchester, and Burlington, The RehabGYM offers traditional rehabilitative physical therapy as well as a full range of proactive care (such as injury prevention, fitness, and wellness). Historically, physical therapy has been utilized simply for restorative care only to the primary body parts affected, and all too often only up to "functional levels" dictated by insurance money. The RehabGYM's philosophy lies in treating the whole body, as what affects one body part very often affects the whole.

Aquatic therapy, available at both the Colchester and Williston locations, allows for unrestricted movement when weight-bearing activity is limited. The water temperature is kept at a comfortable level for exercise, and different water levels ac-

Business After Hours

Date: Thursday, October 21, 2010

Time: 5:30-7:30 p.m.

Location: RehabGYM
905 Roosevelt Highway
Colchester

The RehabGYM offers comprehensive Business Service packages to provide personal training services, injury prevention, and workers' compensation rehabilitation to employees of area businesses. These are intended to decrease the cost of health insurance policies for employers, decrease the incidence of workers' compensation claims, rehabilitate injuries that may happen through accidents in the work environment, and to improve the health and wellness of employees.

In addition to their three current locations, The RehabGYM is planning to open a facility in Jericho next year.

For an innovative approach to health and fitness, visit The RehabGYM in Williston, Colchester, or Burlington, or find them at www.rehabgym.com.



commodate a variety of exercises and activities.

Group classes and programs are offered on an ongoing basis, including senior programs, yoga classes, and athlete camps. One-on-one care with an AT or a PT is also available, and monthly access cards allow for use of the facilities under direct guidance of a healthcare professional.

Three Brothers offers Locally Sourced Full Menu

Three Brothers Pizza & Grill is a family-owned and run restaurant located in



Colchester off of exit 16. We have a wide-ranging, delicious menu inspired by all three brothers and their close friends. We use great local Vermont products and vendors such as Cabot Cheddar, Ben & Jerry's, Shadow Cross Farms and others. There's a big difference between "Big Chain" pizza restaurants and independent pizzerias.

Come in and taste that difference!

Financial Advisor Looks at the Big Picture

Ameriprise Financial is confident that no other company will work more closely or rigorously with you to help you fulfill your financial dreams. That's because your relationship with Ameriprise is centered on a personal, ongoing relationship with a financial advisor who is dedicated to helping you bring your dreams more within reach. At the core of our relationship is Dream > Plan > Track >®, which unlike most financial relationships, starts with a simple conversation about your dreams and goals. You and your advisor will discuss all parts of your financial life and how they fit together. Learn more at ameripriseadvisors.com/benjamin.a.russell or at (802) 654-8800 ext 103.

NOVEMBER



BUSINESS AFTER HOURS

Date: November 17, 2010 - Wednesday

Time: 5:30-7:30 pm

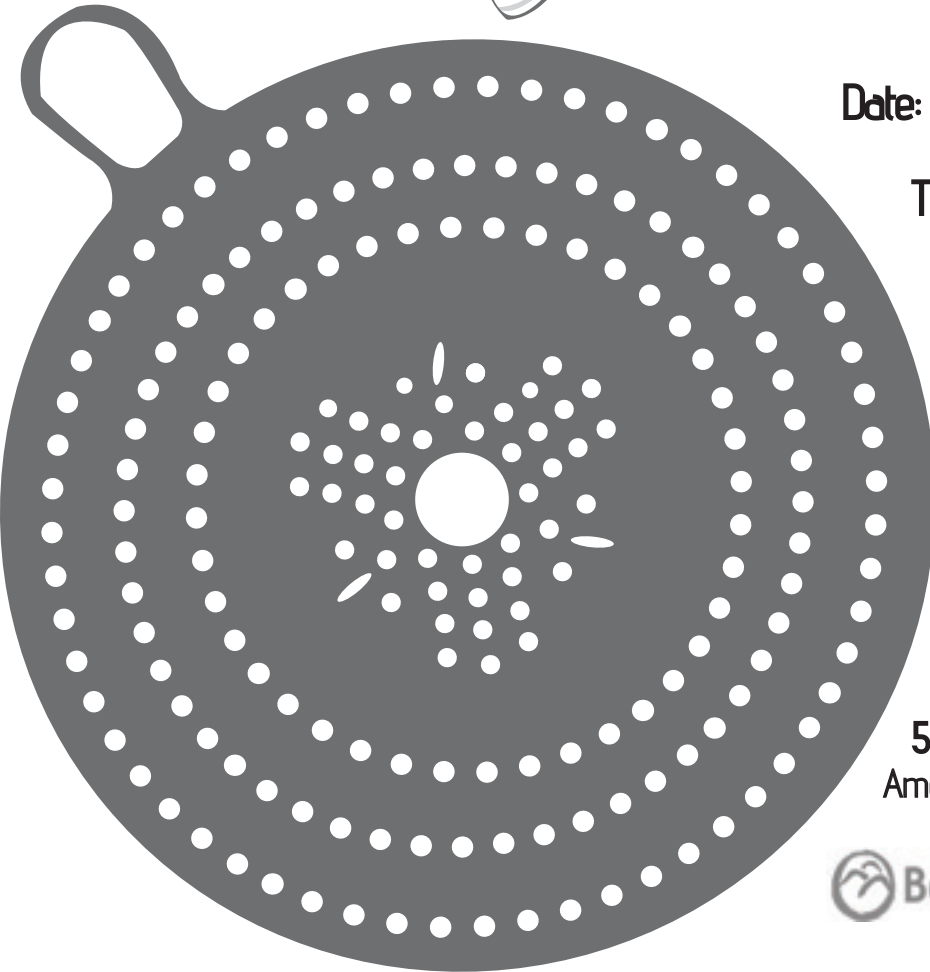
Location: Kittredge Equipment

Food: Bolton Valley Resort

DJ: Supersounds DJ

Sponsors: Verizon Wireless,
Bolton Valley Resort

50/50 Raffle: Vermont Chapter of the
American Foundation for Suicide Prevention



Directions: From Burlington, head east on Main Street, continue on Rt. 2 East/Williston Road. Take a left onto Industrial Avenue, and take a left at Avenue D. Kittredge Equipment will be on the left



Wednesday, November 17th Business After Hours at Kittredge Equipment

- 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 October 21 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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tough legal
challenges for
businesses, non-
profit institutions
and individuals

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to today's complex legal issues. Learn more at www.dinse.com