



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

ExcEL Launches its Second Year of Executive-Level Development

The Lake Champlain Regional Chamber of Commerce and Champlain College's Center for Professional and Executive Development (formerly the Workforce Development Center) will launch their second year of Excellence in Executive Leadership (ExcEL). In its inaugural year in 2010, ExcEL graduated 23 senior executives from some of the best and fastest growing companies in Vermont, including Dealer.com, Green Mountain Power, MSA, NRG Systems, and others. For a complete list of graduates and group photograph, visit www.champlain.edu/excel.

The Excellence in Executive Leadership program started accepting applications for fall 2011 beginning on March 15. This selective eight-day intensive program enrolls a limited number of senior level executives and provides an executive peer learning group, one-on-one coaching opportunities, dialogue, and an experiential, reflective learning environment that supports executive leadership development. The core components

of the program are: strengthening emotional intelligence, building strategic capacity and influencing systems.

In the words of one graduate Rudy Chase, the Plant Manager at MSA in Newport, "The ExcEL program is a must-do experience for senior leaders in any organization. The material is presented with such intelligence, flair, and mastery that one will leave the sessions greatly enlightened. The instructors expertly craft the material into an enjoyable, fun, insightful, experience. It was truly a game-changer for me, and an experience not to be forgotten."

Stephanie Mapes, Esq., Director at Paul Frank + Collins PC, another ExcEL graduate, states, "The content of the program, the instructors, guest speakers from around the world, and



First row: Erik Glitman, Robert Dostis, Kathleen Shirling, Bryan Landerman, Stephanie O'Brien, Chip Dillon, Wayne Elliott; Second row: Brigitte Richie, Yves Bradley Third row: Don Baker, Karen Marshall, Rudy Chase; Fourth row: Jim Howard, Tom Holmes; Fifth row: Steve Pontbriand, Julie Goodhart, Jim St. Peter; Last row: Stephanie Mapes, Elizabeth Madigan, Chris Clements (Absent from photo: Meredith Birkett, Craig Abrahams and Mark Redmond)

my fellow program participants were all amazing. It was a transforming and inspiring experience, about compassion, hope and renewal. I know I will be a better leader for it, in all walks of life."

Applications for the fall class of 2011 are available with early tuition rates available until May 1. For more information contact Cari Kelley at the Chamber at (802) 863-3489 ext. 227. For more information about the Center for Professional and Executive Development, visit www.cped.champlain.edu or call (802) 865-5402.



Lake Champlain Regional
Chamber of Commerce



CHAMPLAIN
COLLEGE

CENTER FOR PROFESSIONAL &
EXECUTIVE DEVELOPMENT

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'Art of the Possible' Begins Early

As Vermont's economy evolves, we must remain focused on ensuring that a sufficient pool of trained workers is available to meet this constantly changing demand. While some believe that our efforts should begin in high school or be focused on retraining existing workers whose skills are less viable in today's market, it is imperative that we not lose sight of the fact that one's career 'art of the possible' begins in the primary grades. Regardless of our age, many of us recall those elementary school career days when the parents of classmates with the 'coolest' jobs would be brought in to explain what they did. Consciously or not, each one of us began at that point to make career choices based on some sort of internal matrix...or by being told by a well-meaning educator that you were not cut out to be an x, y, or z.

While not reducing our focus, effort, or financing on job training initiatives currently underway, there must be a modernized effort to introduce career awareness, mentoring and job shadowing in the primary grades. It is not sufficient to have parents simply come in and talk about what they do, although there is certainly a place for putting a face on a particular job. Business and educators must jointly develop curriculum components that allow for in-depth explorations to occur. This exploration must be followed by a high school curriculum that values both rigorous academic and rigorous career training. In today's global economy, it is as essential that workers understand world affairs as it is that they possess high quality marketable skills.

On a related note, the Chamber

is currently working with two populations to prepare them for the 21st century economy: high school juniors and workers looking for new jobs and additional training. First, we are entering the fourth year of the PILOT program that we co-produce with Linking Learning to Life. The program brings together twenty high school juniors from four regional schools and puts them through an academic year course focusing on leadership development, career exploration, mentoring, and internships. Second, the Chamber's Chittenden County Workforce Investment Board (WIB) chaired by Jeff Nolan and staffed by Lisa Quinlan continues to evolve to meet the needs of Chittenden County employers. At a recent planning meeting, the WIB ensured that its focus for the coming year was supportive to and not duplicative of other statewide and local efforts. This will ensure that companies looking to retrain existing workers or to hire newly trained workers will have a simple and transparent process to follow.

As always, remember that this is your Chamber. If there are programs or services that you need to help grow your business, let me know, whether it has to do with workforce training or some other need. It's your feedback and direction that allows us to provide you with excellent service.



Tom Torti, President,
Lake Champlain Regional
Chamber of Commerce

GBIC

College Students Seeking Summer Internships in Vermont Businesses

by Seth Bowden, Director of Business Development

Vermont is a wonderfully unique place; we're reminded of this every time we step out of our doors and take in a sight of the Green Mountains, of our expansive Lake Champlain, or 30 inches of fresh powder in March. Most of us who have chosen to call Vermont our home understand these things, both in their beauty and in their challenges. But what has become apparent in the past few years is that the people who have chosen to call our unique landscape home have been pushing the demographics of our state higher. In more ways than one, Vermont's present (and future) workforce is getting older.

Yet while our demographics show an aging population, Vermont has more than 30,000 students enrolled in our 23 institutions of higher education at any given time. Many of the employers state there is a challenge in finding top-quality talent to fill vacant or nascent positions, while at the same time, many college and university students see a dearth of opportunity within the state. Very clearly there is both demand for, and supply of, talent in our state. The challenge, then, is to help this labor market reach equilibrium; that is, to pair eager young talent with companies that have immediate and real needs for intelligent, trainable employees.

cont'd on page 4

Government Doesn't Create Jobs; Entrepreneurs Do - But How?

As we work to put Vermonters back to work, one job at a time, let us always be mindful that government does not create jobs; entrepreneurs do. What government must do is to make the necessary infrastructure choices that are essential to job growth for this new era." Governor Peter Shumlin's 2011 Inaugural Address

Governor Shumlin has made workforce education one of his five main goals for his Administration's agenda. In his inaugural speech and budget address, Governor Shumlin described the importance of getting Vermonters back to work and developing a pool of qualified job applicants for our businesses. What are the specifics of this plan?

Legislation

- The House passed H.275, a bill designed to get unemployed and recently deployed veterans back to work by allowing veterans to claim a \$2,000 tax credit for expenses associated with one start-up business and also granting employers a \$2,000 credit against their income for each veteran hired on or before December 31st of 2012.
 - The Jobs bill (H.287) includes a number of workforce development initiatives including:
 - 1) An incentive for new employees who remain in a STEM (Science, Technology, Engineering, Math) position for five years can receive a \$1,500 payment toward student loans each year.
 - 2) An employer who hires a long-term unemployed Vermonter before the end of 2012 can receive a hiring incentive in the amount of \$500.
 - 3) A Vermont Internship Program will be developed by the Department of Labor for secondary and postsecondary students and serve as a single portal for coordinating and providing funding to public and private entities.
 - 4) A good agricultural practices grant program and a skilled meat cutter apprenticeship program are proposed to award matching grants to support agricultural producers and meat cutters in obtaining certification and training.
- H.287 will need to go to the Senate for consideration once it is passed by the House.

Budget

An amount of \$4.8 million was proposed in the Governor's budget for high quality job training. The task of divvying up of this money was assigned to the Workforce Development Council who will provide recommendations to the Administration and Legislature for their consideration.

The following programs are included for funding:

- 1) Workforce Education and Training Fund: This fund supports partnerships with employers in two important areas; quick turn-around customized job training and student internships at the high school and college levels. In both the training and internship programs, employers match the State funds.
- 2) Adult Technical Education: This initiative is an accessible, low cost program that utilizes the facilities of the regional technical centers. Local programs now compete for funds and are held accountable for results.
- 3) Technology Transfer: This program has demonstrated success in the innovation of products with market potential and works closely with Vermont Center for Emerging Technology on moving innovations to market.
- 4) Vermont Center for Emerging Technologies: This program has demonstrated success in supporting entrepreneurs through the start-up phases and can demonstrate the creation of jobs and additional demand for skilled workers.
- 5) Area Health Education Centers Loan Repayment: These funds are used to attract and retain skilled health practitioners to Vermont. These funds are used as match for the Global Commitment, generating \$1.50 in Federal Funds for each dollar of State funds.
- 6) Non-Degree Grants: The program provides tuition assistance grants to individuals who meet eligibility requirements. This is the only program that provides scholarships for non-college credit programs such as those offered by non-profit organizations, unions, and Regional Tech Center Adult Ed programs.

"What government must do is to make the necessary infrastructure choices that are essential to job growth for this new era."

Governor Peter Shumlin's 2011 Inaugural Address

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MEMBER NEWS & NOTES

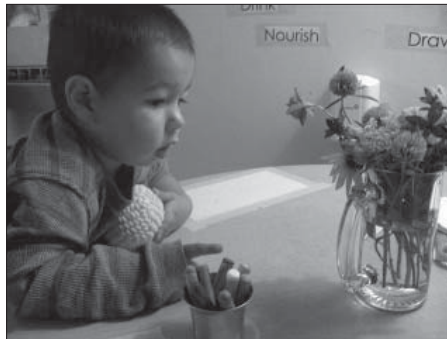
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Lund Family Center Selected as Early Childhood Demonstration Site

In December 2010, Lund Family Center's Early Childhood program was selected to be a Foundations in Early Learning (FELS) demonstration site. Lund is one of only three programs in Chittenden County to be selected after a rigorous application and site visit evaluation process. Executive Director Barbara Rachelson shared her excitement in saying, "At Lund Family Center, we strive to deliver gold standard programs. We are proud of the outcomes our program achieves and are excited to have the opportunity to share our unique, evidence-based model with other programs and professionals across Vermont and the country. It is an incredible honor to be selected and I congratulate our talented and hard-working Early Childhood staff for FELS selection and for the excellent service they deliver to low-income children and parents every day."

Through FELS, Lund's Early Childhood staff will work with a trainer to adapt Lund's environment, practice,

and curriculum to the FELS model, which emphasizes social and emotional competence in young children. Once, Lund's program has fully integrated the FELS model, Lund will



reach out to other early childcare providers, community leaders and early childhood advocates to share what they have learned through implementation of FELS.

Lund's Early Childhood program maintains a five star rating through the Step Ahead Recognition System. This is the highest possible rating by Vermont's accreditation mechanism for childcare programs.

Chittenden County continues to face a childcare crisis. For example, the vacancy rate for 5-Star or NAEYC accredited center is 4%. The wait for a slot for childcare in a quality center is well over two years. Even for those families that are able to find childcare, there is a major gap between the State subsidy rate and the actual cost of providing childcare. Lund's Early Childcare meets this critical need by serving an enrollment of 30 children from infants to three years of age. The majority of children served are parented by single mothers who are working with Lund to develop strategies to manage addiction and mental health issues while strengthening their capacity to parent. This unique program engages the child in a robust curriculum while supporting and fostering the parents' role as primary teacher. Most children receive subsidized childcare to attend, which does not cover the full cost of care and Lund does not pass along the cost to struggling families.

INTERNSHIPS: cont'd from page 2

In an effort to help bridge this gap, the Vermont Technology Council is proud to usher in the start of the second year of their Statewide Internship Program. The program partners with organizations across the state to develop communication and placement between higher education students and employers. Students are presented the opportunity to get in-company training that develops skills and experience, and employers benefit from access to motivated, intelligent students looking to match their education with the needs of Vermont businesses.

The internships being developed are meant to best simulate the demands and rigors of the post-graduate world. The summer internships are paid positions that create necessary buy-in from businesses, while creating a higher expectation of added value from each student. Developing this pipeline of talent not only provides a framework for future business success within Vermont, but by exposing students to the opportunities already here, there is great potential to retain and develop a higher number of young professionals.

Any business that employs technol-

ogy in their operations is encouraged to create an internship; positions may focus on any aspect of the operation, including sales, engineering, marketing, etc. The pool of eligible interns includes any student in a Vermont institution, as well as Vermont students in out of state colleges and universities. In an effort to support employers and to make the process as simple as possible, the Vermont Technology Council has appointed Michele Ferland Kupersmith as the Program Director. For more information, visit www.vttechcouncil.org/internships.html.

MEMBER SPOTLIGHT

802.863.3489 ext. 220 • adam@vermont.org

Snowscapes provides One-Stop Maintenance and Home Update Services

Spring is on the way and with it brings all kinds of property needs. Snowscapes is the Burlington property owner's one-stop shop for all those yearly maintenance chores and home updates! Whether those chores mean completely repairing rental units, rebuilding a rotten porch, or reclaiming a weed-infested garden, Snowscapes is the company you can trust to get the job done.

With a "no job too small" attitude, Snowscapes owner Zeberiah Snow is willing and ready to revamp an old kitchen or prepare any property for the precious few green months Vermonters have to enjoy! Snowscapes relies on reputation and referral to spread the company's good name. That's why Zeb puts as much care into a rake and mow job as he would a raised vegetable garden or new stone patio.

At A Glance

Snowscapes
 63 Martins Road
 South Hero, Vermont
 (802) 373-4341



Twelve years ago, Snowscapes began with one property to maintain on the island of South Hero. Since 1999 we have taken great pride in being a reliable and respected company in the Burlington area. It is our goal to be a pivotal asset to

the Queen City, both to its business owners and its home owners. Covering property management and general construction projects in a city full of environmentally and economically concerned residents is a privilege and we strive to satisfy all our customers according to those stipulations.

From the moment you call Snowscapes to the last detail of the job, property owners who rely on Snowscapes are able to do so with confidence and assurance. Any job, big or small, will be completed at an affordable rate with skill and ethic showing in all aspects of your project. We are proud of our work and of the respect we gain time and time again from our customers. That is our motivation and that is why Burlington can trust in Snowscapes!

JOBs: cont'd from page 3

7) National Guard Educational Assistance: The program provides tuition assistance to the families of Vermont National Guard troops, including the families of disabled or deceased troops.

8) College Scholarships: Scholarship funds are equally divided among the University of Vermont, Vermont State Colleges, and VSAC. Each entity is asked to more specifically target the scholarship funds in a manner that brings to bear the maximum benefits of their unique missions and constituencies to further the workforce and economic development objectives of the state, participation in postsecondary education by underrepresented groups, and support for promising economic sectors in Vermont.

9) Dual Enrollment: Dual enrollment provides a way for students to earn college credit while in high school. College classes can be taken through the VSC, UVM, and several private colleges that have chosen to participate, by offering substantial tuition discounts. The model has proven particularly effective at raising the aspiration of

non-college bound and first-in-family student. Demand for the program exceeds the available funding.

10) Large Animal Veterinarians Loan Forgiveness: A loan forgiveness program for large animal vets patterned after the nursing loan forgiveness program to meet demonstrated regional needs as defined by the Secretary of Agriculture.

11) STEM Incentive Payments: An incentive payment for a recent college graduate (graduated within the last 18 months), with an associate's degree or higher, who takes a Science, Technology, Engineering and Math job in Vermont. The incentive is \$1,500 per year if the graduate remains in Vermont for 5 or more years.

12) Vermont Training Program: The VTP program provides valuable employer-based training for job upgrades, cross-training, and career advancement. It also serves as an important component in the State's ability to attract new firms to Vermont and to help those that are here grow and prosper.

802.860.0606 • meetings@vermont.org

Jumpstart Your Next Meeting with Endless Vermont Options

Vermont's diverse lodging community encompasses intimate inns and quaint B&B's which are the ideal location for your next meeting. Smaller meetings of 20 people or less are a natural fit for any of our inns and B&B's. Association boards, strategic planning retreats, corporate incentive programs, off site training, team building or a new product roll-out will all enjoy the benefits of leaving the office distractions behind.

Inspire your team by taking advantage of Vermont's natural environment right here in your backyard. Take the time to enjoy a homemade breakfast overlooking a scenic valley, forest or majestic mountain range. Step out of the norm and enjoy an afternoon lunch break with a quick hike, snow shoe to a mountain vista or partake in the

local flavors in any of our many picturesque Vermont town centers. Don't forget to recap your accomplishments over a bonfire or private dinner after a productive day with your team.

Small meetings are the perfect fit for the inns and B&B of Vermont. Your group will utilize the entire property ensuring no distractions from other events as well as having the undivided attention from the owners and staff. There is no better setting than one without distractions to get down to business. The proprietors will make sure your meeting's success is their top priority all in a quiet, professional environment.



Photo provided by the Inn at the Round Barn Farm

Ready to go off site for your next retreat, board meeting or event? Contact the Vermont Convention Bureau today and let us help you to find the venue that will make your meeting exceptional!

For more information: www.vermontmeetings.org, or call (802) 860-0606.

Vermont Convention Bureau Partners with IAAP to form a Vermont Chapter

The VCB is working with the Greater NE Chapter of the International Association of Administrative Professionals (IAAP) to form a Vermont Chapter. The IAAP is a non-profit organization with 28,000 members and close to 600 chapters around the world. They provide opportunities for Administrative Professionals to achieve professional growth through education, leadership development and community networking.

Chamber members are encouraged to have their administrative professionals join the IAAP Vermont chapter. Board members have not yet been determined and all willing

administrative professionals will have the opportunity to be selected for a seat on the board. Sales staff and personnel are also able to join the IAAP and receive the same networking benefits.

Benefits of IAAP membership

- Member discount on purchases through IAAP on education and professional development resource materials
- Discounts on registration of any IAAP sponsored international level training workshops, seminars, conferences and conventions
- Discounts on registration for the Certified Administrative Professional or the Certified Professional Secretary

exams

- Subscription to: OfficePro magazine, OfficePro Express, an e-newsletter full of research, trends and technology information; IAAP Connections, the association's monthly e-newsletter

- Full access to the IAAP Web Community, an online social network for IAAP members.

- Local chapters, which hold training and networking events and have opportunities for leadership

For more information or if you are interested in a board position, contact Peter Pikulski of the Vermont Convention Bureau at (802) 860-0606 ext. 217 or peter@vermont.org.

Creating Financial Self-Sufficiency

Burlington Housing Authority's (BHA) Family Self Sufficiency Program (FSS) believes that the best way to predict the future is to create it. FSS does just that with a free and voluntary employment-incentive program designed to give participants the tools to create financial self-sufficiency.

FSS helps participants on BHA Section 8 assisted housing find a job, get a better one, or go back to school to improve one's marketability. Using creative career counseling techniques, FSS helps participants look at career options, community resources, schools and skill-building programs.

The BHA FSS program is one stop

shopping for career counseling and development, writing effective resumes, cover letters and improving interview skills. FSS Coordinator, Rhonda Freed, trained by Richard Bolles (author of *What Color Is Your Parachute*), also offers creative job search techniques and will do whatever it takes to secure livable wage jobs for FSS participants with career and financial related issues.

On Section 8, rent increases when income increases. BHA puts the difference between the non-working and working rent aside for FSS participants in an interest-bearing savings account. Think of it as a long-term savings account or a "nest-egg". This

account accrues monthly, as wages increase by getting better and better jobs. The funds will be available when the FSS contract is complete and goals are fulfilled. The highest escrow ever awarded has been \$17,000, used as a down payment on a home. The FSS escrow is used as an asset to move a family forward and out of poverty. Funds have been used for reliable transportation, repayment of student loans and computers.

For more information contact Rhonda Freed, Family Self Sufficiency Program Coordinator, 802-864-0538, ext. 226 or rfreed@burlingtonhousingauthority.org.

Transitions – A New Option for Burlington Students

by *Simon Parlante*

This past fall, Burlington High School piloted a new class for high school seniors with disabilities, being served on Individual Education Plans. The course is titled Transitions as it is designed to help seniors with disabilities make the transition from high school to the community. The course is being taught by Jay Cassel (Special Educator) and Simon Parlante (Employment Training Specialist) and runs both in the Fall and Spring semesters.

The class size is small and ranges from 4-6 students. This allows for a very individualized plan for each student participating in the class. Depending on the students' needs, students complete job shadows, work place tours, and in some cases, internships with local agencies and employers. In addition, to learning about employment and volunteer

opportunities in Chittenden County, the curriculum guides students through the process of how to access community resources such as Vocational Rehabilitation, housing, clothing, food, and transportation services. Lastly, the class focuses on team building and wellness. The team building activities help students identify and develop problem solving, communication, and adaptability skills. To help students achieve overall wellness and independence, the Transitions course also provides physical and recreational activities along with instruction on cooking and nutrition.

The Transitions course is an example of how Linking Learning to Life has partnered with Burlington High School to create additional opportunities for assisting all students



Prepare. Connect. Achieve.

prepare for the 3C's – careers, college and the community. Community employers play an essential role by providing real work-based learning experiences for students in the course.

For more information on how you can participate in the Transitions course at Burlington High School please contact: Simon Parlante, Employment Training Specialist, 864-8430, sparlant@bsdvt.org.

802.863.3489 ext. 227 • cari@vermont.org

The Vermont Economy: Heavy Topic but Worth the Time

by Andy Bohlin, Hanson & Doremus Investment Management

Eight hours discussing economics can be daunting to even the most obsessed economic enthusiasts, perhaps with the exception of Jeff Carr. However, the staff and board of Leadership Champlain successfully assembled a top-notch cast of economists and business leaders to provide insights on the current state of the Vermont economy, along with some advantages and challenges for economic development in the state.

Several clear themes emerged throughout the day. The quality of life in Vermont is second to none and the quality of the workforce is strong. Living in Vermont can be a lot of work, but this may help promote high quality workers with a strong work ethic.

There are challenges as well, and David Parker, Senior Director of Operations at Dealer.com, and Mary Powell, CEO of Green Mountain Power highlighted two that resonated with me. David mentioned that the traditional rhetoric from the business community has been about how difficult it is to do business in the state and that it's difficult to attract young talent. If we can change the rhetoric so that people start recognizing the innovation that is occurring, the image can become more business-friendly. For example, David is part of the Vermont Software Developers' Alliance. There are over 250 software companies in Vermont. I've heard Vermont referred to as the "West Coast of New England" - perhaps it will soon be recognized as the mini Silicon Valley of New England as well.

Another challenge is that Vermont isn't going to roll out

the red carpet with incentives for businesses to move their operations here, as Jeff Carr pointed out. With a rigorous permitting process and Act 250, the state is cognizant of sustainable development. Mary Powell's message was to promote more collaboration between businesses and public officials to find opportunities to create more efficiency through innovation.

Other topics included sustainable real estate development and the importance of succession planning for local Vermont companies. Chapin Spencer talked about transportation considerations in new development as he continues to work towards improved public transportation services, while Melinda Moulton provided a great example of how she approached the build-out of Main Street Landing on the waterfront.

The day ended with a project simulating a rural Vermont town planning commission assessing a business development opportunity. We came away from the exercise with a greater appreciation for residents who volunteer to assess economic development in their towns given all the considerations. The impacts can be meaningful and the challenge is to promote development with minimal environmental impact or losing the small-town, idyllic country setting that attracts so many tourists.

Despite some of the challenges, the overall tone and outlook for the Vermont economy is optimistic. We have the good fortune of having innovative business leaders and a government body that is accessible to the public.

Note from Cari Kelley: I thought I would share a letter that I received regarding the community service piece of Leadership Champlain.

Dear Ms. Kelley,

As we came to the end of 2010, we realized that we've been very remiss in not formally thanking the Chamber for the contributions of the wonderful Leadership Champlain team with whom we worked during the past year. The outcome has been outstanding and the project is very much alive!

We were thrilled when KidSafe Collaborative was chosen for a project, and are delighted with the results of the team's hard work and dedication. Each team member devoted tremendous time and attention to our need for a secure website/database that will enable us to more readily share highly confidential information about the complex family situations our inter-agency Child Protection Teams address.

With technical guidance from team member Mark Jennings of Symquest Group, who has recently joined our Board of Directors, as well as active participation from all of the team members, the project flowed from needs assessment to final proposal, complete with suggested funding sources, as an extremely 'user friendly' process. There is tremendous potential for increasing our capacity to prevent and address child abuse and neglect in our community.

We thank the Leadership Champlain and the Chamber for being part of the effort and for encouraging us as we work toward ensuring every child has the best chance possible to grow up safe and healthy.

Sincerely,
Sally Borden
Executive Director of KidSafe Collaborative

New Program Announcement: Long-Term Care Insurance

The Chamber is proud to announce an exciting partnership with the NBT Insurance Agency offering discounted rates on Long Term Care Insurance. Long Term Care (LTC) refers to a wide array of medical care, personal assistance and social support services for people of any age who are physically or mentally unable to independently care for themselves for an extended period of time. This care is provided in a nursing home, assisted living facility or in one's home. Individuals needing LTC require assistance performing basic activities for daily living or suffer from severe cognitive impairment.

According to the U.S. Department of Health and Human Services, the risk of needing LTC is fairly high. About 70 percent of individuals over age 65 will require some type

of long-term care services during their lifetimes. Over 40 percent will need care in a nursing home for some period.

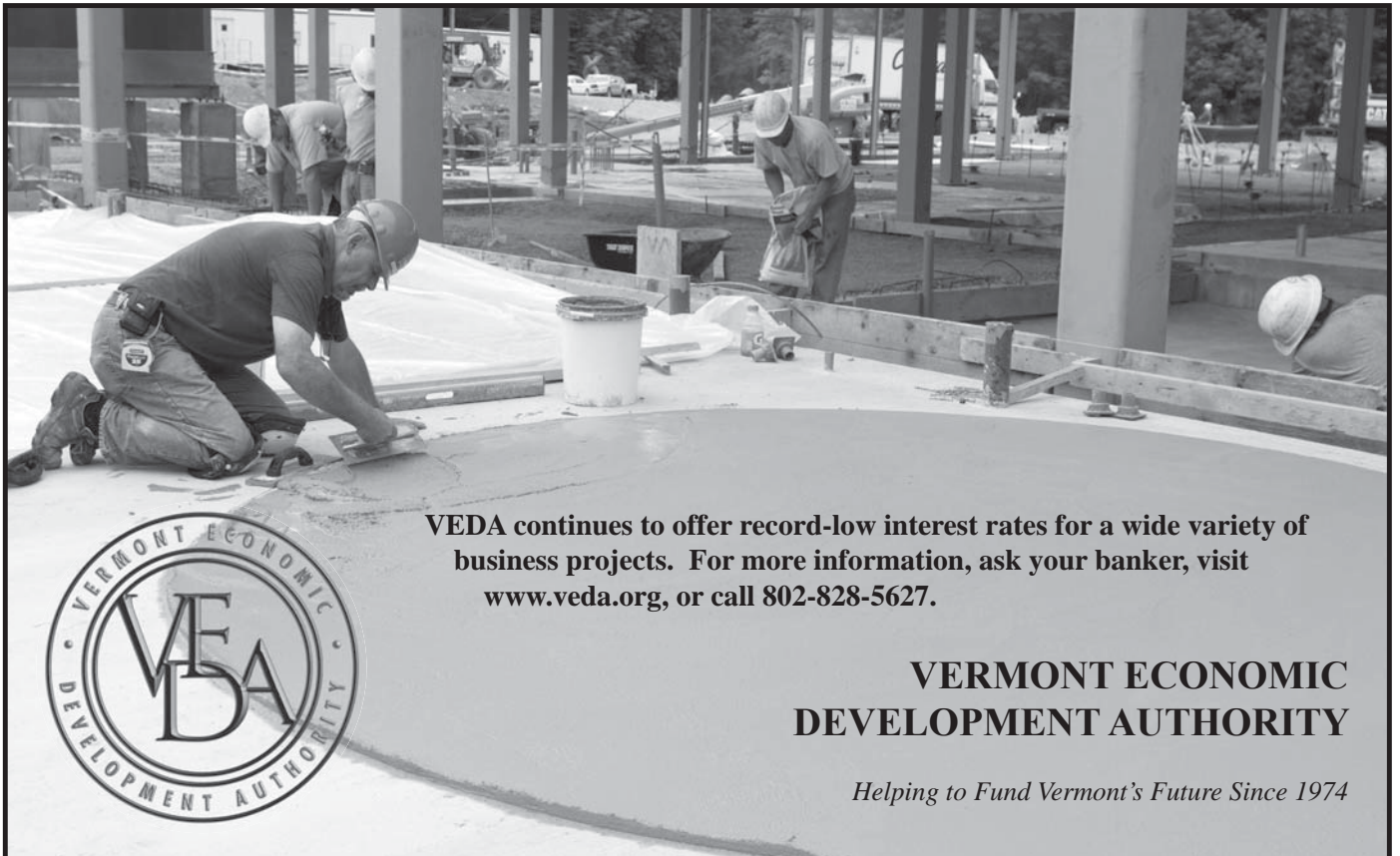
The average cost for one year in a private nursing home in the United States is \$76,285 and that number is higher here in Vermont.

Government programs such as Medicare and the new CLASS act provide only limited benefits.

As a member of the Lake Champlain Regional Chamber of Commerce you now have access to

discounted Long Term Care insurance rates that can add up to significant savings.

To find out more about how you can take care of loved ones and protect yourself with Long Term Care insurance, please call Phil Schuman at 802-863-3489 ext 211 or phil@vermont.org.



VEDA continues to offer record-low interest rates for a wide variety of business projects. For more information, ask your banker, visit www.veda.org, or call 802-828-5627.

VERMONT ECONOMIC DEVELOPMENT AUTHORITY

Helping to Fund Vermont's Future Since 1974

BUSINESS AFTER HOURS

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

Zen Gardens Offers Traditional Chinese Food with Excellent Ambiance

Submitted by Zen Gardens

The Hsu family, who originated from Taiwan, started Zen Gardens. The owner and chef Kevin Hsu has been in the United States for about twenty-five years, lived all around the New England area, and traveled to Texas and Louisiana. Chef Hsu has long had a passion for cooking and especially loves to cook for his family; as his children finished their education and settling down in the Burlington area, it gave him the idea of opening a restaurant to serve the Burlington area and making sure his children could continue enjoying his traditional Chinese meals. While Chef Hsu says he "loves to make delicious meals" with his creative cooking talents, Mrs. Sunnie Hsu handles the customer service in the dining area. She always greets customers with a big smile on her face and gives customers a warm welcome to the restaurant. The food that Chef Hsu serves is

Business After Hours

Date: Wednesday, April 20, 2011

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

Location: Zen Gardens

7 Fayette Drive
South Burlington



a combination of the so-called "American Chinese" and traditional Chinese food. "American Chinese" foods are meals such as General Tso Chicken, Chicken and Broccoli, and Lo-Mein. The Traditional Chinese foods are ones that Chef Hsu and his family would eat on a daily basis and also on a special holiday such as the Chinese New Year. The traditional

Chinese foods consists of Seaweed with Garlic sauce, Stir Fried Seasonal Chinese Green, Fried Fresh Shrimp in Shell with White Pepper and Salt, Steamed Fish with Ginger and Scallion, Basil Chicken in Hot Pot, and rice cakes. A lot of people might not like the idea of eating seaweed, as it is not your typical seaweed salad; it is much thicker and has extra fresh garlic and seasoning. The Steamed Fish with Ginger and Scallion is a whole fish served on a metal plate with its heating stand; this keeps the fish and extra sauce hot. Zen Gardens is not your typical Chinese restaurant and the only way to find out is come and see for yourself!

Try either our regular menu with the "American Chinese" food or the special pink menu, which contains the Traditional Chinese food. There is also a special vegetarian menu for our vegetarian customers.

Join us for the April Membership Networking Luncheon

Are you looking for new opportunities to network with other Chamber Members? This event is a great way to meet other members of the Chamber, the Chamber Staff and learn more about how your company can make the most of your membership and the different opportunities available to you.

When: Wednesday, April 27, 2011

Where: Hampton Inn, Colchester

Time: 12 noon – 1:30 p.m.

Cost: Free for new members who joined between October 2010-March 2011, \$15 for existing members

During this luncheon, you will have the opportunity to

stand up and introduce yourself and your company to other members of the Lake Champlain Regional Chamber of Commerce. It is a wonderful opportunity to network and meet other business people! You will also receive a personal introduction to the Chamber Staff. This event is for members or employees of member companies only and is limited to 75 attendees and one person per company, so register early as this event sells out quickly!

To register please visit www.vermont.org.

Questions? Please contact Adam Brooks at (802) 863-3489 ext 220 or adam@vermont.org.

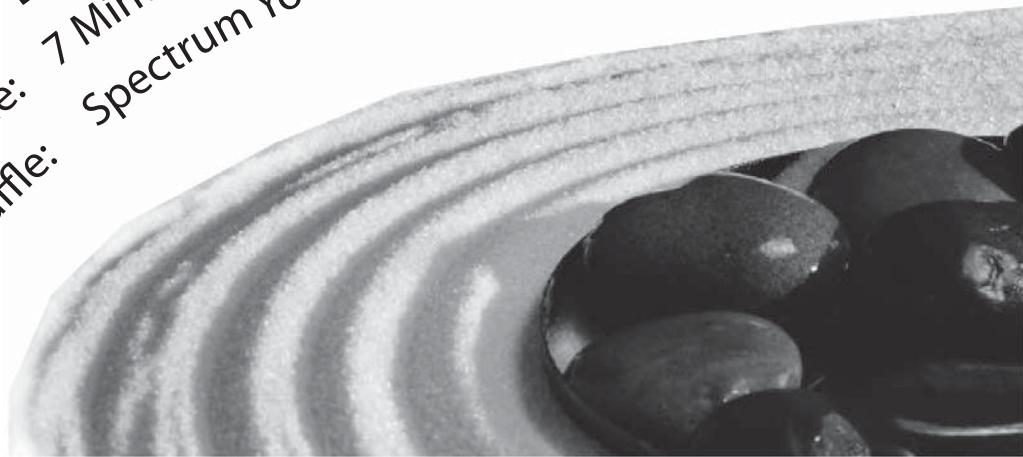
APRIL BUSINESS AFTER HOURS ZEN GARDENS

Wednesday, April 20, 2011, 5:30 -7:30 p.m.

DJ: Supersounds DJ

Theme: 7 Minute Speed Networking

50/50 Raffle: Spectrum Youth and Family Services



Directions: 7 Fayette Dr # 2, South Burlington, VT

Join us for our April Business After Hours event at Zen Gardens in South Burlington! Zen Gardens is not your typical Chinese restaurant - and the only way to find out is come and try both their regular menu with "American" Chinese food or the special pink menu, which contains Traditional Chinese food.

We will be launching our NEW 7-Minute Speed Networking at this event, designed to help you meet new people from various businesses in a smaller setting.

We encourage attendees to bring their gently used clothes to this event for The Clothing Exchange. They are looking for quality clothes that you once loved but never seem to wear. Clothing should be clean, neatly folded or on hangers. Donations will be sold at the 10th annual Clothes Exchange on May 18-19, a benefit for Spectrum Youth and Family Services. All donors will be entered into a drawing to win a Shop First ticket (valued at \$110) to The Clothes Exchange.



Wednesday, April 20 Business After Hours at Zen Gardens

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 April 20 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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