



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

Join us this month for the 19th Annual Ambassador's Silent Auction and Taste of the Chamber!

This event is one not to miss with over 370 items to bid on, all generously donated by our membership. With 13 food stations to sample from, it is a night of fun!

Date: March 24, 2011

Time: 5:30 – 8:00 p.m.

Location: Champlain Valley Exposition, Blue Ribbon Pavilion Building, Essex Jct.

Thank you to our Food & Beverage Sponsors: T-Bones Restaurant, Wetherbee's Catering, Burlington Bay Catering, Leonardo's Pizza, Boloco, Tipped Cow Cookies, Cotton Candy Connection, Texas Roadhouse, Halvorson's, Miguel's on Main, and Farrell Distributing Corp.

"Our valued members have gone above and beyond with their generosity in donating to this event,"



says Adam Brooks, Director of Member Services & Events. "The simple fact that this event funds the Paul Gallagher Entrepreneurial Scholarship given out each year gives us a sense of doing something positive for the greater good of our community." The fund was established by our Chamber in memory of Paul, who was a long-time volunteer at the Chamber and a teacher.

If your company donates an item valued at \$100 or more, you have earned two FREE tickets to the event and can thereby register by emailing adam@vermont.org.

Business After Hours coupon tickets are valid for this event. Please visit us on our Silent Auction web page to register and view a video of last year's event: www.vermont.org/silentauction. You can also view a complete list of items up for auction there!

All pre-registered attendees will receive an advance copy of the evening's "Gotta Have It!" guide, a booklet full of all the donated items and event information!

Below is a sample of just some of the fantastic items!



- TD Bank Autographed Boston Celtics Basketball (\$525)
 - Kathleen Berry Bergeron Watercolors - "Waterfront Sunset" (\$250)
 - Topnotch Resort & Spa - Two-night stay with breakfast (\$500)
 - The RehabGYM - One-year membership with personal training (\$828)
 - Chittenden County Transportation Authority (CCTA) bus advertising (\$1,600)
 - KnowledgeWave Voucher for one (1) free HTML, InDesign (level 1 or 2), or Photoshop (level 1 or 2) training class (\$489)
- We will be accepting Mastercard, Visa, American Express, cash and checks at the close of the evening for payment of the silent auction items.

For questions on this event please contact Adam Brooks at (802) 863-3489 ext 220 or adam@vermont.org.

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802.863.3489 • vermont@vermont.org

Firmly in the Grips of Winter, Our Tourism Machine Comes Alive

We are now firmly in the grips of Vermont's winter tourism season. The slopes are covered in thick blankets of snow; the lake is frozen over and ice shanty villages have sprung up; cross country skiers and snow shoe advocates have made their quiet tracks into the deep woods and deer yards; snowmobile travelers cross the expansive VAST trails; and some of the more daring are ice kiting, ice boating and ice skiing. While animals hibernate, Vermont comes alive in the winter. There is virtually something for everyone who cares to venture outside.

The Chamber's tourism machine is running at full steam. Even one of our weekly video updates begins with one of our staffers skiing steep run then stopping to let people know about events coming to the region. Front desk and information center staff field calls and interact with walk-in customers looking for information ranging from slope conditions to cozy bed and breakfast getaways. As always, we refer folks without overnight accommodations to our members, knowing that they will find a quality experience waiting for them at check-in.

Lest I toot the Chamber horn too much, I need to acknowledge the fantastic work that our partners do in promoting Vermont, especially in the winter season. The exciting new energy brought to the table by Commissioner Smith and her staff has created a buzz in the hospitality world in the short time that she has been on the job. Governor Shumlin has been clear that he believes in



Tom Torti, President,
Lake Champlain Regional Chamber of
Commerce

collaborative partnerships and the Tourism Department is leading the way. By combining our resources and talents, we can do a much better job at marketing Vermont. No longer will the Chamber or Vermont Convention Bureau feel like they have to 'go it alone' to promote Vermont.

Finally, special acknowledgement must be made of Parker Riehle and the Vermont Ski Areas Association. Whether you are a small mountain located on the back roads of Richmond or a four-season resort in the high peaks, the VSAA has a unique ability to bring Vermont to a skier's front door (or website). Without these economic engines, our tourism industry and our state economy would not be in such good shape. It's a pleasure to be working together.

Do you have feedback? Send me a note at tom@vermont.org.

GBIC

Thinking About Employee Ownership? Join Us for Our Free Workshop

by Seth Bowden, Director of Business Development

Employee ownership has been a popular business model since tax law changes in 1974 recognized differentiated status of Employee Stock Ownership Plans (ESOP). Today, employee ownership is seen as a business model that rewards the enhanced motivation and commitment that comes from the direct benefits realized from the performance of the business. Employee ownership is also becoming a popular model for succession planning. The decision for an employer to sell is never an easy one, even when the exit strategy has been part of the plan from day one. The exit or sales strategy to transform into an employee-owned business is particularly attractive to many Vermonter employers, as it means that the business is likely going to retain many current employees, and preserve the local nature of the business.

Recognizing the value that employee ownership can have to employers, employees, and business success and longevity, GBIC and the Chamber are working on an initiative that would incent and encourage the transition to employee ownership during the sale of a business. We believe that such a solution will strengthen our employment base, and reward our state's greatest asset: working Vermonters.

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Legislative Breakfast Series In Full Swing

Our 2011 Legislative Breakfast Series will conclude on March 14 with our legislative leaders providing an update at the midway point of the legislative session. Attendees at the breakfast will have a unique opportunity to hear from our new Lieutenant Governor, Phil Scott; the new Senate President Pro Tem, John Campbell and Speaker Shap Smith.

While new to their current roles, Lieutenant Governor Phil Scott had served as one of Washington County's Senators for ten years prior to being elected Lieutenant Governor this fall and Senator Campbell had served as Majority Leader in the Vermont Senate since 2001. Speaker Smith is now in his third year as Speaker of the Vermont House. All three worked closely with then Senate President Pro Tem Peter Shumlin for the last two bienniums.



L to R: Secretary of Agriculture Chuck Ross, Debra Royce with Revision Eyewear, Secretary of Commerce Lawrence Miller, and Ted Castle with Rhino Foods joined us for a panel moderated by Yves Bradley with Pomerleau Real Estate at our February Legislative Breakfast.

Chamber Awarded Centennial Honor

The Lake Champlain Regional Chamber of Commerce was awarded the Vermont Centennial Nonprofit Award from Governor Shumlin and Secretary of State Jim Condos. This award is a tribute to the 100 years of service that the Chamber has provided to Vermont businesses and the community. In a letter from Congressman Peter Welch, he stated, "For your organization to survive and thrive for one hundred years is a remarkable accomplishment. This award is a fitting recognition of the success of your mission and of your dedication to the Vermont community."



The Weather Outside Might Be Frightful, But Our Legislative Breakfast Is Delightful!

Join us in March for our final event!

March 14, 2011

7:30 to 9:00 a.m.

Sheraton Hotel in South Burlington

**Legislative Leaders: Mid-session Update
Lt. Governor Phil Scott, Senate President Pro Tem John Campbell, Speaker Shap Smith**

Register online at www.vermont.org

802.863.3489 • vermont@vermont.org

The Ethan Allen Center Now Available for Receptions and Meetings

The Conference & Event Center at Champlain College is now offering The Ethan Allen Center (formerly the Ethan Allen Club) for events such as receptions, private parties, meetings, and company retreats.

The Ethan Allen Center located at 298 College Street has two floors with a large dining room, boardroom, lounge, full catering and bar service, and reception capacity of 300 people. It includes on-site parking and is within easy walking distance of downtown Burlington, the University of Vermont, Fletcher Allen Health Care, and Lake Champlain's Burlington Waterfront.

The new meeting and reception space joins the Conference and Event Center's extensive on-campus conference, meeting rooms, classrooms, overnight accommodations and dining facilities at Champlain College in the historic Hill neighborhood.

"We are excited to be able to offer this year-round facility to the community," said Susan Lindberg, con-

ference sales manager for the Conference & Event Center. "And unlike other meeting space in the area, The Ethan Allen Center also offers a small bowling alley, game space,



big-screen TV and tables for board games, along with the more traditional meeting and reception areas upstairs."

The Conference & Event Center at Champlain College can accommodate groups from 5 to 500 in their 40 buildings located on 22.5 acres. "The Ethan Allen Center gives us the flexibility to host receptions and meetings even when the College is in ses-

sion and students are on campus," Lindberg said, adding, "We think it is a great affordable space, especially for weddings and business retreats."

Facilities at The Conference & Event Center at Champlain College include:

- A wireless campus linked to high-speed, fiber-optic network
- Seminar, conference, market research and focus-group rooms and an auditorium
- Multi-computer workstation classrooms
- Full audio-visual resources, including electronic and interactive whiteboards
- Full dining services, catering and Jazzman's Café on campus
- Overnight accommodations in renovated Victorian-era residence halls or the Main Street Suites and Conference Center.

For more information about The Conference & Event Center, or to reserve space at the Ethan Allen Center, call (802) 651-5957, (866) 872-3603, or eventcenter@champlain.edu.

Employee Ownership Workshop: cont'd from page 2

GBIC, the Chamber, and Vermont Small Business Development Center are proud to sponsor the Vermont Employee Ownership Center's upcoming workshop on succession planning towards employee ownership.

Date: March 24, 2011

Time: 2:00 p.m. to 4:30 p.m.

Location: Lake Champlain Regional Chamber of Commerce, 60 Main Street, Burlington, VT

Cost: Free (advance registration required)

To Register: (802) 861-6611, or at www.veoc.org

The workshop will include a brief overview of ownership succession options and will focus on the pros and cons of different forms of employee ownership and the key financial and organizational benefits of this approach.

Cindy Turcot is our special guest. Cindy is the Chief Operating Officer at Gardener's Supply Company, a

100% employee-owned direct mail and web company located in Burlington. Cindy has a strong commitment to open book management and promoting ESOP education. Cindy is the Immediate Past President of the New England Chapter of the ESOP Association and the Board Treasurer of the VEOC.

Also joining us is John P. Murphy. John is President of Atlantic Management Company, where he coordinates the firm's ESOP, merger and acquisition, and ownership transition activities.

MEMBER SPOTLIGHT

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Green Mountain Concert Services Expands Security Solutions, Adds Features

Green Mountain Concert Services, Inc. (GMCS) has exciting new security solutions for the greater Burlington area. GMCS has expanded its Corporate and Commercial Security Solution to include Risk Management. GMCS takes a proactive approach to managing risk. A thorough analysis of a risk and understanding of its effect is essential in allowing GMCS to manage and coordinate a multi-tasked response for its clients. GMCS excels at the ability to complete a risk analysis and use the results to produce sensible and cost effective procedures to reduce and/or counter the risk.

GMCS, in conjunction with the Burlington Police Department and Church Street Marketplace, has launched a new community project called the Community Ambassador Program (CAP) to provide an added layer of security and protection to the Burlington community during Burlington events, and for areas

At A Glance
<p>GMCS 67 Center Road Essex Jct, Vermont www.gmcsvt.com (802) 662-1210</p>



where students filter from campus into proximate neighborhoods. As an example, in addition to providing security services to the annual Magic Hat Mardi Gras event on March 5, the Burlington Police Department has contracted GMCS to provide additional security patrols in downtown neighborhoods during the event.

Another GMCS service aimed at increasing safety in the Burlington area is the expansion of its training program to provide security training to area businesses. On February 26 GMCS President and CEO, Kevin Cheney, will conduct a training on Hospitality Operations Security Techniques (HOST™) to bar and nightclub owners and employees. The HOST training was designed to make bars and nightclubs safer by training staff in conflict resolution, alcohol service rules and regulations, fake ID recognition, and other methods of increasing patron safety. To register or for questions, call (802) 865-7254 or send an email to ron.redmond.vt@gmail.com.

For more information on GMCS and security solutions for your company please go to www.gmcsvt.com or call (802) 662-1210 for a FREE consultation.

New Waterfront Information Kiosk to Open this May!

The Lake Champlain Regional Chamber of Commerce is pleased to be operating the Waterfront Tourism Kiosk beginning this May. The kiosk is located centrally between ECHO Lake Aquarium and Science Center and Main Street Landing's Lake and College Building. There will be a Chamber staff member in the kiosk during operational hours for the entirety of the summer season. "The downtown waterfront Information Kiosk offers a unique opportunity for the marketing and promotion of Vermont attractions and area businesses," remarked Billy Ward, Welcome Centers Supervisor at the Lake Champlain Regional Chamber of Commerce. For more information on how you can expose your business through advertising opportunities at this location, please contact Matt McMahon at (802) 863-3489 ext. 208.



VERMONT CONVENTION BUREAU

802.860.0606 • meetings@vermont.org

Vermont steps up onto the world stage with Ice Hockey Championships

The Vermont Sports Council, a division of



The Vermont Convention Bureau, is pleased to announce that USA Hockey has selected Vermont to host the 2012 International Ice Hockey Federation (IIHF) Women's World Ice Hockey Championship, surpassed only by the Olympics in their importance to the sport. This prestigious event will bring 8 international teams featuring the top female hockey players in the world to compete at University of Vermont Gutterson Field house and Cairns Rink in South Burlington in April 2012. The economic impact

for Chittenden County will be over \$2 million dollars during a historically quiet time for Vermont.

Burlington was one of five finalists for the 2012 women's championships. The other cities included Minneapolis, Rochester, NY, Hartford, CT, and Kalamazoo, MI.

The IIHF Women's World Ice Hockey Championship will be in Vermont from April 6-15. There will be 22 scheduled games.

All matches between the U.S. and Canada, and the medal rounds will be played at the University of Vermont Gutterson Field House. Tickets are expected to go

on sale as early as May of this year.

In addition to the valuable dollars that this event will contribute to the local communities, the IIHF Women's World Ice Hockey Championship along with the USA Triathlon event in August 2011 and 2012 will position Vermont among an elite category of cities with the capacity to host world-class events.



UVM Gutterson Field House Rink

Wanted: Sporting events to host in Vermont!

Drawing off of the rhetoric in Washington, D.C., the Vermont Sports Council proposes that Vermont can "win the future" one game at a time! Research has shown that sports-related travel has emerged as one of the strongest and most consistent segments within the travel and tourism industry today.

Lake Morey Resort in Fairlee, VT utilizes their location on the banks of beautiful Lake Morey to capitalize on the sports travel market. The management at Lake Morey, led by the resort's sales and marketing director Christine Cecchetti, created the annual Vermont Pond Hockey Championship in January of 2010. Now in its second year, the battle for the coveted Golden Sap Bucket Trophy drew over 20 pond hockey teams for a grand total of 168

competitors, with 156 of the players from out of state. The competition had three divisions: the ultra competitive open division, the oldie but goodie over 40 division, and the just-for-fun recreational division. After the final whistle blew and Lake Morey crowned their three divisional champions, the real victor emerged: by hosting this tournament, Christine and the Lake Morey Resort brought in over \$50,000 dollars in economic impact to the town of Fairlee. They are also building a long-lasting relationship with tournament attendees that will bring this group back year after year.

The benefits of hosting an event such as the Vermont Pond Hockey Championship are immeasurable. Highly visible sporting events are a magnet for media coverage



and provide a healthy activity for participants and spectators alike. Are you passionate about your sport or activity? Do you know of an event that would help the local economy by bringing it home to your area?

We're here to help. Contact Peter Pikulski at the Vermont Sports Council, a division of the Vermont Convention Bureau, for more information at (802) 860-0606 ext 217 or email peter@vermont.org.

ReSOURCE YouthBuild Changes the Life of a Young Vermonter

Josh Couture was 23 years old when he enrolled at ReSOURCE YouthBuild in Burlington, Vermont in August 2009. He had dropped out of high school after the 10th grade and, having recently overcome homelessness and drug addiction, was ready to make a change in his life. ReSOURCE YouthBuild provides education, job skills training, and career development services to students between 16 and 24 years old who have not completed high school. Despite riding his bike over 30 minutes each day to get to school, Josh achieved an attendance rate of 98% during his 10 month enrollment. While at ReSOURCE YouthBuild, Josh was elected to his student Policy Council, complet-

ed an Intro to College Studies class at the Community College of Vermont, and represented the program at the 2010 YouthBuild Conference of Young Leaders in Washington DC. In June 2010, Josh graduated from ReSOURCE YouthBuild having earned his GED, PACT certification in Carpentry and Weatherization, and his Americorps Education Award. Upon graduation, Josh began a 2 week job shadow with Vermont Mechanical, Inc., a local HVAC contractor. VT Mechanical is one of ReSOURCE's most important industry partners, having signed a Letter of Commitment for the program's 2009 DOL grant offering job shadowing and placement assistance to program graduates.

During the 2 week job shadow, Josh proved to be reliable, hard-working, and technically skilled, and was rewarded with a full-time job offer. Today, Josh is earning \$14.00 per hour, driving a company truck, and on his way to becoming a foreman. "The YouthBuild staff made me feel welcome and respected and believed in me," said Josh. "They gave me new opportunities to expand my knowledge and skills inside and outside of the classroom. I wanted to show up every day to learn more and be surrounded by people who cared about my future."

For more information about ReSOURCE YouthBuild contact Andrew Joje at ajoje@resourcevt.org.

Linking Learning to Life

by Kerry Hill

Experience is not what happens to a man. It is what a man does with what happens to him." - Aldous Huxley

It is often difficult to put a price on experience. This has been a lesson I have not only encountered and learned, but now ironically begun to teach, during the first 5 months of my AmeriCorps experience.

I came to Linking Learning to Life on September 1, 2010 as a fresh college graduate with a dream of "changing the world." I was looking for something new, an experience that I wouldn't find in just any office setting. To this day, I can't imagine a more perfect opportunity. I was immediately thrown into the fast paced non-profit world of grants, programming, curriculum, networking, and most importantly, students. Although overwhelming to say the

least, I began to learn and absorb what was happening around me, the different problems and successes, jobs and potential projects. It took awhile, but after getting my feet firmly planted I really began to thrive.

Ironically, it is this very same feeling that I am now teaching everyday to students in three area high schools. In the TIPS (Training Interns & Partnering for Success) program we build a foundation of business skills through conducting interest inventories, writing resumes and cover letters, learning how to ace an interview, and discussing the basics of professionalism. After that, experience takes over. Students are placed in a 40 hour internship at a local business in a field of their choice. These interests can range from veterinary studies to auto mechanics, culinary arts to city planning. Our goal is to

allow these students to understand that experience really makes all the difference, no matter your age. It is the ability to get out of your comfort zone, challenge yourself, build self confidence and really look deep into yourself to find out what you want to do. It is the real life understanding and ability to take a passion, a hobby, or a dream and be prepared with the necessary skills to turn it into a job within the next few years.

As I sit grumbling at my financial situation, reapplying for food stamps, or sitting in the monthly two day trainings, I have realized that AmeriCorps and LLL have taught me something far beyond what I had expected. I am, like the students in my TIPS class, gaining experience. However, it is far more than just gaining this experience; it is learning what I, and they, will ultimately do with it one day.

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Energy Day at IBM a Timely Learning Experience

by Cari Kelley, Director of Leadership Champlain

Energy Day was hosted by IBM and Janette Bombardier, Senior Location Executive, Director of Site Operations and the Center for Enterprise Excellence, welcomed the class to the facility. We want to thank IBM for the generosity of hosting the day and making everyone feel welcome.

Mary Powell, CEO at Green Mountain Power (GMP), then briefed the class on GMP's strategy to move toward a cleaner and greener future and be cost effective. They embrace Vermont Yankee but ramp down our dependence over the life of the contract and ramp up cost effective renewables. We need to continue to build our relationship with Hydro Quebec. She and the team at GMP are looking at a Vermont utility-owned, generation of renewable energy and is focused on the return of investment of that model.

Matt Cota, Executive Director of the Vermont Fuel Dealers Association, presented the need for fuel dealers to provide a cleaner and greener product. He said that half of the homes in Vermont use heating oil and even in Vermont, they are losing market share. He explained the need for a lower sulfur product to be able to install higher efficiency equipment. He talked about BioHeat, which will result in reduced dependence on fossil fuels and dramatically increase local biofuel production.

Scott Johnstone from the Vermont Energy Investment Corporation was next on the agenda and he gave the history on the efficiency utility Efficiency Vermont. Their focus is lowering costs and the environmental impact through efficiency. Transition and the combination of the local economy and local jobs were the two themes that he asked the class to think about.

Karen Glitman from the University of Vermont Transportation Research Center shared her four key factors that are shaping the future, which are: energy costs, climate change, demographics, and funding. Transportation is the largest energy user in Vermont and she shared the statistics of why this is important.

Martha Staskus from VERA and Renewable Energy Vermont (REV) presented on adding renewable to the Vermont electric supply. She talked about the mission of Renewable Energy Vermont and what their members hope to accomplish regarding renewable energy in our energy future.

Before lunch, the class was divided into groups and asked to think about creative ideas around: Heating Conversion, Efficiency Improvement, Transportation Evolution, and Renewable Development. After lunch, the groups presented their ideas and created a great dialogue amongst the group.

Robert Dostis from GMP briefed the group on Smart Grid and how the participants will be impacted. Robert encouraged a dynamic discussion with the group around what they envisioned for the future to finish his presentation.

Janette Bombardier came back after lunch to describe to the class the smart grid that IBM uses and how it impacts them as a business. She talked about the reliability that IBM places on electricity and if the power goes down, they don't work, and that doesn't work in their competitive market.

The day concluded with a presentation by Jeanne Elias from the Vermont Department of Public Service talking about the regulatory perspective on smart grid. She explained how the Department of Public Service was involved in bringing smart grid to Vermont and why they felt it would be beneficial for Vermont consumers.

Thanks again to IBM for hosting the day and to Chris Cole from Green Mountain Power Corporation, who is the Leadership Champlain Board member who was in charge of planning this day. Chris did a fantastic job pulling together the leaders who are paving the way in the energy debate in Vermont.

Interested in Leadership Champlain for you or a colleague?

Applications for the 2011-2012 class are rolling out in March - be on the lookout!

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



New Programs Include Mountain Tourism Visitors, Fulbright Scholars, and Port of Montreal

The Vermont Council on World Affairs (VCWA) has some new and different programs coming this spring. First on the calendar is a program on the promotion of mountain tourism that starts on March 3. A group of 10 Russians from the mountain republics of Kabardino-Balkaria and Karachevo-Cherkessia, right near the border with Georgia and fairly close to the site of the 2014 Winter Olympics in Sochi, will travel around the state for three weeks. This region of snowy peaks, scenic valleys, crystal-clear water and fertile valleys has not developed alpine tourism as much as it would like, so the group will meet with a wide variety of tourist venues and experts in the promotion of Vermont as a year-round destination.

In mid April, the VCWA will host 50 Fulbright scholars from around the world for a 3-day seminar on "Living Sustainably: Vermont as an Incubator of Innovation in

Food and Energy." These Fulbright scholars, experts in diverse fields, will have a brief respite from their teaching and researching duties at their host institutions as they experience Vermont in mud season! They will hear why and how Vermont has positioned itself as an innovator in food and energy sustainability and how it plans to keep its edge in the future.

Finally, the popular Port of Montréal tour is back after several years on May 20, 2011. This is a unique opportunity for business people to learn about doing business in and with Canada. Tour the port and see how goods are off-loaded from a vessel all the way through to U.S. Customs clearance. At each stop, you will have the opportunity to view and discuss daily operations with transportation industry veterans. These and more programs of interest to everyone are on our website at www.vcwa.org.



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BUSINESS AFTER HOURS

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Champlain Valley Expo is Our Region's Entertainment Supercenter

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 24, 2011

Time: 5:30-8:00 p.m.

Location: Champlain Valley Expo
Blue Ribbon Pavilion
Essex Junction

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.



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-

March Business After Hours

2011 Silent Auction and Taste of the Chamber

Date: - Thursday, March 24, 2011

Time: 5:30-8:00 pm

Location: Champlain Valley Exposition
Essex Junction, Vermont

Our 19th Annual Silent Auction and Taste of the Chamber event will take place on Thursday, March 24, 2011 at the Champlain Valley Exposition. Hundreds of items will be available for you to bid on at our Silent Auction. As you peruse the items and decide what you just "gotta" have, sample a variety of delicious food items from local restaurants and caterers at the Taste of the Chamber.

Food:



Cotton Candy Connection, LLC



Drinks:



DJ:



2011 Official Gotta-Have-It Guide



Thursday, March 24 Silent Auction and Taste of the Chamber at 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 5 p.m. on March 23 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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