



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

Are you taking advantage of all we have to offer?

by Phil Schuman, Director of Membership Sales

Our goal at Lake Champlain Regional Chamber of Commerce is to provide area businesses with such a wide array of benefits that no matter what your individual needs may be, we can meet them! We aim to help you promote and develop your business, and in turn help the economy and region where we are all lucky to be able to live and work. Below is a brief overview of some of the benefits your Chamber membership offers.

Many different insurance programs can be accessed at discounted rates through your Chamber membership. Rather than enrolling in any of these programs directly as a small business, you are pooled together with all other Chamber members resulting in group buying power and deeper discounts. These include: Health Insurance, Workers' Compensation, Long Term Care, and Colonial Supplemental Insurance.

All businesses can benefit from increased business exposure. Our monthly Business After Hours networking events, new member luncheons, educational seminars, legislative breakfasts, annual dinner, annual golf tournament, exposure in this monthly newsletter, Chamber committees, and summer boat trip on the Spirit of Ethan Allen are all great ways to connect with the local business community and expedite

your prospecting and networking process. In addition, the Chamber helps thousands of callers and walk-in visitors each month find the products and services they are looking for just from within our membership.

Specific member discounts can help your bottom line. Significant savings on phone plans, software training, and ski and golf discounts that can be offered as a company benefit to employees all help in cutting costs on premier business expenses and employee benefits.

In addition, let your voice be heard in Government Affairs. Full time Chamber staff lobby the legislature providing advocacy for you and your business. Your concerns will be heard as legislation is developed and if we hear of upcoming legislation that might affect your business, we can let you know as soon as possible. There are also great opportunities to stay engaged in Government Affairs through our Regional Affairs and Government Relations committees.

We are able to stay at the cutting edge of technology. With the name "Vermont" in our invaluable domain name, this translates to your free enhanced business directory listing being easily found on any google search. Getting as many prospective customers and clients to your door is our aim! In addition, being actively

engaged in facebook and twitter feeds helps us complete a wide outreach for your business message.

Thank you for being a member of Lake Champlain Regional Chamber of Commerce! Please contact Phil Schuman at 802-863-3489 ext211 with any questions on any of the benefits you have read about here that you are not yet taking advantage of. We want you to make the most out of your Chamber membership, and realize the greatest return possible on the investment you have made in it. Thank you for enabling us to assist you in growing your successful business!

Did you Know...

The 19th Annual
YellowBook USA
Chamber Challenge
Golf Classic at the Basin
Harbor Club is June 2!



Check out page 6 for details!

Inside This Issue

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802.863.3489 • vermont@vermont.org

Many Reasons for One Membership

There are many reasons why individuals and companies join the Lake Champlain Regional Chamber of Commerce. For some, it is to take advantage of our education and training programs that run the gamut from individual seminars to executive education programs. For others, their reason for joining grows out of their intense interest in government affairs and their desire to be part of the most well respected business advocacy voice in Vermont. Still others join and maintain their membership to engage with their local communities and provide support and lend their expertise to the many non-profit groups that the Chamber is involved with. Whatever the reason and whatever the particular interest, the common variable for all members are the diversity of member benefits that can be accessed only through membership.

Staff at the Chamber is always on the lookout for new and interesting benefits to offer members. Recently, we added Long Term Care Insurance to our portfolio of insurance programs and a member to member discount coupon program to our web site. In coming weeks, we'll roll out a new affinity program through a national telecommunications provider that will give deep discounts for bundling voice, data and media. These will be added to the ever popular ski and golf discounts.

From time to time we need to remind members that "benefits" come in less traditional forms. For instance, if anyone has an interest in international affairs or if they wish to make connections with foreign visitors on a person to person basis, the Vermont



Tom Torti, President,
Lake Champlain Regional
Chamber of Commerce

Council on World Affairs brings over 100 visitors from around the globe to Vermont each year. The Foreign Ambassador Series brings diplomats to Vermont to discuss critical foreign policy issues. For members with an interest in making sure that we have well trained workers, they can become part of the Chittenden County Workforce Investment Board and help design programs that will allow our state and region to compete nationally and globally. Last year the Lake Champlain Regional Chamber of Commerce launched the Burlington Young Professionals Group (BTV YPG) as a way to connect with the next generation of business leaders in our region. Through social media outlets and face-to-face meetings, this group connects with over 700 rising stars.

Whatever your interest, your Chamber provides avenues for you to grow your business, explore your passions and to contribute to our community.

Questions or comments? Reach me at tom@vermont.org.

Showcase your business at our new waterfront kiosk!

by Matt McMahon, Regional Marketing & Tourism Director

It's that time of year! Burlington's Waterfront attractions and businesses are winding up for another busy summer season. As the sun emerges from the clouds of March and April, more visitors and Burlingtonians alike will be spending their days and evenings by the Waterfront. For the first time, our Chamber is counting down the days to an exciting new venture with the City of Burlington.

Beginning on May 28, we will be opening the doors to the Waterfront tourism center just steps from the Lake and many of the festivals, events, and other draws that Burlington is famous for. Although this is a new location, we pride ourselves on being ambassadors to incoming visitors—our staff has been operating Welcome Centers on Route 89 since 1998. During operational hours this summer season, there will be an experienced Chamber tourism professional ready to assist visitors with information and suggestions to help make a memorable stay in our region. Along with the Waterfront center, we will have a presence in the Waterfront Boathouse and North Beach Campground, two locations that serve as busy destinations in our area during the summer months.

If you are interested in reaching a diverse group of people this summer, inquire about how we can give your organization a great presence down by the Waterfront. With any questions, please contact Matt McMahon at 863-3489 ext. 208. Hoping to see you down by the lake this summer!

Take a Stand for Your Business: TAKE ACTION!

As the health care, energy and fiscal policy debates become more and more complicated, it is easy to step away, and 'let someone else get involved.' Despite that inclination, it has never been more important to be part of the debate. Legislators and policy makers are in the midst of deciding the fate Vermont's economy, and that affects you!

As a Chamber member, you can make a difference in the debate and become involved with our advocacy work. The Government Affairs Division for the Chamber advocates on your behalf at the local, state and federal levels of government. We have a full time presence at the Statehouse during the legislative session, regularly interact with local and regional officials and maintain strong relationships with our congressional delegation.

The Government Affairs team keeps you informed of potential laws and regulations that affect your business via a weekly legislative report, an end of the session summary and periodic action alerts. We formulate our positions on issues based upon a member survey and member input at our monthly board and committee meetings.

Your involvement in policy work could be as simple as offering input on specific legislation for us to share with policymakers or as involved as testifying at a public hearing. Various opportunities include the following:

- Become part of our "legislative partner" network to find out about opportunities to write or lend your name to letters regarding legislative issues, or testify in Montpelier.
- Serve on our policy committees: Our Regional Affairs Committee or Government Affairs Committee meet for just one hour a month featuring speakers ranging from local and regional leaders to state and federal officials.
- Serve on study committees: We typically meet during the summer and fall to develop and review our positions on various issues after a period of information gathering.
- Attend our Legislative Breakfast Series. Three breakfasts are held early in the year and feature our elected leaders, It's your voice that makes the difference!

For details, or to get involved, please contact Dawn Francis at 863-3489 ext. 210 or dawn@vermont.org.

Applications for Leahy Trade Assistance Grants are now Open!

by Seth Bowden, Director of Business Development at GBIC

The Vermont Global Trade Partnership is accepting applications for the Leahy Trade Assistance Grant program. VT businesses that have been in business for at least one year are eligible for these funds to assist with a wide variety of importing and exporting costs including:

A. Funding US Commercial Service Matchmaking Services Grant: The grant for Department of Commerce Matchmaking Services Grant is awarded to selected grantees in the form of a reimbursement. The Matchmaking Service Grant must meet the United States Department of Commerce criteria for qualification.

B. Funding Export Compliance Audit: The grant for an Export Compliance Audit is awarded to selected grantees in the form of a payment directly to the Approved Service Provider. Contact Vermont Global Trade Partnership for a list of Approved Service Providers. Granted funds must be used for an audit of an existing Vermont based business and taking place by July 31, 2011.

C. Funding Export Training Supplement: The Export Training Supplement is awarded to selected grantees in

the form of a reimbursement. The Export Training Supplement is in the amount of \$250. Granted funds can be applied against any approved regional, online, local, or overseas export related training seminar, and taking place by July 31, 2011.

D. Funding International Credit Reports: The grant for an International Credit Report is awarded to selected grantees in the form of a reimbursement. The International Credit Report is a service provided by a recognized international credit reporting agency on a case-by-case basis. Granted funds must be used for due diligence of an existing international transaction of a Vermont based business and taking place by July 31, 2011.

E. Funding International Trade Show Participation Grant: There are limited funding opportunities for participation by Vermont businesses in international trade shows.

Compliance with ITAR is also a qualified activity.

Applications can be found online at: www.economicdevelopment.vermont.gov/Programs/GlobalTrade/tab-id/121/Default.aspx.

MEMBER NEWS & NOTES

802.863.3489 • vermont@vermont.org

Camp Ta-Kum-Ta Provides Center of Calm and Fun for Children Afflicted with Cancer

For almost three decades Camp Ta-Kum-Ta has provided a safe, loving place where children from Vermont and New York who have or have had cancer can play, swim, share, and heal. In short, Camp T-K-T is where kids go to reclaim a childhood robbed by cancer.

At the very beginning Camp was just a great idea without a name. While in the Pediatric Oncology Unit at the hospital discussing the possibility of a camp where "kids with cancer" can just be "kids", one of the children still too young to attend exclaimed in frustration "but I want a camp to come ta!". The name was perfect, and eventually she did get her "Camp Ta-Kum-Ta". Today, she is one of the many survivors volunteer-

ing on staff!

Each year Camp Ta-Kum-Ta tries to squeeze in as many life experiences and memories as possible all year



long. Along with traditional camp activities such as swimming, athletics, ropes course, and arts & crafts, Ta-Kum-Ta offers once-in-a-lifetime opportunities such as rock climbing expeditions, hot-air balloon rides,

formal dances, and lake cruises. During the winter we have winter weekends, where kids go cross country skiing, snowshoeing, ice skating and much more.

Camp Ta-Kum-Ta's new home in South Hero, Vermont will enable our children and their families to grow in ways never thought possible. Our new home is beautiful and has the capacity to grow, but it will take a large commitment from the community to make this dream a reality for our special campers who attend Camp Ta-Kum-Ta.

Contact:

Ted Kessler, Executive Director
Hattie Johnson, Dir of Development
(802) 372-5863
tkdevelopment@aol.com

What's Happening in Your World: News From our Members

- Margolis, Healy & Associates (MH&A), a leading professional services firm specializing in higher education safety and security, announced that former Vermont Commissioner of Public Safety, Thomas R. Tremblay, has joined the firm as a Consulting Associate. From 2008 until January of this year, Mr. Tremblay served as the Commissioner of Public Safety under Vermont Governor James Douglas, and was responsible for the State Police, Homeland Security, Criminal Justice Services, and Fire Safety and Emergency Management. Previously, Mr. Tremblay was Chief of Police for the City of Burlington, Vermont. He began his twenty-four year career in Burlington in 1983 as a patrol officer and ascended the ranks to Chief. For more information about MH&A, please visit www.margolis-healy.com.

- New Life Hiking Spa was selected as the 13th most popular spa by Spas of America in their annual ranking of the Top 50 Spas. In addition, New Life was the only spa in New England to make the list.

New Life Hiking Spa is one of the oldest and most established destination spas in the country and has been set in the Green Mountains for over three decades. Long

regarded as one of the country's most affordable destination spas and for its award winning hiking and weight loss programs. "New Life Hiking Spa not only was the 13th most popular spa on Spas of America, it was also the most popular spa in Vermont and New England. New Life has been very popular with our audience. Their focus on providing guests with an award-winning hiking program, cooking demos and weight loss retreat results in helping guests make lasting lifestyle changes." says Craig Oliver, president of Spas of America.

New Life is open for the 2011 season from May 19 - October 2.

- Lund Family Center's 3rd Annual Mother's Day Ride: May 3, 2011. One of the season's first outdoor training rides with a distance for everyone - a family ride on the bike path, a 16-mile ride, a 30-mile ride, a 55-mile ride and plenty of festive activities and wonderful culinary treats. We even have a "virtual ride" for those who can't join us that day, but still want to be a part of the fun! Visit www.lundfamilycenter.org for more details.

May 19 - October 2.

MEMBER SPOTLIGHT

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Octavemode Music Studio Tunes In to the Psychology of Music

Octavemode Music Studio sells graphics encouraging the healthy benefits of music making online, available at www.cafepress.com/octavemode. Stuart Carter teaches his trombone, trumpet and piano students that music can help develop skills transferable to anything we do. He created these graphics for his students as a reminder.

Music is a complete and comprehensive feedback system. It involves reading graphic symbols, interpreting their meaning, manufacturing sounds through an instrument and then listening for the result. We correct, until our sounds turn into music. This self-discipline grows within a person as small bits of information, making healthy brain maps in the craft of creation. At first

At A Glance

Octavemode Music Studio
 105 Walnut Street
 Burlington, Vermont
 (802) 660-8524
www.octavemode.net

we cannot identify well what it is that we are doing. Each step of the journey requires a student's careful attention as we practice evaluating, until finally we create a beautiful musical product.

Music uses 21 areas of the brain to process the activity, more comprehensive a skill than any other activity measured that we know. Functional MRI studies tell us by the flow of blood in the brain how we use the brain. Examples

of the skills that we develop while playing music include, reading, listening, self-discipline, diligence, focus, mathematical, movement, coordination, social, and many, many others. The graphics are fun and available on clothing, totes, pillows, mugs, buttons, stickers, shirts, hoodies, mousepads, calendars, posters, coasters, aprons, banners, bibs, hats, clocks, pet supplies and much more!

Music is good for all ages, youth, adult and seniors benefit from taking private music lessons.

Stuart also offers lessons to help people understand how the psychology of music helps us through trombone, trumpet, piano and music composition in the Old North End of Burlington.

Social Media Lunch, Conversation, and a Book

We're bringing another social media lunch to Burlington, as part of the ongoing Social Media Breakfast club series (#BTVSMB). On Thursday, June 2nd, from noon-1:30 p.m., social marketing thought leaders Ann Handley, from Marketing Profs, and C.C. Chapman will come to the Hilton Hotel to talk about their new book "Content Rules."

Join us for an interactive discussion with Ann and C.C and bring your questions, thoughts and energy for a great chance to connect with a thought provoking social media authors.

You can find out more about "Content Rules" here: www.contentrulesbook.com/reviews/. Visit www.vermont.org's business calendar to view details and register for the event.

The lunch is sponsored by the Lake Champlain Regional Chamber of Commerce, Digalicious, PMG PR and #BTVSMB, with support from the Burlington Free Press and the Courtyard Marriot.

The cost of the event is \$60 per person and includes a copy of the book and a buffet lunch.

Questions about this event can be directed to Cari Kelley at 863-3489, ext. 227 or by e-mail at cari@vermont.org.

| Tourism & Referral Statistics – March 2011 | |
|--|---------|
| Williston Northbound Welcome Ctr. | |
| walk-in visitors | 21,522 |
| Williston Southbound Welcome Ctr. | |
| walk-in visitors | 14,863 |
| Burlington International Airport | |
| information requests* | 1,319 |
| phone calls | 837 |
| 60 Main Street | |
| mail requests | 513 |
| phone calls | 330 |
| Webs Statistics | |
| Site visitors for March | 25,399 |
| Page views for March | 123,657 |
| <small>* Reflects specific requests, not actual airport traffic, which is significantly greater.</small> | |

802.860.0606 • meetings@vermont.org

Just a Short Drive to the Golf Event of the Summer!

**Join us on Thursday, June 2, 2011
19th Annual YellowBook USA Chamber Challenge Golf Classic
at the Basin Harbor Club**



This year's golf event will once again bring together nearly 150 Vermont business leaders from both our public and private sectors to conduct business and play golf for one magnificent day at Basin Harbor.



Don't be late... the greens won't wait. Sign up today to play with your favorite foursome and enjoy a beautiful day on the course. The cost is \$750 per foursome or \$200 for individual players. Your fee will include unlimited balls at the driving range, green fees, golf cart, box lunch, great gifts and the very famous Lobster Bake Dinner.

There will be chances to win great prizes such as a brand new vehicle compliments of Willie Racine Inc., a set of Ping golf clubs and much much more. Each hole will be sponsored by a Vermont company with chances to compete for additional prizes.

Let's not forget the silent and live

auction! This year the auction will be loaded with many amazing items to bid on including many terrific trips for this summer.

Don't play golf but want to be part of the festivities? Sponsorship opportunities are available to showcase your company's products or services to our top business leaders throughout the day. Have some fun and sponsor a hole or put your name on the golf carts or golf tees. Sponsorship opportunities start at only \$250.

Photo of golf cart

Proceeds of this tournament will go to the marketing fund for the Vermont Convention Bureau (VCB). The mission of the VCB is to bring new meetings and events into Vermont to create economic impact. Just this past year the VCB has had many successes with events and meetings. The USA Triathlon, USA Hockey's Women's World Ice Hockey Championship, CYO Basketball as well as over 150 meetings across the state has been contracted by member properties to bring valuable tourism dollars into Vermont.

We're always looking for ways to support

tourism in Vermont and this year is no exception. A portion of the proceeds from this year's event will be donated to a hospitality business scholarship for a local Vermonter in Ted Bridges' name. Ted Bridges was a hotel veteran who was bigger than life in Vermont's hospitality industry. It's a pleasure to be part of keeping his legacy alive in the hospitality industry with this business scholarship.

So sign up now! This event will fill again this year to capacity so don't wait till it's too late.

To reserve your foursome, sign up to be a sponsor of this event or if you would like more information, contact Ronda Berns by email at ronda@vermont.org or by calling (802) 860-0606 ext 230. You may also register online on the Lake Champlain Chamber site at www.vermont.org.

We look forward to seeing you on the green on June 2!



Vermont Works for Women Gives Women a FRESH start!

Two new programs at Vermont Works for Women are expanding training and employment opportunities for local women.

FRESH Food is a culinary on-the-job training program. Led by Kitchen Manager Kali Alvarez, trainees learn all aspects of the catering and food preparation business by making healthy, nutritious meals for area daycare centers and supplying pork dumplings to A Single Pebble restaurant. Feedback from both the restaurant and day care centers has been positive. Regarding the meals her child is now receiving from FRESH Food, one parent at Robin's Nest daycare had this to say:

"I just wanted to tell you how amaz-

ing the lunches are! Please send my thanks to the people who are creating such fun, interesting and healthy food for my kids. They can't stop telling me how every day they are in the "clean plate club!" As a busy mom who works hard to provide nutritious food for my kids, it's really great to know that they are getting a great, healthy lunch at school."

FRESH Food has capacity to expand! If you know of a daycare center who would be interested in their services, or if you know a woman interested in this training, please contact Kali Alvarez at (802) 655-8900 ext 116 or kalvarez@vtworksforwomen.org.

FRESH Energy provides on-the-job

training in the field of energy efficiency and renewable energy. The program, launched in 2009, trains women to perform home energy audits, provide weatherization services, and install solar trackers (thanks to a partnership with All Earth Renewables and J.A. Morrissey).

FRESH Energy's BPI Certified Auditors will show you how you can get money back on energy saving measures like insulation and air sealing with Home Performance with ENERGY STAR Incentives from Efficiency Vermont. To schedule a Home Energy Audit today, contact Maura Campbell at (802) 655.8900, ext 506 or mcampbell@vtworksforwomen.org.

Big Picture South Burlington: School within a school

by Sarah Bertucci for Linking Learning to Life

How can high school inspire and empower our young people to be confident, contributing members of an ever-changing world? Big Picture South Burlington (BPSB) is an innovative school-within-a-school at South Burlington High School that is committed to answering this question every day.

At Big Picture South Burlington, students work with faculty to design their own individualized curriculum based on their passions, skills, and goals. Students learn through internships, independent projects, workshops, travel, and group experiences such as our yearly service learning trip. Students intern at organizations ranging from farms to fashion-design firms. One of our students taught mindfulness techniques to UVM professors interested in researching the techniques' ef-

fectiveness. Another has become a featured artist for Flashbags. Our students continue on to every type of post-secondary option, including enrolling in competitive Universities, entering the workforce directly, and embarking on traveling experiences.

How does BPSB create an educational environment that allows such exceptional student experiences? A big part of the answer stems from the Big Picture motto that "Education is Everyone's Business." We have amazing community partners, internship mentors, and volunteers who work with our students, inspiring them by being models of passionate, successful adults. Our close partnership with Linking Learning to Life has been pivotal to finding good internship placements and providing collegial relationships between BPSB and LLL staff members working

towards shared goals. We have found mentors and community organizations that generously contribute to our students, and those individuals and groups receive youthful energy, work, and perspective in return.

BPSB balances a relentless commitment to meeting each individual student's needs with a focus on sharing our practices to improve education for all students. We are part of a network of Big Picture schools that includes nearly 100 schools worldwide. Six of our students are presenting at the NESSC conference about their BPSB experience and the leadership they have taken to impact key decisions about our school. We envision an educational system that works to ensure the success of each individual student and the communities of which they are a part. Please contact sarah@bigpicturesb.net for more.

LEADERSHIP CHAMPLAIN

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Hmmm... What is Leadership Champlain?

by Cari Kelley, Executive Director of Leadership Champlain

Even though this program is 22 years old, I still get stopped by long-time and new Chamber members asking, "What in the world is Leadership Champlain?" Of course, since I manage this program, I am happy to explain the benefits that it offers to participants. Since this newsletter is focused on membership benefits and programs, I thought it would be beneficial to educate members on Leadership Champlain and how it helps participants and our community.

In a nutshell, Leadership Champlain is a community leadership program that focuses on educating future leaders about issues that the community is facing and how to engage. Each month is focused on a different community sector and the challenges they face. As an example, in October, we host Human Services Day. We take the opportunity to offer the Bridges out of Poverty training through the United Way of Chittenden County, and educate the participants on the challenges that people in poverty face. At the end of the day, we talk about how to help the class engage with non-profit organizations and use their skills and expertise to move our community forward.

The other topics that we tackle on our seminar days are: Criminal Justice, Government & Politics, Energy, Health Care, Business and our Economy, and Civic Engagement. Each of these sectors place challenges to the community and have an intricate role in ensuring we remain healthy and strong. Each of these sectors also have a direct impact on business, and in order to have a strong business community, we all need to be educated on our challenges and work together toward our future goal.

There are two more important pieces to Leadership Champlain. In the fall, the class is broken into small groups, given the title of a book on leadership to read, and given the name of a local leader that they are assigned to interview. The Leadership Champlain Board of Directors develops the list and asks the leaders to participate, and they are always honored to be asked. The groups read the book, complete the interview, and present what they learned about the leader's leadership style to the class at the December seminar day. This is always an inspiring day and the class truly appreciates this experience. The leaders that were interviewed by the Class of 2011 were: Mehran Assadi, President & CEO of National Life of

Vermont; Ernie Pomerleau, President of Pomerleau Real Estate; Karen Marshall, Connect VT; Jack Neuhauser, President of Saint Michael's College; Jacob Bogre, Executive Director of the Association of Africans Living in Vermont.

After the leader presentations, the class is then broken into new groups and given the proposals that we received from non-profit organizations for work that they request from the class. They need to select one project that they agree to work on and have completed by the seminar day in May. Working in two different groups give the class the opportunity to work with more of their classmates and build the friendships that become imperative for their future development.

If you have any questions regarding Leadership Champlain, I encourage you to call me at (802) 863-3489, ext 227 or contact me at cari@vermont.org. The brochure and application are available on the Chamber website at www.vermont.org.



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



Membership with the VCWA: Connecting Vermont to the World

You've probably seen the VCWA in the news, or bumped into us during what has been, and continues to be, one of the busiest stretches for programs in our almost 60-year history. So it's a great opportunity for us to speak briefly about membership and why your support goes so far. Here are some examples of what we do:

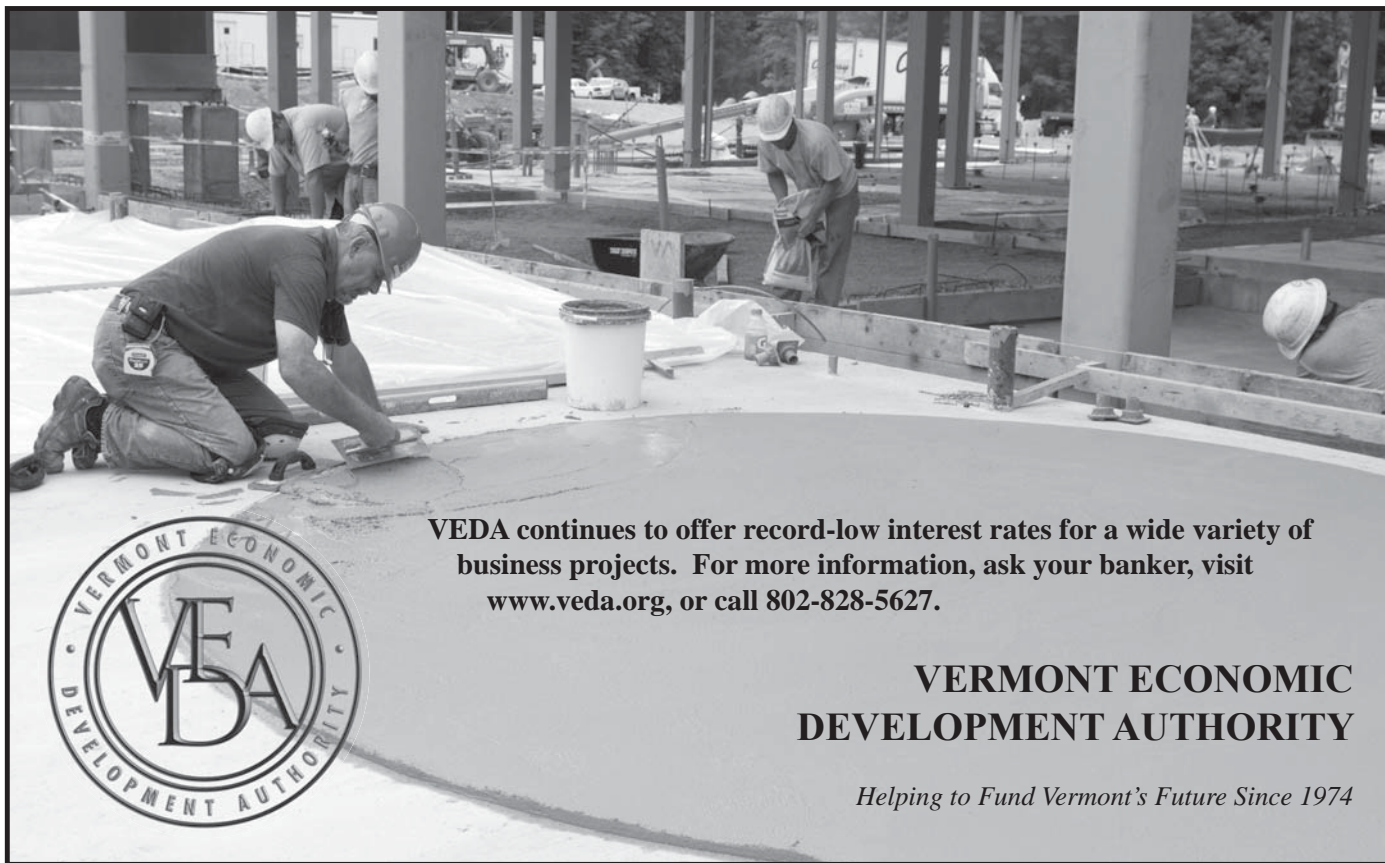
March 2-5: The VCWA hosted M. Jean-Francois Brakeland, a senior official at the EU for a program focusing on Environmental Law through the U.S. State Dept's International Visitor Leadership Program (IVLP). This visit included an extended visit to, and appointments at, Vermont Law School, where M. Brakeland met with students and professors who are helping increase its international profile.

March 13-16: We hosted a Polish group for a program focusing on International Law Enforcement and Cooperation. Their trip included attending the Burlington Rotary's Police Awards, meeting with Senator Leahy's staff, and ride-alongs with the Burlington Police Department.

March 3-24: The VCWA coordinated a Community Connections program about 'Promotion of Mountain Tourism' with a group of Russians from the Caucasus regions. This group lived with American host families and had a comprehensive program featuring appointments at most resorts in Northern VT and with some of our outstanding organizations such as the Vermont Convention Bureau, Vermont Department of Tourism & Marketing, and Ski Vermont, just to name a few!

March 28-30: Hosted and coordinated a program for the Iraqi Ambassador to the U.S., His Excellency Samir Sumaida'ie, where he met with the Vermont National Guard, spoke to the Vermont Legislature, met with Vermont Iraqis, gave presentations at Saint Michael's and Champlain Colleges (respectively) and dined with local business leaders to discuss current events in Iraq.

If you're not already a member, please consider joining to support our work across the region. Be sure to sign up for our bi-weekly eNewsletter at www.vcwa.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.

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BUSINESS AFTER HOURS

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Nectar's Dishes Up Original Food and Local Music

Submitted by Nectar's

Since 1975 Nectar's has been an anchor of the local Burlington community. It was founded by Nector Rorris and he laid the foundation for Nectar's to be the place in Burlington to grow and nurture the local music scene. The current ownership is committed to continuing this tradition in Burlington. We opened a new venue in the summer of 2009 on Martha's Vineyard and finalized the purchase December 2010. With the success of the Martha's Vineyard Nectar's we are now actively looking to open our third location.

Nectar's continues to be a safe haven for local musicians in Burlington and beyond. Our contributions help us benefit from the myriad other individuals and businesses that make up the diverse, original, and vital environment that IS the Burlington music scene. On any given night you can see and hear great, original music from musicians that are just beginning their artful journey to touring national acts that once started at a place like Nectar's in their hometown.

Since 2003 new ownership has helped to expand what Nectar's offers with a variety of upgrades including a state-of-the-art sound system, multiple high-definition screens throughout, new furnishings providing a cleaner more versatile experience, 24 draft beers which include an impressive selection of Vermont craft beers, and a new menu with a focus on local fare, including burgers made from house ground local beef.

The newest edition to the Nectar's

Business After Hours

Date: Wednesday, May 18, 2011

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

Location: Nectar's &
Club Metronome
182 Main Street, Burlington



brand is Nectar's Presents. This is a full service live event production/planning company. Since its inception less than a year ago, we have produced events and/or concerts for Gov. Shumlin's inauguration, Mt. Snow, Stratton, Dealer.com, Burlington Discover Jazz Fest, UVM athletics, UVM 2011 Spring Fling, as well as Government Mule and Little Feat Concerts in Negril, Jamaica.

Please keep us in mind for your next event, whether it's a 20 person fundraiser or a corporate party for 2000, we will deliver!

Hope to see you soon and thanks for your support!

Think you know everything?

PROVE IT!

Join us at the May Business After Hours at Nectar's and play our first Chamber Trivia Night. There will be Chamber/Nectar's/local trivia questions, with prizes that will be included throughout the night at Nectar's.

If you would like to donate a prize for Chamber trivia night, the providers of those prizes will receive several mentions throughout the night at the event.

Contact adam@vermont.org with any questions or to donate a prize. "Catch The Mania - Pub Style Trivia" on May 18 at Nectar's in downtown Burlington. There is no need to sign up for the chamber trivia night, it will be a free flowing event, plenty of opportunities for networking too!



TOP HAT
ENTERTAINMENT



Join us for our May Business After Hours event at Nectar's in downtown Burlington on May 18th!

Featuring the first ever Chamber Trivia Night event with Top Hat DJ. Great food, great drinks, and plenty of networking with other business people.

Amazing door prizes, 50/50 raffle to benefit Spectrum Youth & Family Services, and a secret prize for trivia night winner!

Nectar's & Club Metronome
182 Main Street in Burlington, Vermont



Wednesday, May 18 Business After Hours at Nectar's

- 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 May 18 to:
LCRCC, 60 Main Street, Suite 100, Burlington, VT 05401
Fax this form to (802) 863-1538 or register online at www.vermont.org
Pre-registration is encouraged but not required. All payments are non-refundable.



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