



ADDISON COUNTY
Economic Development Corporation
Great starts here.



Former ACEDC President, Marie Jewitt, and Executive Director, Fred Kenney thank outgoing board members Mark Bellinger of Collins Aerospace and Sas Stewart of Stonecutter Spirits during the ACEDC annual meeting

Hi

Please take a moment and enjoy our Winter 2020 Newsletter. In this update, we look at expanding your business through international export and share some resources to help you get started. We are bringing back our popular Quickbooks Drop-in Sessions, the U.S Census Bureau is hiring, and if you have a moment please take our (very short) **survey** regarding the needs of your business.

Enjoy,
ACEDC

From the desk of the Executive Director

Consider International Export

As you think about ways to grow your business, consider a plan to increase the sale of your product or service through exporting. Given the size of the market within Vermont, most companies must sell outside Vermont, and many must consider exporting outside the U.S. According to the US Small Business Administration, less than one percent of America's 30 million companies export – a percentage that is significantly lower than all other developed countries. U.S. companies that do export, 58 percent are only one country.

Why Consider Exporting?

- **Access.** Today, improvements in trade finance, the Internet, and trade agreements have dramatically increased access to markets worldwide.
- **Demand.** More than 70 percent of the world's purchasing power is located outside

of the United States. Your competitors are increasing their global market share, and you can too.

- **Profitability.** Exporting can be profitable for businesses of all sizes. On average, sales grow faster, more jobs are created, and employees earn more than in non-exporting firms.
- **Competitive Advantage.** The United States – and especially Vermont - is known for its high quality, innovative goods and services, customer service, and sound business practices.
- **Risk Mitigation.** Most companies that export have an easier time riding out fluctuations in the U.S. economy and are more likely to stay in business.

Your company may not be ready to export today, but getting prepared for that next step should be in your business plan. Here are a few [resources](#) to get you started, or feel free to reach out to [me](#) directly if you have any questions.

Thank You,
Fred Kenney

ACEDC Updates

- [ACEDC Announces New Board Member and Officers](#)
- [Four BGS Grants Awarded to Addison County Businesses](#)
- [ACEDC brings back QuickBooks Drop-in Sessions](#)
- [Regional Development Corporations of VT submit Workforce Summit Report to Administration](#)
- [Take our \(very short\) Addison County Business Survey](#)
- [Join us for our event at Middlebury College \[How to Hire a Middlebury College Intern\]\(#\)](#)



Photo: Governor Phil Scott & Executive Director Fred Kenney during our Work Development Summit

New Worker Relocation Grant Program Launches

The New Worker Relocation Grant Program was created by the Vermont Legislature to encourage workers to move to Vermont to work for Vermont companies. If you know someone looking to move to Vermont on or after January 1, 2020, to work full-time for a Vermont employer, they may be eligible for this program.

[Read more and check your eligibility →](#)

Welcome to our newest member

[Lake Champlain Maritime Museum](#) is a research and educational institution dedicated to preserving and sharing the extraordinary cultural and natural

resources of Lake Champlain. They inspire children and adults through world-class nautical archaeology, robust educational programs, and full-sized and operational replica



Lake Champlain
**MARITIME
MUSEUM**

Our Members in the News

- [Green Mountain Power & Co-operative Insurance Companies named as one of the Best Places to Work in Vermont 2020](#)
- [Vermont Cider Company to Launch Viva Spritz in Spring 2020](#)
- [Collins Aerospace awarded 5-year Navy contract](#)
- [Vergennes affordable housing complex takes shape](#)



REP. PETER WELCH tours Bee's Wrap factory in Middlebury. Welch regularly makes the rounds of Vermont businesses to take the pulse of the economy and of the community at large.

Courtesy of Addison Independent photo/Steve James

Community Business News

- [Vote for Best of Business Awards](#)
- [A new collaborative promotes local food](#)
- [Transportation and Climate Initiative](#)
- [What's ahead for Vermont's 2020 legislative session](#)



Governor Phil Scott talks with Job Corps student, Caiden Myer, during our Work Force Development Summit

Events

Community and Statewide Events

2/6 [Hannaford Career Center Open House](#)

2/6 [Transportation and Climate Initiative Public Meeting - Burlington](#)

2/10 [Addison County Grange Legislative Breakfast: Middlebury Regional EMS](#)

2/10 [ACEDC and Middlebury College Present: How to Hire a](#)

Middlebury College Intern

2/11 Addison County Chamber of Commerce: Recruiting in a Tight Labor Market

2/12 Mining for Opportunities - Springfield

2/12 Understanding the System for Award Management (SAM)

2/20 Hannaford Career Center: Sewing Machine Basics

2/20 HUBZone Certification Program - Bennington

2/24 Addison County Grange Legislative Breakfast: Firehouse

2/27 **ACEDC: Quickbooks Drop-in Sessions**

3/5 Hannaford Career Center: The Makery Tool Training

3/5 Tackling Food Waste: Basics for Businesses

3/9 Addison County Grange Legislative Breakfast: Platt Memorial Library

3/23 **ACEDC: Quickbooks Drop-in Sessions**

4/4 - 4/5 Made In Vermont Marketplace

Employment Opportunities

- U.S Census Bureau
- Architectural Designer/Architect
- Free 8 Week UVM Training Program
- Northlands Job Corps

Highlighted Partner: Federal and State Export International Trade Partners & Resources

Expertise and Programs:

U.S. Commercial Service: The USCS, part of the US Department of Commerce, can provide Country Commercial Guides, Trade Data and Analysis, and Business Matchmaking Services at no or low fees.

Vermont International Trade Division: Provides access to educational seminars, trade show participation, technical assistance, and one-on-one consulting services.

Vermont Agency of Agriculture: Works with food, beverage, and forestry businesses to develop domestic and international markets through financial assistance, education, research, market-entry, and promotional assistance.

Funding and Resources:

State Trade Expansion Program (STEP): Reimbursable grant program to



support entry into foreign markets or expand international export activity through trade shows, trade missions, market research, and export education.

ExportTech: Twelve-week program to help businesses develop a proactive, strategic approach to exporting. The next program, taught by the Vt Manufacturing Extension Center, is scheduled to start on March 31.

Trade Show Assistance Grants: Matching grants to assist agriculture and forestry businesses to identify, plan, exhibit, and sell Vermont products at out-of-state trade shows.

Contact & Learn More

ACEDC Resources
Services
Membership
Employment Opportunities
Local Properties
Events



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ACEDC activities are made possible, in part, by a grant from the State of Vermont through the Agency of Commerce and Community Development. Loan programs are made possible by USDA/Rural Development. ACEDC is an equal opportunity service provider and lender, with all services and funds available on a non-discriminatory basis.