Regional Priority Projects Scoring Matrix: Addison County: December 2021

			Champlain Valley Food Hub	Aqua ViTea Beverage Hub Incubator	LCMM Exhibit Building Accessibilityt Project
	Project name:		Champlain Valley Food Hub	Aqua ViTea Beverage Hub Incubator	LCMM Exhibit Building Accessibilityt Project
2.0	Type of Project: (For Information Only - Not Scored)	Type and subtype from the Project Information Form	Infrastructure: Food System General Development: Commercial Business Development	Site/Facility Development for Specific Business Workforce Development Business Development	Other: Non-Profit Infrastructure
3.0	Project Sponsor:	Name Address Contact of person submitting project information	ACORN Network PO Box 404, Bristol, VT 05443 info@acornvt.org 802-382-0401	Aqua ViTea 153 Pond Lane Middlebury, VT jeff@aquavitea.com 802-453-8590	Lake Champlain Maritime Museum susanm@lcmm.org
4.0	Project Principals:	Name, Address, Contact Info	Lindsey Berk Executive Director 8 Rossiter St, Brandon, VT 05733 lindsey@acornvt.org 802-382-0401	Jeff Weaber Chief Operating Officer AquaViTea 153 Pond Lane Middlebury, VT 05753 chip@aquavitea.com 802-453-8590	Chris Hale Director of Facilities LCMM 4472 Basin Harbor Road, Vergennes, VT 05491 chrish@lcmm.org 802-881-9351
5.0	Project Description:	Description	ACORN is applying for funding to build a zero-carbon food hub in Middlebury, the seat of the Champlain Valley's robust agricultural region. The Champlain Valley Food Hub will be a centralized digital and physical space that facilitates the sales, aggregation, and distribution of locally produced food products to local wholesale markets. There is also the opportunity to partner with urban-focused businesses such as Farmers to You that bring Vermont products to metropolitan areas. The Food Hub will have cold and dry storage capacity, serve as an address for freight deliveries for remote farms, and serve as a distribution space for ACORN's Farmacy Food is Medicine program as well as create other aggregated CSA opportunities. The Food Hub may also include space for a commercial kitchen for new and emerging food businesses, such as a tortilleria that would be used by the migrant Latinx community. The Champlain Valley Food Hub will work in conjunction with ACORN's Online Wholesale Market that uses the Local Food Marketplace platform to aggregate specialty crop producers' inventory online to make it easier for wholesale buyers to purchase products and receive one invoice. In November 2021, ACORN hired a part time market manager for the platform, has secured bookkeeping assistance and has funds for another part time support staff to help with distribution to wholesale buyers as needed.	Aqua ViTea seeks to be a hub for incubation of beverage startups in Vermont. We currently have partnerships with beverage startups in Vermont in which we provide a host of services to launch their business including sales and marketing, distribution, lab analysis, product formulation/development, and manufacturing. Aqua ViTea seeks to increase our efforts in startup incubation and production by making the necessary capital equipment purchases and leasehold improvements to upgrade our facility and support in-house production while maintaining best-in-class food safety as outlined in the Food Safety Modernization Act (FSMA). Currently, our production of canned products is outsourced to an out-of-state firm who provides canning services at our facility with their own equipment. The project will require purchasing our own canning line as well as other equipment and leasehold improvements to expand and support production capacity such as beverage analysis tools, centrifuge, expanded cooler space for product storage, clean room, tray former, shrink wrap machine, and freezer. Canned beverage products will be the majority of our business going forward and will be the product format for most of our beverage incubation projects. Therefore, it is essential that we bring this production in-house. The feedback from our partners is that they love working with us, but one obstacle to further expansion with them is our pricing model. Since Aqua ViTea outsources canning production, we face an obstacle of being able to provide competitive pricing in the market. However, our partners report that the services we provide are nonetheless hard to find. Investing in a canning line and related capital equipment and leasehold improvements opens the door for us to bring our prices down and offer competitive pricing with our partners. In addition, these capital improvements will attract additional companies to want to partner with us. This solidifies our plan of bringing additional jobs and business opportunities to the State of Vermont. Further, this project will lower the barrier to entry for beverage startups and allow them to gain additional traction in the market. The second component of the project includes workforce training to operate the new canning line and additional production equipment. We are creating a workforce training program with the Vermont Training Program to properly carry this out. Training will include in-person instruction from the equipment supplier and from our Operations Team listed above on how to properly operate the equipment.	Lake Champlain Maritime Museum will renovate an exhibition exhibit building and make improvements to campus accessibility to draw more tourists to rural Addison County.
6.0	PROJECT PURPOSE AND BENEFITS:	The degree to which the project builds capacity within the region for improved regional development/economic development/community development, including: advancing workforce development; expanding entrepreneurship efforts; supporting or enhancing existing business clusters within the region. (Other economic/community development project types are welcome, but these will score the highest for this criteria.)	3.5	4	3
7.0	PROJECT TIMELINE, MILESTONES, AND STATUS:	The degree to which the project is prepared to get underway, including factors such as site control, engineering and design; permitting, and funding identification and commitment.	3.5	2.5	4
8.0	PROJECT PRINCIPAL EXPERIENCE:	The degree to which project principals have successfully executed previous projects, managed grant funds or developed successful business models.	3.75	3.75	4
9.0	PROJECT SUPPORT AND REGIONAL NEED:	The degree to which the project is consistent with identified goals and strategies in local and regional plans, advances regional needs identified in reports, plans and public forums, and has community support and engagement.	4.75	3.75	3
10.0	PROJECT COST, IDENTIFIED AND COMMITED FUNDS/FINANCING, AND FUNDING GAP:	Degree to which information includes total project cost, a simple sources and uses chart, description of the amount of funds/financing that have been identified and a clear status of the funds (Received, committed, applied for, identified, etc.), the dates of receipt, commitment, application, expected distribution, etc, and clearly identifies any funding gap.	2.5	2.75	3
		The degree to which the project is compatible with the requirements and goals of available funding sources (NBRC, EDA, CDBG, USDA etc.)	4	2.75	3
11.0	JOB CREATION: (Scoring: 5: 51+ 4: 21-50 3: 11-20 2: 1-10 1: <1)	Number of full time jobs directly created or retained by project.	2	4.25	2
	(Scoring: 1-5 with 5 being best)	Quality of benefits and overall benefits package to accompany jobs to be created/retained	1.75	3.75	2
	(Scoring: 5: 11% or more above median wage for the region 4: Between 0-10% above median wage for the region 3: At median wage for the region 2: Between 0-10% below median wage for the region 1. 11% or more below median wage for the region)	Wages compared to region	1.75	3	2
	TOTAL SCORE		27.5	30.5	25.25
	PRIORITY		6	4	9

			Community Child Care Expansion Project	Purpose Energy: Middlebury Resource Recovery Center	Vermont Livestock Slaughter & Processing
2.0	Type of Project:	Type and subtype from the Project Information Form	Infrastructture: Public Facility Workforce Development Other: child Care expansion	Infrastructure: Wastewater; other	Site/Facility Development for Specific Business Workforce Development
3.0	Project Sponsor:	Name Address Contact of person submitting project information	Otter Creek Child Care Center, Inc. 150 Weybridge St Middlebury, VT 05753 office@ottercreekcc.org 802-388-9688	Middlebury Resource Recovery Center, LLC ("MRRC") 183 Industrial Avenue Middlebury, VT 05753 (developed and managed by PurposeEnergy, Inc.)	Vermont Livestock Slaugter & Processing 76 Depot Rd vermontmeat@gmail.com 802-877-3421
4.0	Project Principals:	Name, Address, Contact Info	Linda January Executive Director 150 Weybridge St Middlebury, VT 05753 linda@ottercreekcc.org 802-388-9688	Eric Fitch Manager of MRRC and CEO of PurposeEnergy, Inc. fitch@PurposeEnergy.com Cell: (617) 224-8747 PurposeEnergy, Inc. P.O. Box 4345 Windham, NH 03087 Phone: (844) DIGESTER.	Tad Cooke Biological Capital Project Lead 1530 16th St, Suite 350 Denver, CO 80202 tcooke@biologicalcapital.com 802-238-7209
5.0	Project Description:	Description	The Community Child Care Expansion Project is a cooperative effort of families, Otter Creek Child Center, College Street Children's Center, Middlebury College, the Early Care and Learning Partnership, Champlain Valley Early Head Start, Let's Grow Kids, Building Bright Futures, area employers, educational institutions, and towns. It is a response to a decade-long concern by families and employers about the lack of high-quality affordable care. This project addresses an urgent need for infant and preschool-age childcare in our community and will provide an important boost to the local economy. This project will also create a replicable model for public-private partnership to address a chronic issue that is fundamental to the health and wellbeing of Vermont families, and crucial to economic growth and development in predominantly rural areas. Our goal is to demonstrate to other counties in Vermont that it is possible to engage large employers, land owners, NGOs, town governments, and others in efforts to create thriving childcare environments that will provide a positive return on their financial support and investment of relevant expertise. Such an effort is not as simple as starting a business or building a facility – it is about designing a holistic programmatic response at a community scale for an issue that impacts the entire state.The project includes: A state-of-the art, 12,000+ square foot building (part renovation, part new construction); *ADA compliant; *serving 140 children ages six weeks to five years; *within a one-mile radius of the two largest employers in Addison County; *serving a cross section of families of all income levels, cultures, and backgrounds; *creating 28 new jobs; *serving as a workforce development hub for the early care and learning industry; and *a learning lab for high school and college students.	MRRC is an industrial organic waste treatment center that will convert food and beverage waste into renewable energy and treated water. The facility, which will be located at 183 Industrial Avenue, Middlebury, VT, will consist of: an anaerobic digester; a generator to produce renewable electricity from digester biogas; and related improvements including a building and piping. Companies including Agri-Mark (Cabot), Otter Creek Brewery, Vermont Cider Company, WhistlePig Distillery, Casella, Ben & Jerry's, and others, will rely on this critical infrastructure under long-term contracts to manage and treat organic waste from their operations. The project is fully permitted and shovel ready. Secured permits and approvals include: • Section 248 Certificate of Public Good • Act 250 Land Use Permit • ANR Wastewater Pretreatment Discharge Permit • ANR Air Quality Permit • Middlebury Industrial Discharge Permit • Executed Interconnect Agreement with Green Mountain Power • Standard Offer Power Purchase Agreement (20-year term)	Vermont Livestock Slaughter & Processing, LLC (VLSP), located at 76 Depot Road, in Ferrisburgh, VT has been owned and operated by Carl Cushing for fifteen years. The business is one of only seven USDA-inspected slaughter and processing facilities in Vermont. Clientele and Market VLSP plays a critical role in Addison County, and across New England, serving farmers from New York to Maine. VLSP is widely considered the premier operator in Vermont by its customers and peers, but its future is tenuous. The story of VLSP is reflective of the forces at play across the entire United States farming landscape. As small farms shut their doors, or consolidate with large corporations, small slaughterhouses have followed. Large farms tend to contract with industrial-scale slaughter and processing facilities – facilities that look and operate much differently than VLSP. Those businesses often can't, or won't, make accommodations for the many small family farms that remain in New England. As is the case with many food system complications, this problem is cyclical and self-reinforcing. Small farms that can't find businesses to process their livestock are often left with no other choice than to close or consolidate, ultimately leading to corporate facilities taking an even larger piece of the market. The past two years have shown the harsh consequences, affecting small and large farms alike, of relying on large corporate facilities. With sudden closures of large slaughterhouses due to COVID-19 outbreaks, farms were left with few alternatives for processing, and many large operations across the country were forced to compost their livestock. For food systems to thrive, it is of utmost importance to support independent, small, local processing facilities. The success of small, adaptable facilities like VLSP is in many ways the keystone of distributed food systems. Small livestock farms still exist, but their permanence is inextricably linked to slaughter and processing businesses. VLSP presents a prime opportunity to reinforce this facet of the sustainable food system in New England.
6.0	PROJECT PURPOSE AND BENEFITS:		5	4	4
7.0	PROJECT TIMELINE, MILESTONES, AND STATUS:		3	5	4
8.0	PROJECT PRINCIPAL EXPERIENCE:		4	4	3
9.0	PROJECT SUPPORT AND REGIONAL NEED:		5	5	4
10.0	PROJECT COST, IDENTIFIED AND COMMITED FUNDS/FINANCING, AND FUNDING GAP:	Degree to which information includes total project cost…	4	5	3
		The degree to which the project is compatible with the requirements and goals of available funding sources…	4	3	3
11.0	JOB CREATION:	Number of full time jobs directly created or retained by project.	4	3	2
		Quality of benefits and overall benefits package to accompany jobs to be created/retained	3	4	3
		Wages compared to region	3	4	3
	TOTAL SCORE		35	35.75	29.5
	PRIORITY		2	1	5

			Grand Senior Living at Vergennes Expansion	Dubois Dairy	Town of Salisbury- Salisbury Town Hall Renovation
2.0	Type of Project:	Type and subtype from the Project Information Form	General Development: Residential Site/Facility Development for Specific Business	General Development: Industrial/commercial Site/Facility Development for Specific Business Business Development	Infrastructure: Public facility
3.0	Project Sponsor:	Name Address Contact of person submitting project information	Danial Hassan Owner 508-813-6601 dhassan@grandseniorliving.com	Dubois Dairy Products 303 Racquet Club Road Apt 312 Weston, FL 33326	Town of Salisbury P.O. Box 66 Salisbury, VT 05769 (802) 352-6671
4.0	Project Principals:	Name, Address, Contact Info	Danial Hassan Owner 508-813-6601 dhassan@grandseniorliving.com	George Clair 303 Racquet Club Road Apt 312 Weston, FL 33326 gaclair@gmail.com	Glenn Andres (acting chair, Town Hall Committee) P.O. Box 18 Salisbury, VT 05769 (802) 352-6671 andres@middlebury.edu Paul Vaczy (Chair, Salisbury Selectboard) P.O. Box 66 Salisbury, VT 05769 (802) 352-9883 pvaczy@myfairpoint.net
5.0	Project Description:	Description	Existing 200 year old property, operating as a residential care home for past fifty-five years. Acquired on 01/10/2019. Grand Senior Living plans to re-develop it into an 83-bed (55 unit) assisted living and memory care community. Located in Qualified Opportunity Zone (2017 federal tax law capital gains benefits). Located in a Designated Downtown, one of twenty-four in Vermont (eligible for a variety of local, state and federal benefits). Feasibility study (updated in May 2021) indicates strong demand for planned project. Will be organized to partially transition to an employee owned company (EOC) at time of Y5 refinance. Staffing increases from 18 FTEs to 48 FTEs	Dubois Dairy Products (DDP) is engaged in assembling the assets needed to develop a successful dairy processing plant for specialty milk products such as conventional and organic cow milk, goat, and sheep milk into high-grade milk powders. DDP is in negotiation with farmers, investors, engineering experts and strategic partners to accomplish the goal of building a state-of-the-art facility and a dairy company with exports of 20,000 metric tons of milk powder-based products per annum. The total capital investment in the project is estimated to be $120 million for the development of phase one. Phase two and three expansion stages are forecasted at $30 million, which will include capacity increases and UHT production capabilities. The team I have assembled has a lifetime of experience in dairy and related industries. It includes BODCO Ltd. Director Brian Wagstaff, and Hans Andersen, Dairy Engineering Consultant. We have all been engaged independently in the dairy and agricultural value chain- from farming and breeding, to managing the building of green field process plants, to trading in processed dairy and Agri-products - and in providing the financial backbone to innovate and implement our worthy goals. All respected in their fields and have notable track records. Most of the investment capital in DDP, will come from US entities and private funds. The remainder of the capital will be held by strategic international partners. Long-term funding techniques, such as Bond Issues, are currently being implemented. The mid-term strategy is to create an integrated dairy processor with consumer packaging and international distribution capabilities. The longer-term strategy is to grow the business to become an organic and "green" brand leader in selected international markets.	Upgrade Town Hall
6.0	PROJECT PURPOSE AND BENEFITS:		3	5	2
7.0	PROJECT TIMELINE, MILESTONES, AND STATUS:		2	3	2
8.0	PROJECT PRINCIPAL EXPERIENCE:		2	4	2.25
9.0	PROJECT SUPPORT AND REGIONAL NEED:		4	5	3
10.0	PROJECT COST, IDENTIFIED AND COMMITED FUNDS/FINANCING, AND FUNDING GAP:	Degree to which information includes total project cost…	3	3	2.25
		The degree to which the project is compatible with the requirements and goals of available funding sources…	3	4	3
11.0	JOB CREATION:	Number of full time jobs directly created or retained by project.	4	5	1
		Quality of benefits and overall benefits package to accompany jobs to be created/retained	2	3	2
		Wages compared to region	2	3	1.75
	TOTAL SCORE		26.25	31.25	19.25
	PRIORITY		8	3	11

			Town of Shoreham-Farnham Property Development	EcoGlobal Manufacturing Facility
2.0	Type of Project:	Type and subtype from the Project Information Form	Gen development- Mixed	Gen development- Industrial/commercial Site/Facility Development for Specific Business Business Development
3.0	Project Sponsor:	Name Address Contact of person submitting project information	Town of Shoreham	EcoGlobal www.ecomats.com
4.0	Project Principals:	Name, Address, Contact Info	Steve Goodrich, Chair Shoreham Select Board 297 Main Street Shoreham, VT 05770 P:(802)897-5841	Caleb Rick CEO, EcoGlobal caleb@ekomats.com 802-777-8500
5.0	Project Description:	Description	Master Development Plan to develop the Farnham property as a mixed-income housing and mixed-use area.	EcoGlobal, LLC, a federal HUB Zone certified small business with offices in Chelsea, VT, is leading North American expansion of a proprietary manufacturing technology that uses compression upcycling of single use plastic film and flexible packaging to produce recyclable products. ACEDC will assist EcoGlobal to complete a feasibility study of the viability of building their headquarters and a two-line production facility on rail-accessible land owned by Middlebury College in Middlebury, Vermont. EcoGlobal has worked with the Town of Middlebury, Middlebury College, state and regional officials over several years to develop the concept and identify a potential location. The company has also undertaken years of research and exploration of the product market. ACEDC received a USDA/RD Rural Business Enterprise Grant to retain PDR Development, a Vermont-based business and manufacturing consultant, to work with EcoGlobal over a six-month period to create and deliver a comprehensive feasibility study (due June 2022), designed to inform next stage planning and investment. EcoGlobal's proposed Ekopolimer facility aligns with rural economic development goals including workforce development and better opportunity for unskilled workers. The feasibility study itself will involve several local firms including consultants and engineers. If the project goes forward, it will support many local businesses including design and engineering firms, constructions firms, legal and accounting firms, the railroad, and single-use plastic collection entities, and area farms. It would also involve partnerships with Middlebury College, such as Environmental Studies and other internships and research. The resulting project could create up to 180 new jobs (100 production, 40 support/technical, 40 administrative) over a period of 5-10 years and play an important role in strengthening rural economic development in the region. The production process also achieves important environmental outcomes -- diverting single use plastic films, including agriculture film, from the landfill to produce recyclable products.
6.0	PROJECT PURPOSE AND BENEFITS:		5	4
7.0	PROJECT TIMELINE, MILESTONES, AND STATUS:		3	2
8.0	PROJECT PRINCIPAL EXPERIENCE:		2	4
9.0	PROJECT SUPPORT AND REGIONAL NEED:		4	4
10.0	PROJECT COST, IDENTIFIED AND COMMITED FUNDS/FINANCING, AND FUNDING GAP:	Degree to which information includes total project cost…	3	3
		The degree to which the project is compatible with the requirements and goals of available funding sources…	3	3
11.0	JOB CREATION:	Number of full time jobs directly created or retained by project.	1	5
		Quality of benefits and overall benefits package to accompany jobs to be created/retained	2	3
		Wages compared to region	2	2
	TOTAL SCORE		24	29.25
	PRIORITY		10	7