



Commerce Connection

Business Is Good

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May 2018



This edition of the Vermont Chamber's monthly newsletter is sponsored by:

Vermont Systems

Specializing and developing software products for managing recreation and parks operations for municipal, county, state, and federal military governmental entities. [The software](#) is marketed to private businesses with similar needs, such as golf courses and fitness centers.



Business Expo - May 24' Register for Free Now!

Get ready for the Vermont Chamber Business Expo on **Thursday, May 24, 2018** at the DoubleTree By Hilton Hotel Burlington (formerly known as the Sheraton). [Online attendee registration](#) is FREE through May 18.

New for 2018:

- More business education seminars
- Tasting area on the second floor
- Additional networking time, with the statewide networking After Party (4-6 pm)

View the [Schedule at a Glance](#)

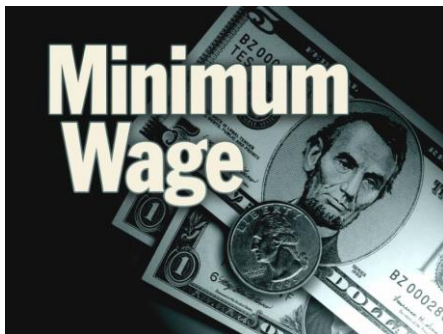
Download the [full schedule in PDF](#)

Check out the [list of exhibitors](#)

Start your morning with the [Senator Leahy Business Breakfast](#)? Featuring futurist [Matt Thornhill](#) from the Institute for Tomorrow and learn what leaders in Vermont need to know to be ready for tomorrow. Attend the annual U.S. Senator Patrick Leahy Business Breakfast at the Business Expo to see how winning tomorrow starts today.



Matt Thornhill to speak at the Senator Leahy Business Breakfast



Work Continues on Minimum Wage

The House Committee on General, Housing and Military Affairs voted 7-4 to approve S.40 which sets a course for Vermont to mandate a \$15 per hour minimum wage by 2024. The story in [Vermont Digger](#) details some of the committee conversations prior to the vote. While this bill has yet another stop in the House

Appropriations Committee before the full House of Representatives votes on it, there seems to be growing opposition from a coalition of independents and moderate Democrats to such an increase in the mandated wage. The committee did approve one of the Vermont Chamber's suggestions: to clarify the student wage provision allowing employers to hire secondary school students at no more than \$3.00 per hour less than the minimum wage. Rep. Heidi Scheuermann (R-Stowe) proposed decoupling the tip wage but it was voted down by the committee. They chose to make no changes to how the tip wage is administered; it would remain at 50% of the minimum wage, escalating to \$7.50 by 2024. Concerned businesses should call their Representatives!



Congratulations to Karen Ballard of the Vermont Chamber of Commerce

Karen was honored at the Vermont Tourism Summit with the 2018 Christiane Skinner Vermont Tourism Champion of the Year award! She is truly a champion for the state of Vermont and her industry partners describe her as "tireless in her efforts, hardworking,

dedicated, creative, organized, and always going above and beyond." Karen is incredibly knowledgeable about group tour dynamics and Vermont tourism in general. She is a true asset to the state of Vermont!



Le Project 251 helps Business with the French Québec Market

Le Project 251 is an initiative in collaboration with the Vermont Chamber of Commerce designed to help Vermont businesses reach out and communicate effectively with the French Québec market. There are 8.2 million French speaking people just north of the Vermont border and Le Project 251 will help you reach that French Québécois marketplace. The purpose of the initiative is to generate a quantifiable increase in business from the French Québec market for your business. The Le Project 251 team of French Québec lead generation, online marketing, graphic design and content management experts can make a difference.



Congratulations to the 2018 Vermont Chamber of Commerce Hospitality Award Winners

At the 35th Annual Vermont Tourism Summit held in April, the Vermont Chamber proudly announced the winners of its Hospitality Awards. Four Vermonters were recognized for their exceptional dedication and commitment to high standards in Vermont's tourism industry.

2018 Chef of the Year was presented to Sigal Rocklin of [Reluctant Panther Inn and Restaurant](#) in Manchester, who has a passion for local food with a strong farm-to-table kitchen that she has created through her close relationships with the local farmers and producers.

2018 Restaurateur of the Year was presented to Fred Bashara III, [J. Morgan's Steakhouse](#) at the Capitol Plaza Hotel in Montpelier, who continues to demonstrate excellence in quality and service and a true community partner.

2018 Borden E. Avery Innkeeper of the Year was presented to Patti Clark, [Green Mountain Inn](#) in Stowe, who is a leader in the operation and management of the Inn.

2018 Tourism Partner of the Year was presented to Cindy Roberts, [Vermont Welcome Centers](#). Her dedication to Vermont, work ethic and commitment to both her job and the state of Vermont is remarkable, ensuring that visitors get our marketing messages when they visit.

Attract more visitors to your business with our Vermont Tourism Marketing Program



| 3.3 million | 800,000 | 300,000 | 85,000 | 1.7 million |
|--|---|---|--|-------------------------------------|
| Vermont Welcome Center visitors | eGuide pageviews and 84% are unique pageviews! | printed vacation guides distributed through various channels | subscribers reached via monthly VDTM email campaign | visitors to VermontVacations.com |
| For details contact: Marc Plouffe at mplouffe@vtchamber.com or 802.229.2294 Megan Bullard at mbullard@vtchamber.com or 802.262.2114 | | | | |

ServSafe® Certification Class + Exam

ServSafe® is a food and beverage safety training and certificate program administered by the National Restaurant Association.

Who should attend: Managers, Cooks, Chefs, Waitstaff, Bartenders, Supervisors, Owners, Culinary Teachers, Dietary Aides, Caterers and anyone who prepares, handles, or serves food to the public. [Registration information](#) is available for May and June classes.



Welcome New Chamber Members

[Pine Haven Eco-Campground](#)
[Spike Advertising](#)
[Rath, Young and Pignatelli, Attorney at Law](#)
[State Farm Insurance](#)
[Green Lantern Solar](#)
[Richards Machine Tool](#)
[Orion Innovations](#)



Member Spotlight

A quiet and beautiful campground nestled beside the private lake in central Vermont. Offering spacious, grassy 30/50amp full service sites, boat rentals, (no outside boats allowed), rustic cabins, lean-tos. They offer a fully stocked store, LP gas, firewood, ice and a sandy beach. Located within 30 minutes' drive to all major attractions. To learn more about Limehurst Lake Campground, visit [here](http://limehurstlake.com).

Vermont Chamber member since 1978.

To learn more about how you can be our featured member of the month, contact [Beverly Gittelson](#) or [Amy Chamberlin](#). It's just one of the numerous benefits of being a member of the [Vermont Chamber of Commerce](#).

#LetsGrowVT

[United Counseling Service Earns Excellence in Worksite Wellness](#)

[Hotel at Burlington International Moves Another Step Forward](#)

[TD Awards Second \\$25K Financial Literacy Grant to Vermont State Colleges](#)

[2018 Best of Business in Vermont Recipients Announced](#)

[SAP! Beverages Finalist at Rabobank's FoodBytes! Montreal Pitch](#)

[Darn Tough Vermont Earns BACKPACKER Award](#)

This section features news about growing Vermont companies. Add news@vtchamber.com to your distribution list.

Business Resources:

[VELCO Announces Public Meetings on VT Transmission Plan](#)

Save the Date:

[FirstLight Cloud Connect Summit May 16, 2018 - Echo Leahy Center for Lake Champlain, Burlington](#) *Vermont Chamber members can waive the \$150 fee by entering registration code: Vtchamber

Want great exposure for your business? Sponsoring the statewide Chamber newsletter is an affordable and effective way to reach your target customers. Email [Megan Bullard](#) for pricing and more information.

