

Town of Richmond

Request for Special Appropriations

Request for Fiscal Year: 2026

Organization's Name: \_Greater Burlington Industrial Corporation (GBIC)

Address: 60 Main Street, PO Box786

City, State, Zip: Burlington, Vt. 05402

Website address:gbicvt.org

**A. GENERAL INFORMATION**

1. Program Name: GBIC

2. Contact Person/Title: Sam Andersen  
Telephone Number: 802-585-6901  
E-mail address: sam@vermont.org

3. Total number of individuals served in the last complete fiscal year by this program:

The support from the Town of Richmond allows us to provide necessary economic development programs and services throughout Chittenden County.

4. Total number of the above individuals who are Town residents:

Some residents of Richmond work in businesses throughout Chittenden County.

Percent of people served who are Town residents:

There is no entity that tracks these numbers for economic development.

5. Amount of Request: \$200

6. Total Program Budget: \_\_\_\_\_ Percent of total program budget you are requesting from the Town of Richmond: \_\_\_\_\_

7. Please state or attach the mission of your agency:

As the certified non-profit economic development corporation serving Chittenden County, GBIC is dedicated to implementing our vision: a thriving Lake Champlain region with an economic environment providing meaningful employment consistent with an uncompromised natural environment, enabling present and future generations of Vermonters to live, learn, work, and play in the Champlain Valley.

GBIC strives to attract, retain, and expand environmentally sensitive high-paying jobs in the Champlain Valley; and to initiate and support advocacy, education, and collaborative programs in promoting our vision.

8. Funding will be used to:

X\_Maintain an existing program

\_\_\_\_\_Expand an Existing Program

\_\_\_\_\_ Start a new program

9. Has your organization received funds from the Town in the past for this or a similar program?

Yes, and GBIC appreciates the support we have received from Richmond.

If yes, please answer the following:

- a. Does the amount of your request represent an increase over your previous appropriation? If yes, explain the reason(s) for the increase.

No \_\_\_\_\_

- b. Were any conditions or restrictions placed on the funds by the Selectboard? \_\_\_\_\_  
If yes, describe how those conditions or restrictions have been met.

No \_\_\_\_\_

## B. PROGRAM OVERVIEW

1. Statement of Need: Identify the issue or need that the program will address (use statistical data to justify the need for the program). To what extent does this need, or problem exist in the Town of Richmond?

GBIC serves the business community and municipalities throughout Chittenden County. We partner with the Chittenden County Regional Planning Commission and local Economic Development Committees. Additionally, we represent the business community before the State Legislature, and with the Governor, his Administration and our Federal Delegation. Your support allows us to provide necessary economic development programs and services throughout Chittenden County.

For more than 60 years, GBIC has endeavored to enhance the quality of life for the people of Chittenden County through the creation of high-wage economic opportunities for Vermonters. It is the goal of GBIC to support the creation and retention of high-quality jobs and strengthen the competitiveness of our region's employers to advance our overall economy. We will not maintain, much less enhance, our quality of life without a strong and dynamic economy.

2. Program Summary:

- a. Identify the target/recipients of program services. Specify the number of Town residents your program will serve during the fiscal year and explain the basis upon which this number is calculated. Indicate any eligibility requirements your program has with respect to age, gender, income or residence. See attached 'Dashboard'.
- b. Identify what is to be accomplished or what change will occur from participating in the program. How will people be better off as a result of participating in the program? Describe the steps you take to make the project known to the public, and make the program accessible and inclusive?

Aside from our website, GBIC distributes Quarterly Newsletters and Business Updates. We also co-sponsor economic development events.

3. Program Funding:

a. Identify how Town funds, specifically, will be used (i.e., funds will provide "X" amount of units of service.) \_\_\_\_\_

c. List the other agencies to whom you are submitting a request for funds for this program and the amount requested. How would this program be modified should revenues be lost?

GBIC submits contribution requests from all the municipalities in Chittenden County.

**C. ORGANIZATIONAL CAPACITY**

1. Describe your agency's capability to provide the program including its history, previous experience providing this service, management structure and staff expertise.

GBIC has been providing economic development services and programs to the business community since 1954. Our current staff has decades of experience and our President was a former Commissioner of Economic Development for the State of Vermont under the Dean Administration. Staff bios can be found on our website: [gbicvt.org](http://gbicvt.org) along with information about our services and programs.

2. How will you assess whether/how program participants are better off? Describe how you will assess program outcomes. Your description should include: what (what kind of data), how (method/tool for collecting the data), from whom (source of data) and when (timing of data collection).

See attached Dashboard.

3. Summarize or attach program and or service assessments conducted in the past two years.

See attached Dashboard which is updated annually.

4. Does your organization have a strategic plan and a strategic planning process in place? Yes \_\_\_\_\_ - If yes, please attach your plan.

The strategic plan should include a mission statement, goals, steps to achieve the goals, and measures that assess the accomplishments of the goals.

4. What is the authorized size of your board of directors?

Thirty members are authorized and we currently have 26 active board members.

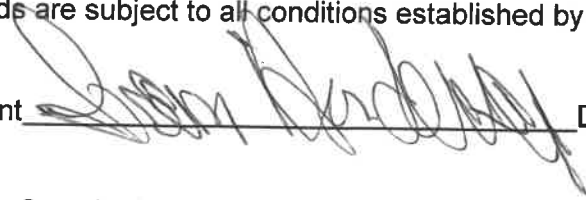
5. How many meetings were held by the board last year?

GBIC conducts approximately ten board meetings a year.

I, the undersigned, confirm the information contained herein is accurate and can be verified as such. I understand and agree that if the requested funds are approved, the

disbursement of funds are subject to all conditions established by the Richmond Selectboard.

Signature of Applicant



Date 9.20.24

Sam Andersen, Executive Vice President

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Print Name of Applicant and Title



**GBIC**

*Good Jobs In A Clean Environment*

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September 30, 2024

Town of Richmond  
C/O: Duncan Wardwell, Town Manager  
Town of Richmond  
203 Bridge Street  
Richmond, Vermont 05477

Dear Duncan:

The Greater Burlington Industrial Corporation (GBIC) appreciates this opportunity to submit an appropriation request to the Town of Richmond for FY 2026. In these demanding times, assistance to our business community is more important than ever. Issues such as workforce development, housing, global competition all challenge our Vermont businesses. The GBIC team continues our commitment to retain, expand and attract good wage-paying jobs because without a vibrant, diverse, and stable economy we will not be able to support all of what makes Vermont a special place to live, work, and raise a family.

As a non-profit business and community service organization, it is essential that we solicit annual financial assistance. **We would like to thank the Town of Richmond for the opportunity to submit this request to consider an appropriation of \$200 for GBIC for FY 2026.** Your support of our programs and services to the business community and municipalities is important to us.

The Articles of Association of GBIC provide that the chief-elected official of each community in Chittenden County is a member of GBIC's corporation. The members have the opportunity to attend the annual membership meeting each year in June to elect directors and also attend any special meetings of the membership that may be called during the year.

Our staff, as well as the members of our Board, would welcome the opportunity to meet with you if we may be of service at any time. Additionally, a member of our team would be more than happy to meet with your Selectboard or Funding Committee when contributions are discussed.

Thank you for helping us to continue to provide "Good Jobs in a Clean Environment."

Sincerely,

Frank Cioffi, President

Tim Shea, Chair



**GBIC**

*Good Jobs In A Clean Environment*

## GBIC FY 2024 Semi-Annual Performance Dashboard

<b>BENCHMARKS</b>	<b>FY 2024 Year-end 7-1-23 to 6-30-24</b>
Number of Employer interactions or visitations	110 Key Employer Visits 294 Key Employer Interactions 25,000 employees
Number of Employers contacted	655 Employers contacted 40,000 employees
Employer Communications with info from ACCD	931 Regional Employers
Number of VTP contracts awarded	38 Key Employers \$5,278,607. awarded and 2,187 Vermonters trained
Number of VEDA loans applied for	20 Loans \$7,950,632.
Number of VEGI applications VEGI Awards	1 initial \$798,858 1 final \$ \$709,690.
Number of VMEC assisted	33 Employers helped 256 Vermonters Trained
Number of referrals to PTAC	324 contracts \$68,174,072. in awards
CEDS completed or updated	New CEDS completed
Number of job fairs held	1
Number of WETF apps assisted	
Number of permits assisted	15
Number of site relocations assisted	3
Number of SBDC Customers & Counseling sessions	148 Clients 446 Sessions



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