



Board of Directors Meeting
Tuesday, April 16th, 2019 | 8:00 a.m.
67 Merchants Row | RRPC Third Floor Conference Room

Agenda

- Call to Order John Russell III, President
- Approval of Minutes from March 19th, 2019 John Russell III, President
(see attachment, pages 2-3)
- Guest Speakers: Christie Garofano and Erin Anderson, Rutland Chapter Coordinators,
Women Business Owners Network (WBON)
- Executive Director's Report Tyler Richardson
- Committee Reports
 - Entrepreneurship John Casella II, Chair
 - Public Policy Tyler Richardson
 - Finance Karen Garrow, Chair
 - Real Estate (see attached minutes, page 4) John Russell III, Chair
 - Marketing – Joint Committee update Steve Costello, Co-Chair
MaryAnn Goulette, Co-Chair
- New Business
- Old Business
- Adjournment

Upcoming Meetings:

Policy Committee – Wednesday, May 1st, 8:00 a.m. – 9:00 a.m.

Entrepreneurship Committee – Tuesday, May 7th, 8:00 a.m. – 9:00 a.m.

Real Estate Committee – Wednesday, May 8th, 8:00 a.m. – 9:00 a.m.

Finance Committee – Tuesday, May 14th, 8:15 a.m. – 9:15 a.m.

REDC Board Meeting – Tuesday, May 21st, 8:00 a.m. – 9:00 a.m.



Board of Directors Meeting Minutes
Tuesday, March 19th, 2019
67 Merchants Row | RRPC Third Floor Conference Room

Members Present: John Russell III, Ed Bove, John Casella II, Mary Cohen, Brennan Duffy, Dan Doenges, Michael Doenges, Karen Garrow, Mary Ann Goulette, Nicole Kesselring, Amy Laramie, Greg McClallen, Jonathon Reynolds, Jonathon Spiro, Mark Werle

Members Absent: Steve Costello, Mark Foley Jr., Scott Gregg, Rolf Hirschmann, Shana Louiselle, Rob Mitchell, Jennifer Scott

Others Present: Tom Murray, Erin Anderson, Tyler Richardson, Kim Rupe

The meeting was called to order at 8:03 a.m.

Approval of Minutes

Nicole moved to accept the minutes from the February 19, 2019 meeting. The motion was seconded by Mary Anne and passed unanimously.

John R. welcomed the REDC Board's newest member, Jonathon Spiro from Castleton University.

Tom Murray from Vermont Gas presented to the board and provided updates from the company. Tom gave an overview of Vermont Gas' previous work in Middlebury with their pipeline project, which finished two years ago. Natural gas is appealing to residential and commercial customers because it is a lower carbon energy source and the industry is regulated like an electric utility company. Vermont Gas is working to transition from fossil fuels to clean energy sources and helping make Vermont more energy-independent. Tom noted that there are many opportunities for Rutland in the future including gas islands to service commercial and eventually residential properties in our county. Natural gas can be a good bridge fuel solution.

Executive Director's Report

Tyler updated the board that the Rutland Parent-Child Center clean-up is on track to meet the early April deadline. The REDC team is busy with annual business visits to check-in with member businesses. Kim and Tyler spent a day in Poultney recently with two dozen state and regional partners to talk about ways to repurpose the Green Mountain College campus and support the community going forward. The next meeting will be on April 4, with another meeting following in May. Tyler sees this project being a focus for REDC over the next few months. Mary and Tyler went to see Governor Scott and attended a Department of Economic Development luncheon to present the regional marketing initiative and how it fits into the State's economic development goals to pitch for funding to assist with the project. Tyler congratulated Mary for her Madeline Kunin Trailblazer award. Tyler asked the group if they wanted to see his written Executive Director's report in the board packet before the meeting or preferred the smaller packet. The group agreed that a concise packet currently works.

Entrepreneurship Committee

The report offers a good overview of this month's meeting with The MINT's operations committee. The meeting's focus was to talk about strategy and organizational structure. The MINT board needs to be more engaged and the committee

will update on who those new board members will be at the next REDC Board meeting. The MINT received a \$15,000 grant for their upcoming On Ramp program. The program will run for one year for six entrepreneurs to receive training and mentoring. The application process will be open soon. Jeff is off the REDC payroll and has started with GE. The volunteers on the operations committee have taken on more hours to help fill the gap. Jeff is a great success story from The MINT. The MINT is paying for bookkeeping services with Valente & Seward.

Policy Committee

The committee met to go over the bills that were in play and of priority for REDC and area employers. The Governor is coming for the next legislative breakfast on Monday, April 22.

Finance Committee

Profits were shown in February and there are still some membership dues that are anticipated to come in soon. The group had a long discussion about a delinquent loan. The committee needs additional information from the owner before going forward with a plan to get them back on track. Part of the discussion was focused around ensuring that the communication with Valente & Seward is direct regarding the loan holders and where their payments stand. Tyler will prepare a report on each loan before each finance meeting. Scott Dikeman was invited to join the committee if his schedule permits.

Real Estate Committee

The committee will meet later in the month.

Marketing Committee

An RFP has been sent out to 12 firms to take over the regional marketing initiative going forward. There is \$30,000 coming in after every town passed their budgets. The next step will be reaching out to large employers for funding. Green Mountain Marketing is doing the marketing until a new firm is hired. The digital assets created will help the project move forward and allow for the funding to be focused on other methods of outreach and tracking.

New Business

Amy invited the board to join Killington Resort for their update on Thursday at 5:00 p.m.

The next meeting is on Tuesday, April 16.

Adjourned 9:06 a.m.



Real Estate Committee Meeting Minutes
Wednesday, March 27, 2019
67 Merchants Row | RRPC Third Floor Conference Room

Members Present: Nicole Kesselring, John Russell III, Jim Watson

Others Present: Erin Anderson, Tyler Richardson, Kim Rupe

The meeting was called to order at 8:03 a.m.

Approval of Minutes: Jim moved to accept the minutes from February 13, 2019. The motion was seconded by Nicole and passed unanimously.

Quality Lane Building Update

There are quotes provided in the packets for a new fire alarm system for the Quality Lane building from Royal Group. This was discussed three years ago but needs to be addressed as the systems are currently experiencing some faults. The Finance Committee is aware of this issue but hasn't seen cost projections. Tyler is going to do some additional research on the different systems proposed by Royal Group while John provides recommendations for other companies to get a quote from. Findings will be presented to the Finance Committee and Real Estate will make the final decision. These conversations will continue via email over the next few weeks to ensure the alarms are installed ASAP. Tyler shared that he met with GMP regarding a program to remove fossil fuels from the building which would make the building more energy efficient. Tyler will not be perusing this with GMP for a few months due to time restraints but wanted to bring it to the committee. This could be a substantial cost savings for Ellison since they pay utilities but the possibility of sharing some of the upfront financial costs should be discussed rather than fully REDC's financial means.

Old Business

Tyler discussed the Rutland Regional Housing Assessment grant application with Ed and there is a question about where the funding is coming from. There is strong interest and going forward the grant application will be added to the committee's monthly agenda for further discussion. Tom Murray from VT Gas attended the last board meeting and the committee believes there are opportunities to increase natural gas usage in Rutland, specifically bringing gas islands to the previous Rutland Plywood location. The committee discussed the downtown hotel project which was delayed due to the government shutdown in relation to the new market tax credits and their hiring model which appears to have strong opportunities for our area. Tyler reached out to Steve Selbo to see if he would be willing to update the board on SP Land's development in Killington and he is considering attending in June. Tyler & Kim will be meeting with Steve this afternoon and will update the committee. RDC's around the state have been closely monitoring the Act 250 changes in the legislature which appear to be moving slowly. Tyler & Kim attended a meeting on March 7th at Green Mountain College with state and local officials as well as community members to brainstorm ways to assist Poultney and repurpose the GMC property which was very positive. There will be another meeting April 4th and in May to continue these efforts. Tyler is meeting with Ted Brady and Jennifer Scott today on ways to also assist CSJ.

New Business

None.

Next meeting is scheduled for May 8th at 8:00 a.m.

Adjournment at 8:39 a.m.