

FY2023 BUDGET

Agency of Commerce and Community Development

JANUARY 2022

SECRETARY
Lindsay Kurrle

DEPUTY SECRETARY
Tayt Brooks



AGENCY OF COMMERCE AND COMMUNITY DEVELOPMENT

FY 23 BUDGET DETAIL

Table of Contents

1. Agency Detail	Page	3
2. Administration	Page	28
3. Dept. of Housing & Community Development	Page	46
4. Dept. of Economic Development	Page	93
5. Dept. of Tourism and Marketing	Page	129

Agency of Commerce & Community Development FY 2023 Governor's Recommend Budget

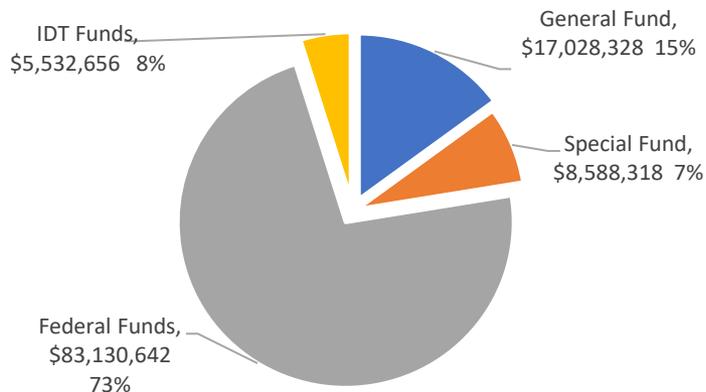
MISSION: To help Vermonters improve their quality of life and build strong communities.

The Agency is engaged in activities that generate revenue to the State general fund. Our work with existing and new businesses, downtowns and communities, marketing the state for tourism, preservation of the Vermont brand and what makes us special, is all part of what generates income to state government. We are the income side of the state general ledger. Investments in ACCD are investments in income **generating activity**.

FY 2023 SUMMARY & HIGHLIGHTS

- Total ACCD staff 97
- Agency Budget Total: \$114.3M
- 10.4% Increase in General Fund
- Base General Fund Initiatives:
 - ❖ New and Remote Worker Grant Programs **\$1M**

Governor's Recommended Budget FY 2023 Total \$114.3M



FY2023 One Time Expenditures

• General Fund

❖ Brownfield Remediation and Redevelopment	\$6M
❖ Regional Recruitment and Relocation Network	\$8.46M
❖ New and Remote Worker Grant Programs	\$5M
❖ Good Jobs Challenge & Build to Scale EDA Appl (match)	\$1M

Total General Fund: \$20,460,000

• ARPA Fund

❖ Grand List/Enhancement Program	\$30M
❖ Capital Investment Grant Program	\$50M
❖ Short Term Forgivable Loan Program	\$20M
❖ Affordable Mixed-Income Rental Housing	\$5M
❖ Vermont Housing Improvement Program (VHIP)	\$5M
❖ Missing Middle-Income Home Ownership Devel Pilot	\$10M
❖ Public Electric Vehicle Charging Infrastructure	\$10M
❖ Clean Water High Efficiency Devices	\$1.5M

Total ARPA Fund: \$131,500,000

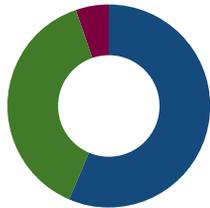
TOTAL FY2023 One Time Expenditures: \$151,960,000

Agency of Commerce and Community Development

SECRETARY Lindsay Kurrle
DEPUTY SECRETARY Tayt Brooks

**TOTAL FY23
PROPOSAL COST**

\$279,635,000



Governor Scott's FY23 Community and Economic Development Proposals

HOUSING, COMMUNITY DEVELOPMENT AND RECOVERY (\$158,175,000)

<p>\$10 M (ARPA-SRF) Electric Vehicle Infrastructure Grants for the continued expansion of electric vehicle charging in multiunit housing, workplaces, and community and commercial centers.</p>	<p>\$105 M (ARPA-SRF) VHCB Affordable/Mixed-Income Housing Funding for rental units, homeownership units, manufactured homes, improved farm worker, recovery and refugee housing. (\$50M in BAA, \$55M FY23)</p>	<p>\$25 M (ARPA-SRF) Vermont Housing Improvement Program (VHIP) Continue investing in the successful Vermont Housing Improvement Program (VHIP) helping private owners of vacant rental properties bring units back online providing safe, healthy, affordable housing to low- and moderate-income households. (\$20M in BAA, \$5M FY23) <i>Program includes \$1.5M to update leaking service lines, old plumbing and replace outdated home appliances and fixtures with high efficiency devices via ANR's "Healthy Homes Program".</i></p>
<p>\$15 M (ARPA-SRF) Missing Middle Homeownership Development (DHCD/VHFA) Invest in a new private Homebuilder Program focused on creating "missing middle" housing for moderate-income homebuyers. Funding and purchase incentives to improve homeownership. (\$5M in BAA, \$10M FY23)</p>	<p>\$600 K (GF Base Funding) Municipal Planning Grants Increase in the base funding for the municipal planning grants program.</p>	<p>\$2 M Expanded Downtown Tax Credit Program Expand the program to \$5 million to support improvements to income-producing properties and expands eligibility to Neighborhood Development Areas.</p>
<p>\$0 (No GF) Project-Based Tax Increment Financing A pilot program to enable 4 eligible rural Vermont communities to use municipal and education tax increment from select parcels to fund public infrastructure projects.</p>	<p>\$575 K (Ongoing) Manufactured Home Replacement Tax Credit Increase (VHFA) Increase the Vermont Manufacture Housing Tax Credit program to increase the number of manufactured homes being replaced with new energy efficient units.</p>	

● **Housing, Community Development and Recovery**
\$158,175,000
(57%)

ECONOMIC DEVELOPMENT AND RECOVERY (\$107,000,000)

<p>\$6 M (One-Time GF) Brownfields Clean-Up Remediation and redevelopment of brownfields sites to support economic development and job creation.</p>	<p>\$1 M (One-Time GF) State Matching Grants Fund Providing state funds for the "Good Jobs Challenge" and "Build to Scale" competitive grant program administered by the U.S. Economic Development Agency to support workforce training.</p>	<p>\$30 M (ARPA-SRF) Grand List Enhancement Program Grants for private developers, property owners and non-profits who are redeveloping properties within disadvantaged communities who have seen a decline/stagnation in grand list values over the last 10 years.</p>
<p>\$50 M (ARPA-SRF) Capital Investment Program Continued support for the Capital Improvement Program will provide long-term economic recovery opportunities to communities statewide, with a focus on those with the greatest demographic declines over the last 20 years.</p>	<p>\$20 M (ARPA-SRF) VEDA Forgivable Loan Recovery Program Funding to create a short-term forgivable loan program for working capital and operational needs of businesses who continue to suffer from the ongoing pandemic.</p>	

● **Economic Development and Recovery**
\$107,000,000
(38%)

● **Recruitment and Workforce Development**
\$14,460,000
(5%)

RECRUITMENT AND WORKFORCE DEVELOPMENT (\$14,460,000)

<p>\$8.46 M (One-Time GF) ThinkVermont Regional Relocation Network Three year targeted marketing program to promote Vermont as a place to live and work, with grant funding to support a regional relocation network of local partners to provide personalized assistance to convert leads into new Vermonters.</p>	<p>\$6 M (\$1M GF Base Funding and \$5M One-Time GF) New and Remote Worker Grant Program Base funding to secure the program as permanent in ACCD's ongoing budget. Grants to cover incurred moving costs for people who move to Vermont to work full-time for a Vermont employer, or remotely for an out-of-state employer.</p>
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LEGEND
 One-time General Fund Initiative

Agency of Commerce and Community Development
FY 2023 Summary Budget Changes by Fund
(For Detail by Dept. See *Budget Development Forms*)

FY 22 General Fund As Passed	\$15,419,314
Salary/Benefits net increase	\$678,957
Temporary Employees increase	\$12,065
Other personal services increase	\$85,140
Workers' Compensation net increase	\$7,641
Unemployment/Catamount Assessment decrease	(\$3,400)
Vacancy and Turnover Savings decrease	(\$3,204)
Contractual Services net decrease	(\$24,130)
Internal Service Fees net increase (Insurances, VISION, ADS Allocated Fee, HR Services)	\$46,267
Reduction in projected ADS staffing costs	(\$99,668)
ADS Service Level Agreement increase	\$42,600
Miscellaneous Operating costs net decrease	(\$110,684)
CVOEO First Stop Grant increase	\$5,000
New Worker Relocation Incentive Program	\$1,000,000
Job Zones reduction for completed work	(\$690)
VDTM Pass-thru Grants Elimination	(\$76,880)
VDTM Competitive Marketing Grants	\$50,000
<i>Total Increase</i>	\$1,609,014
FY 23 General Fund Request	\$17,028,328

Agency of Commerce and Community Development FY 2023 Summary Budget Changes by Fund

FY 22 Federal Fund As Passed	\$22,575,214
Salary/Benefits net increase	\$416,053
Temporary Employees increase	\$26,707
Workers' Compensation decrease	(\$4,430)
Other personal services net increase	\$115,462
Contractual services increase	\$1,100
Internal Service Fees net decrease (Insurances, VISION, ADS Allocated Fee, HR Services)	(\$313)
Miscellaneous Operating costs net decrease	(\$62,468)
EDA Marketing grant	\$10,233,053
VT Outdoor Business Alliance grant reduction	(\$40,000)
VT Emergency Rental Assistance Program (ERAP)	\$2,700,000
Homeowner Assistance Fund (HAF)	\$49,796,620
HUD -CDBG Grants	\$186,153
HUD -CDBG Grants COVID Relief	(\$3,486,191)
HUD -CDBG Grants Recovery Housing	\$728,319
Historic Preservation Certified Local Gov't grants increase	\$15,363
Northern Border Regional Commission Capacity	(\$70,000)
<i>Total Increase</i>	<i>\$60,555,428</i>
FY 23 Federal Fund Request	\$83,130,642

Agency of Commerce and Community Development FY 2023 Summary Budget Changes by Fund

FY 22 Special Fund As Passed	\$6,575,595
Salary/Benefits increase	\$28,913
Temporary Employees increase	\$5,091
Other personal services decrease	(\$15,000)
Workers' Compensation net decrease	(\$567)
Unemployment/Catamount Assessment increase	\$3,400
Contractual Services net decrease	(\$11,406)
Internal Service Fees decrease (Insurances, VISION, ADS Allocated Fee, HR Services)	(\$3,471)
Miscellaneous Operating costs net increase	\$180,103
Better Places Program -ACT 74 creates new fund	\$675,000
Downtown Transportation & Capital Imp. Fund spending authority reduction	(\$17,176)
Disaster Recovery Buyout Grants spending authority adjustment	(\$82,164)
Windham County Economic Dev Program increase	\$1,250,000
<i>Total Increase</i>	\$2,012,723
FY 23 Special Fund Request	\$8,588,318
FY 22 Interdepartmental Transfer Fund As Passed	\$4,114,320
Salary/Benefits increase	\$12,540
Other Personal Services	\$1,559,903
Workers' Compensation increase	\$6,617
Internal Service Fees increase (Insurances, VISION, ADS Allocated Fee, HR Services)	\$31,963
Miscellaneous Operating costs increase	\$94,013
Community Planning & Revitalization VW Mitigation Funds from ANR-completed work	(\$286,700)
<i>Total Increase</i>	\$1,418,336
FY 23 Interdepartmental Transfer Fund Request	\$5,532,656
Total FY 23 Budget Increase	\$65,595,501
Total FY 23 Governor's Recommend	\$114,279,944

**Agency of Commerce and Community Development
FY 2023 Staffing Changes**

Administration	
Total No. of Positions FY 2021	13
Financial Administrator II from Tourism and Marketing	1
ACCD Contracts and Grants Program Manager (Pool request)	1
ARPA Limited Service Position Position	1
Total No. of Positions FY 2022	16
Total No. of Positions FY 2023	16
Economic Development	
Total No. of Positions FY 2021	21
ARPA Limited Service Positions	6
Grant Programs Manager (NBRC)	1
Total No. of Positions FY 2022	28
Total No. of Positions FY 2023	28
Housing and Community Development	
Total No. of Positions FY 2021	32
Administrative Services Coordinator I (Pool request))	1
ARPA Limited Service Positions	6
Community Development Specialist II -ERAP (LTD)	1
Grants Management Specialist -CDBG (LTD)	1
Grants Management Specialist -HAF (LTD)	1
Total No. of Positions FY 2022	42
Total No. of Positions FY 2023	42
Tourism and Marketing	
Total No. of Positions FY 2021	13
Financial Administrator II to Administration	-1
Total No. of Positions FY 2022	12
Total No. of Positions FY 2023	12
AGENCY TOTALS	
Total No. of Positions FY 2021	79
Total No. of Positions FY 2022	98
Total No. of Positions FY 2023	98

State of Vermont
FY2023 Governor's Recommended Budget: Rollup Report

Organization: 07 - Commerce and Community Development

Budget Object Group: 1. PERSONAL SERVICES

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages	5,649,412	5,942,262	5,942,262	6,515,942	573,680	9.7%
Fringe Benefits	2,784,580	3,099,704	3,099,704	3,726,668	626,964	20.2%
Contracted and 3rd Party Service	1,094,962	2,278,200	2,278,200	2,243,764	(34,436)	-1.5%
PerDiem and Other Personal Services	8,650	272,961	272,961	2,004,205	1,731,244	634.2%
Budget Object Group Total: 1. PERSONAL SERVICES	9,537,604	11,593,127	11,593,127	14,490,579	2,897,452	25.0%

Budget Object Group: 2. OPERATING

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Equipment	10,042	4,800	4,800	4,800	0	0.0%
IT/Telecom Services and Equipment	784,348	880,049	880,049	882,863	2,814	0.3%
IT Repair and Maintenance Services	18,994	31,347	31,347	28,102	(3,245)	-10.4%
Other Operating Expenses	79,685	104,441	104,441	102,400	(2,041)	-2.0%
Other Rental	19,141	20,139	20,139	19,951	(188)	-0.9%
Other Purchased Services	901,272	2,452,917	2,452,917	12,773,426	10,320,509	420.7%
Property and Maintenance	113,875	99,253	99,253	150,653	51,400	51.8%
Property Rental	262,563	282,496	282,496	282,484	(12)	0.0%
Supplies	133,374	164,962	164,962	167,093	2,131	1.3%
Travel	23,173	178,083	178,083	158,110	(19,973)	-11.2%
Budget Object Group Total: 2. OPERATING	2,346,467	4,218,487	4,218,487	14,569,882	10,351,395	245.4%

Budget Object Group: 3. GRANTS

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Grants Rollup	18,376,830	32,872,829	32,872,829	85,219,483	52,346,654	159.2%
Budget Object Group Total: 3. GRANTS	18,376,830	32,872,829	32,872,829	85,219,483	52,346,654	159.2%

Total Expenditures	30,260,901	48,684,443	48,684,443	114,279,944	65,595,501	134.7%
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Fund Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Funds	11,332,800	15,419,314	15,419,314	17,028,328	1,609,014	10.4%
Special Fund	6,084,958	6,575,595	6,575,595	8,588,318	2,012,723	30.6%
Coronavirus Relief Fund	750,000	0	0	0	0	0.0%
Coronavirus State Fiscal Recovery Fund		0	0	0	0	0.0%
Federal Funds	11,810,608	22,575,214	22,575,214	83,130,642	60,555,428	268.2%
IDT Funds	282,535	4,114,320	4,114,320	5,532,656	1,418,336	34.5%
Funds Total	30,260,901	48,684,443	48,684,443	114,279,944	65,595,501	134.7%

Position Count	85
FTE Total	85

State of Vermont
FY2023 Governor's Recommended Budget: Detail Report

Organization: 07 - Commerce and Community Development

Budget Object Group: 1. PERSONAL SERVICES

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages							
Description	Code						
Classified Employees	500000	5,632,040	4,254,285	4,254,285	4,696,640	442,355	10.4%
Exempt	500010	0	1,740,628	1,740,628	1,831,294	90,666	5.2%
Temporary Employees	500040	0	192,171	192,171	236,034	43,863	22.8%
Overtime	500060	17,372	7,000	7,000	7,000	0	0.0%
Vacancy Turnover Savings	508000	0	(251,822)	(251,822)	(255,026)	(3,204)	1.3%
Total: Salaries and Wages		5,649,412	5,942,262	5,942,262	6,515,942	573,680	9.7%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Fringe Benefits							
Description	Code						
FICA - Classified Employees	501000	415,486	325,444	325,444	359,304	33,860	10.4%
FICA - Exempt	501010	0	132,673	132,673	139,370	6,697	5.0%
Health Ins - Classified Empl	501500	1,088,261	935,230	935,230	1,092,490	157,260	16.8%
Health Ins - Exempt	501510	0	320,644	320,644	341,240	20,596	6.4%
Retirement - Classified Empl	502000	1,129,876	910,417	910,417	1,197,641	287,224	31.5%
Retirement - Exempt	502010	0	329,857	329,857	431,419	101,562	30.8%
Dental - Classified Employees	502500	59,318	51,000	51,000	54,593	3,593	7.0%
Dental - Exempt	502510	0	15,048	15,048	16,208	1,160	7.7%
Life Ins - Classified Empl	503000	19,954	16,253	16,253	21,388	5,135	31.6%
Life Ins - Exempt	503010	0	6,591	6,591	8,226	1,635	24.8%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
LTD - Classified Employees	503500	2,781	1,084	1,084	754	(330)	-30.4%
LTD - Exempt	503510	0	4,004	4,004	3,074	(930)	-23.2%
EAP - Classified Empl	504000	2,216	1,989	1,989	2,211	222	11.2%
EAP - Exempt	504010	0	576	576	595	19	3.3%
Employee Tuition Costs	504530	8,700	1,200	1,200	1,200	0	0.0%
Workers Comp - Ins Premium	505200	39,172	45,794	45,794	55,055	9,261	20.2%
Unemployment Compensation	505500	17,518	1,900	1,900	1,900	0	0.0%
Total: Fringe Benefits		2,783,282	3,099,704	3,099,704	3,726,668	626,964	20.2%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Contracted and 3rd Party Service							
Description	Code						
Contr&3Rd Party-Fulfillment	507020	0	0	0	0	0	0.0%
Contr & 3Rd Party - Financial	507100	0	46,722	46,722	0	(46,722)	-100.0%
Contr & 3Rd Party - Legal	507200	0	0	0	25,316	25,316	0.0%
Contr&3Rd Pty-Educ & Training	507350	366,884	2,400	2,400	2,400	0	0.0%
IT Contracts - Servers	507543	9,250	43,380	43,380	19,500	(23,880)	-55.0%
Creative/Development	507561	0	97,650	97,650	97,000	(650)	-0.7%
Creative/Development-Web	507562	0	0	0	0	0	0.0%
Advertising/Marketing-Other	507563	205,755	168,500	168,500	130,000	(38,500)	-22.8%
Media-Planning/Buying	507564	72,065	110,000	110,000	110,000	0	0.0%
IT Contracts - Application Development	507565	26,089	30,000	30,000	30,000	0	0.0%
IT Contracts - Application Support	507566	76,073	37,130	37,130	37,130	0	0.0%
Other Contr and 3Rd Pty Serv	507600	338,535	1,742,418	1,742,418	1,792,418	50,000	2.9%
Recording & Other Fees	507620	200	0	0	0	0	0.0%
Total: Contracted and 3rd Party Service		1,094,850	2,278,200	2,278,200	2,243,764	(34,436)	-1.5%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
PerDiem and Other Personal Services							
Description	Code						
Catamount Health Assessment	505700	1,298	1,500	1,500	1,500	0	0.0%
Per Diem	506000	8,650	15,230	15,230	15,230	0	0.0%
Other Personal Services	506199	0	0	0	0	0	0.0%
Other Pers Serv	506200	0	256,181	256,181	1,987,425	1,731,244	675.8%
Service of Papers	506240	111	50	50	50	0	0.0%
Total: PerDiem and Other Personal Services		10,060	272,961	272,961	2,004,205	1,731,244	634.2%
Total: 1. PERSONAL SERVICES		9,537,604	11,593,127	11,593,127	14,490,579	2,897,452	25.0%

Budget Object Group: 2. OPERATING

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Equipment							
Description	Code						
Other Equipment	522400	9,622	2,600	2,600	2,600	0	0.0%
Furniture & Fixtures	522700	420	2,200	2,200	2,200	0	0.0%
Total: Equipment		10,042	4,800	4,800	4,800	0	0.0%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
IT/Telecom Services and Equipment							
Description	Code						
Software-License-Servers	516557	10,275	10,355	10,355	13,888	3,533	34.1%
Software-License-DeskLaptop PC	516559	0	0	0	0	0	0.0%
Software-License-Voice Network	516560	160	0	0	0	0	0.0%
Communications	516600	0	0	0	0	0	0.0%
ADS VOIP Expense	516605	7,857	8,116	8,116	8,536	420	5.2%
Telecom-Mobile Wireless Data	516623	7,408	16,150	16,150	15,020	(1,130)	-7.0%
Tele-Internet-Dsl-Cable Modem	516626	0	0	0	0	0	0.0%
Telecom-Telephone Services	516652	96	900	900	0	(900)	-100.0%
Telecom-Long Distance Service	516655	0	0	0	0	0	0.0%
Telecom-Toll Free Phone Serv	516657	211	100	100	100	0	0.0%
Telecom-Conf Calling Services	516658	1,176	1,276	1,276	1,226	(50)	-3.9%
Telecom-Wireless Phone Service	516659	33,364	21,320	21,320	28,569	7,249	34.0%
ADS Enterp App Supp SOV Emp Exp	516660	116,052	126,908	126,908	176,208	49,300	38.8%
ADS App Support SOV Emp Exp	516661	350,548	442,231	442,231	0	(442,231)	-100.0%
ADS End User Computing Exp.	516662	0	0	0	342,563	342,563	100.0%
It Intsvccost-Vision/Isdassess	516671	89,258	88,342	88,342	108,296	19,954	22.6%
ADS Centrex Exp.	516672	13,112	18,404	18,404	17,966	(438)	-2.4%
ADS Allocation Exp.	516685	101,932	97,940	97,940	101,290	3,350	3.4%
Software as a Service	519085	9,575	6,186	6,186	9,600	3,414	55.2%
Hw - Computer Peripherals	522201	4,105	0	0	2,500	2,500	100.0%
Hardware - Desktop & Laptop Pc	522216	38,569	32,931	32,931	50,471	17,540	53.3%
Hw - Printers,Copiers,Scanners	522217	0	0	0	0	0	0.0%
Hw-Personal Mobile Devices	522258	551	8,590	8,590	6,486	(2,104)	-24.5%
Software-Application Development	522283	49	0	0	0	0	0.0%
Software - Desktop	522286	50	300	300	144	(156)	-52.0%
Software - Server	522289	0	0	0	0	0	0.0%
Total: IT/Telecom Services and Equipment		784,348	880,049	880,049	882,863	2,814	0.3%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
IT Repair and Maintenance Services							

Description	Code						
Repair & Maint - Office Tech	513010	594	8,570	8,570	8,270	(300)	-3.5%
Software-Repair&Maint-Servers	513056	18,400	19,882	19,882	19,832	(50)	-0.3%
Software-Repair&Maint-Desktop	513058	0	2,895	2,895	0	(2,895)	-100.0%
Total: IT Repair and Maintenance Services		18,994	31,347	31,347	28,102	(3,245)	-10.4%

Description	Code	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Other Operating Expense	523199	0	0	0	0	0	0.0%
Single Audit Allocation	523620	9,992	19,676	19,676	17,195	(2,481)	-12.6%
Registration & Identification	523640	50	380	380	380	0	0.0%
Taxes	523660	2,846	9,225	9,225	9,225	0	0.0%
Bank Service Charges	524000	6,590	160	160	600	440	275.0%
Cost of Stock Items Sold	525290	58,707	75,000	75,000	75,000	0	0.0%
Penalties	551065	1,500	0	0	0	0	0.0%
Total: Other Operating Expenses		79,685	104,441	104,441	102,400	-2,041	-2.0%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Other Rental							
Description	Code						
Rental of Equipment & Vehicles	514500	661	0	0	0	0	0.0%
Rental - Auto	514550	1,307	10,400	10,400	10,200	(200)	-1.9%
Rental - Other	515000	17,173	9,739	9,739	9,751	12	0.1%
Total: Other Rental		19,141	20,139	20,139	19,951	(188)	-0.9%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Other Purchased Services							
Description	Code						
Insurance Other Than Empl Bene	516000	75,166	45,276	45,276	69,307	24,031	53.1%
Insurance - General Liability	516010	75,791	63,358	63,358	74,053	10,695	16.9%
Dues	516500	102,566	111,520	111,520	229,605	118,085	105.9%
Licenses	516550	0	420	420	0	(420)	-100.0%
Advertising-Tv	516811	0	15,000	15,000	20,000	5,000	33.3%
Advertising-Radio	516812	7,097	8,000	8,000	15,000	7,000	87.5%
Advertising-Print	516813	85,715	128,150	128,150	97,150	(31,000)	-24.2%
Advertising-Web	516814	318,492	1,242,994	1,242,994	11,497,354	10,254,360	825.0%
Advertising-Other	516815	250	10,000	10,000	7,000	(3,000)	-30.0%
Advertising - Out of Home	516817	0	0	0	0	0	0.0%
Advertising - Job Vacancies	516820	3,265	1,770	1,770	500	(1,270)	-71.8%
Client Meetings	516855	0	4,200	4,200	4,200	0	0.0%
Trade Shows & Events	516870	68,075	360,789	360,789	337,746	(23,043)	-6.4%
Giveaways	516871	0	100	100	100	0	0.0%
Sponsorships	516872	29,575	34,940	34,940	34,500	(440)	-1.3%
Photography	516875	256	7,500	7,500	34,477	26,977	359.7%
Printing and Binding	517000	4,595	3,188	3,188	12,060	8,872	278.3%
Printing & Binding-Bgs Copy Ct	517005	357	1,475	1,475	1,075	(400)	-27.1%
Printing-Promotional	517010	0	27,000	27,000	3,050	(23,950)	-88.7%
Photocopying	517020	17	0	0	0	0	0.0%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Registration For Meetings&Conf	517100	10,955	56,267	56,267	27,010	(29,257)	-52.0%
Training - Info Tech	517110	340	0	0	0	0	0.0%
Empl Train & Background Checks	517120	0	0	0	0	0	0.0%
Postage	517200	15,599	26,017	26,017	27,917	1,900	7.3%
Postage - Bgs Postal Svcs Only	517205	1,739	2,372	2,372	2,372	0	0.0%
Freight & Express Mail	517300	21,963	30,647	30,647	23,078	(7,569)	-24.7%
Instate Conf, Meetings, Etc	517400	40	15,275	15,275	1,100	(14,175)	-92.8%
Outside Conf, Meetings, Etc	517500	0	125	125	125	0	0.0%
Other Purchased Services	519000	7,299	197,245	197,245	180,918	(16,327)	-8.3%
Human Resources Services	519006	67,082	50,839	50,839	66,229	15,390	30.3%
Brochure Distribution	519030	2,453	8,000	8,000	6,500	(1,500)	-18.8%
Moving State Agencies	519040	2,584	450	450	1,000	550	122.2%
Total: Other Purchased Services		901,271	2,452,917	2,452,917	12,773,426	10,320,509	420.7%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Property and Maintenance							
Description	Code						
Water/Sewer	510000	12,103	13,000	13,000	13,000	0	0.0%
Disposal	510200	142	0	0	0	0	0.0%
Rubbish Removal	510210	8,670	6,000	6,000	6,000	0	0.0%
Snow Removal	510300	17,865	28,613	28,613	28,613	0	0.0%
Custodial	510400	7,704	10,900	10,900	21,800	10,900	100.0%
Other Property Mgmt Services	510500	2,855	240	240	240	0	0.0%
Lawn Maintenance	510520	43,431	37,000	37,000	74,000	37,000	100.0%
Repair & Maint - Buildings	512000	14,062	0	0	0	0	0.0%
Plumbing & Heating Systems	512010	7,044	3,500	3,500	7,000	3,500	100.0%
Other Repair & Maint Serv	513200	0	0	0	0	0	0.0%
Repair&Maint-Property/Grounds	513210	0	0	0	0	0	0.0%
Total: Property and Maintenance		113,875	99,253	99,253	150,653	51,400	51.8%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Property Rental							
Description	Code						
Rent Land & Bldgs-Office Space	514000	251,044	265,422	265,422	274,114	8,692	3.3%
Rent Land&Bldgs-Non-Office	514010	11,520	17,074	17,074	8,370	(8,704)	-51.0%
Total: Property Rental		262,563	282,496	282,496	282,484	(12)	0.0%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Supplies							
Description	Code						
Office Supplies	520000	3,595	10,061	10,061	10,237	176	1.7%
Stationary & Envelopes	520015	0	0	0	0	0	0.0%
Vehicle & Equip Supplies&Fuel	520100	81	0	0	0	0	0.0%
Gasoline	520110	1,069	7,226	7,226	7,226	0	0.0%
Diesel	520120	0	300	300	300	0	0.0%
Building Maintenance Supplies	520200	1,773	0	0	0	0	0.0%
Plumbing, Heating & Vent	520210	1,173	500	500	500	0	0.0%
Heating & Ventilation	520211	0	0	0	0	0	0.0%
Small Tools	520220	0	0	0	0	0	0.0%
Electrical Supplies	520230	101	0	0	0	0	0.0%
Other General Supplies	520500	9,904	3,458	3,458	3,237	(221)	-6.4%
It & Data Processing Supplies	520510	1,022	2,364	2,364	2,364	0	0.0%
Cloth & Clothing	520520	0	0	0	0	0	0.0%
Photo Supplies	520560	15,740	25,112	25,112	3,000	(22,112)	-88.1%
Agric, Hort, Wildlife	520580	361	0	0	0	0	0.0%
Fire, Protection & Safety	520590	132	1,200	1,200	2,400	1,200	100.0%
Food	520700	0	142	142	142	0	0.0%
Electricity	521100	33,406	31,100	31,100	31,100	0	0.0%
Heating Oil #2 - Uncut	521220	5,542	8,000	8,000	8,000	0	0.0%
Propane Gas	521320	7,060	6,700	6,700	6,700	0	0.0%
Books&Periodicals-Library/Educ	521500	373	600	600	600	0	0.0%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Supplies							
Subscriptions	521510	26,148	27,774	27,774	91,287	63,513	228.7%
Subscriptions Other Info Serv	521515	25,426	40,425	40,425	0	(40,425)	-100.0%
Other Books & Periodicals	521520	0	0	0	0	0	0.0%
Road Supplies and Materials	521600	0	0	0	0	0	0.0%
Household, Facility&Lab Suppl	521800	468	0	0	0	0	0.0%
Paper Products	521820	0	0	0	0	0	0.0%
Total: Supplies		133,374	164,962	164,962	167,093	2,131	1.3%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Travel							
Description	Code						
Travel-Inst-Auto Mileage-Emp	518000	15,043	32,475	32,475	31,525	(950)	-2.9%
Travel-Inst-Other Transp-Emp	518010	3,500	9,610	9,610	4,420	(5,190)	-54.0%
Travel-Inst-Meals-Emp	518020	0	3,120	3,120	2,270	(850)	-27.2%
Travel-Inst-Lodging-Emp	518030	0	5,930	5,930	4,050	(1,880)	-31.7%
Travel-Inst-Incidentals-Emp	518040	12	2,025	2,025	1,050	(975)	-48.1%
Travel-Inst-Auto Mileage-Nonemp	518300	528	20,232	20,232	19,120	(1,112)	-5.5%
Travel-Inst-Other Trans-Nonemp	518310	0	100	100	100	0	0.0%
Travel-Inst-Meals-Nonemp	518320	0	1,475	1,475	325	(1,150)	-78.0%
Travel-Inst-Lodging-Nonemp	518330	0	1,350	1,350	1,000	(350)	-25.9%
Travel-Outst-Auto Mileage-Emp	518500	72	5,617	5,617	3,067	(2,550)	-45.4%
Travel-Outst-Other Trans-Emp	518510	2,967	32,185	32,185	26,510	(5,675)	-17.6%
Travel-Outst-Meals-Emp	518520	305	9,393	9,393	9,593	200	2.1%
Travel-Outst-Lodging-Emp	518530	629	44,351	44,351	45,720	1,369	3.1%
Travel-Outst-Incidentals-Emp	518540	117	8,920	8,920	6,860	(2,060)	-23.1%
Travel-Outst-Other Trans-Nonemp	518710	0	1,000	1,000	2,000	1,000	100.0%
Travel-Outst-Lodging-Nonemp	518730	0	300	300	500	200	66.7%
Total: Travel		23,173	178,083	178,083	158,110	(19,973)	-11.2%

Total: 2. OPERATING		2,346,467	4,218,487	4,218,487	14,569,882	10,351,395	245.4%
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Budget Object Group: 3. GRANTS

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Grants Rollup							
Description	Code						
Grants To Municipalities	550000	7,283,295	17,213,067	17,213,067	13,311,221	(3,901,846)	-22.7%
Grants	550220	6,736,034	7,015,881	7,015,881	4,204,278	(2,811,603)	-40.1%
Other Grants	550500	4,357,501	8,643,881	98,093,881	67,703,984	59,060,103	683.3%
Total: Grants Rollup		18,376,830	32,872,829	32,872,829	85,219,483	52,346,654	159.2%
Total: 3. GRANTS		18,376,830	32,872,829	32,872,829	85,219,483	52,346,654	159.2%
Total Expenditures		30,260,901	48,684,443	48,684,443	114,279,944	65,595,501	134.7%

Fund Name	Fund Code	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Fund	10000	11,332,800	15,419,314	15,419,314	17,028,328	1,609,014	10.4%
Misc Fines & Penalties	21054	0	176,891	176,891	183,391	6,500	3.7%
Captive Insurance Reg & Suprv	21085	495,350	530,350	530,350	530,350	0	0.0%
Historic Sites Special Fund	21325	155,410	200,000	200,000	450,000	250,000	125.0%
Municipal & Regional Planning	21330	3,223,902	3,381,899	3,381,899	3,381,899	0	0.0%
Better Places Fund	21332	0	0	0	675,000	675,000	0.0%
Inter-Unit Transfers Fund	21500	282,535	4,114,320	4,114,320	5,532,656	1,418,336	34.5%
FEMA IDT Fund	21501	0	0	0	0	0	0.0%
Conference Fees & Donations	21525	0	20,000	20,000	20,000	0	0.0%
Downtown Trans & Capital Impro	21575	428,015	523,966	523,966	523,966	0	0.0%
ACCD-Mobile Home Park Laws	21819	75,531	79,820	79,820	81,756	1,936	2.4%
ACCD-Miscellaneous Receipts	21820	117,941	248,040	248,040	165,876	(82,164)	-33.1%
Windham County Development Fund	21898	1,519,915	1,000,000	1,000,000	2,250,000	1,250,000	125.0%
Archeology Operations	21918	35,616	134,629	134,629	76,080	(58,549)	-43.5%
EB-5 Special Fund	21919	33,278	80,000	80,000	50,000	(30,000)	-37.5%
Clean Water Fund	21932	0	200,000	200,000	200,000	0	0.0%
Next Generation Initiative Fnd	21992	0	0	0	0	0	0.0%
Cannabis Business Develop Fd	21997	0	0	0	0	0	#DIV/0!
Federal Revenue Fund	22005	11,250,793	21,975,214	21,975,214	29,788,474	7,813,260	35.6%
ARPA Homeowner Assistance Fd	22042	0	0	0	49,908,211	49,908,211	0.0%
Coronavirus Relief Fund	22045	750,000	0	0	0	0	0.0%
Emergency Rental Assist - ERA1	22046	55,274	0	0	2,833,957	2,833,957	0.0%
ARPA State Fiscal Recovery Fund	22047	0	0	0	0	0	0.0%
DHCD-CDBG Program Income Fund	22060	504,541	600,000	600,000	600,000	0	0.0%
Funds Total		30,260,901	48,684,443	48,684,443	114,279,944	65,595,501	134.7%
Position Count						85	
FTE Total						85.00	

Agency of Commerce and Community Development

FY 2023 Request

Grant Itemization Form

DEPARTMENT - Administration

Appropriation Name	Grant Title	Grantee	FY 22 As Passed	Incr(Decr)	FY 23 Request	GF \$	SF \$	Fed \$	Interdept \$	Purpose/Service Provided/Other Funds Explanation
Administration	VT Sustainable Jobs Fund	VT Sustainable Jobs Fund	225,000	0	225,000	225,000	0	0	0	Pass-thru to support program.
	VT Council on Rural Development	VT Council on Rural Develop	89,320	0	89,320	89,320	0	0	0	Pass-thru to support program.
	UVM Data Center -Rural Studies	UVM Data Center	50,000	0	50,000	50,000	0	0	0	Pass-thru to support rural studies research.
	VT Outdoor Recreation Program	Various entities	215,500	215,500	175,500	0	0	175,500	0	Supports VT Outdoor Recreation Program
TOTAL Grants FY23			579,820	215,500	539,820	364,320	0	175,500	0	

DEPARTMENT - Housing and Community Development

Appropriation Name	Grant Title	Grantee	FY 22 As Passed	Incr(Decr)	FY 23 Request	GF \$	SF \$	Fed \$	Interdept \$	Purpose/Service Provided/Other Funds Explanation
Housing & Community Development	Mobile Home Park Program	Mediators	4,000	0	4,000	0	4,000	0	0	Pays for mediation fees.
	HOME Investment Partnership	VT Housing Conserv Board	255,783	0	255,783	0	0	255,783	0	Pass-thru to support admin costs under the HOME program.
	First Stop Grant	CVOEO	75,000	5,000	80,000	80,000	0	0	0	Mobile Home Park client assistance.
	Vermont Housing Investment Program	Various entities	1,000,000	0	1,000,000	1,000,000	0	0	0	Supports housing initiatives.
	Certified Local Government	Municipalities	62,103	15,363	77,466	0	0	77,466	0	Supports historic bldgs re: planning, surveying & documentation.
	Preservation Trust of Vermont	Preservation Trust of VT	8,000	0	8,000	0	0	8,000	0	Supports Energy Efficiency for Historic Buildings
	Municipal Planning Assistance	Municipalities	457,482	0	457,482	0	457,482	0	0	Supports individual town planning efforts.
	RPC Block Grants	Various entities	2,924,417	0	2,924,417	0	2,924,417	0	0	Supports individual town planning efforts.
	VHCB Disaster Recovery Buyouts	VT Housing Conserv Board	231,540	(82,164)	149,376	0	149,376	0	0	Supports disaster recovery buyouts not covered by FEMA.
	HP Barn Grant Mitigation Awards	Various entities	20,250	0	20,250	0	20,250	0	0	Supports Windham County Barn Grants
	VW Mitigation Funds	Various entities	2,403,820	(286,700)	2,117,120	0	0	0	2,117,120	Supports electric vehicle supply equipment program via ANR
	Better Connections/Clean Water	Municipalities	60,000	0	60,000	0	60,000	0	0	Pass-through to Vtrans supporting Better Connections Program
	Downtown Stormwater Project Planning-Clean Water	Municipalities	140,000	0	140,000	0	140,000	0	0	Grants to Municipalities supporting Downtown Clean Water efforts
	Downtown Grants	Municipalities	408,358	(17,176)	391,182	0	391,182	0	0	Supports Transportation & Capital Improvements in VT Downtowns
	Community Develop. Block Grant-Cares Act	Various entities	8,486,191	(3,486,191)	5,000,000	0	0	5,000,000	0	Supports COVID recovery for housing & economic development
	Recovery Housing Program	Various entities	692,760	728,319	1,421,079	0	0	1,421,079	0	Supports COVID recovery for housing & economic development
	CDBG Program Income	Municipalities	600,000	0	600,000	0	0	600,000	0	Planning, housing and economic dev projects -Consolidated Plan.
	Community Develop. Block Grant	Municipalities	6,927,586	186,153	7,113,739	0	0	7,113,739	0	Planning, housing and economic dev projects -Consolidated Plan.
	Better Places	Various entities	0	675,000	675,000	0	675,000	0	0	Supports public space improvements and programming
	Emergency Rental Assistance Program	Various entities	0	2,700,000	2,700,000	0	0	2,700,000	0	Assists households with rent & utility payments due to the pandemic
	Homeowner Assitance Fund	Vermont Housing Finance Agency	0	49,796,620	49,796,620	0	0	49,796,620	0	Supports COVID recovery for Homeowners
TOTAL Grants FY23			24,757,290	50,234,224	74,991,514	1,080,000	4,821,707	66,972,687	2,117,120	

DEPARTMENT - Economic Development

Appropriation Name	Grant Title	Grantee	FY 22 As Passed	Incr(Decr)	FY 23 Request	GF \$	SF \$	Fed \$	Interdept \$	Purpose/Service Provided/Other Funds Explanation
Economic Development	VT Employee Ownership Center	VEOC	69,660	0	69,660	69,660	0	0	0	Pass-thru to support program.
	Small Business Dev Ctr - Bus Support	SBDC	357,400	0	357,400	357,400	0	0	0	Pass-thru supports small business development efforts.
	Job Development Zones	Municipalities	690	(690)	0	0	0	0	0	Pays bond interest on notes. FY22 is FINAL YEAR.
	Entrepreneurship Performance Grants	UVM & VCET	200,000	0	200,000	200,000	0	0	0	Pass-thru to support programs
	RDC Block Grants	Various entities	1,266,104	0	1,266,104	1,266,104	0	0	0	Pass-thru to support economic development state-wide.
	VT Training Program	Various entities	1,207,741	0	1,207,741	0	0	0	0	Pays for training for VT employees.
	Windham County Development Fund	Various entities	1,000,000	1,250,000	2,250,000	0	2,250,000	0	0	Windham Region Economic Response to VY Closing.
	Newport Economic Development	Various entities	1,705,500	0	1,705,500	0	60,000	0	1,645,500	EB-5 Settlement for Newport Economic Development
	EPA - Revolving Loan Fund - Brownfield	Various entities	1,367,000	0	1,367,000	0	0	1,367,000	0	Used to mitigate Brownfield clean up costs
	NBRC Capacity Grants	Various entities	190,000	(70,000)	120,000	0	0	120,000	0	Pass-thru to broaden economic development and technical assistance resources
	SBA - STEP International Trade	Various entities	94,744	0	94,744	0	0	94,744	0	Technical assistance to increase exportation of VT products.
	New/Remote Worker	Various entities	0	1,000,000	1,000,000	1,000,000	0	0	0	Micro-targeting potential migrants
TOTAL Grants FY23			7,458,839	2,179,310	9,638,149	4,100,905	2,310,000	1,581,744	1,645,500	

DEPARTMENT - Tourism and Marketing

Appropriation Name	Grant Title	Grantee	FY 22 As Passed	Incr(Decr)	FY 23 Request	GF \$	SF \$	Fed \$	Interdept \$	Purpose/Service Provided/Other Funds Explanation
Tourism & Marketing	VT Mountain Bike Assoc	VT Mountain Bike Assoc	26,880	(26,880)	0	0	0	0	0	Pass-thru to support program.
	VT Convention & Visitor's Bureau	Lake Champlain Chamber	50,000	(50,000)	0	0	0	0	0	Pass-thru to support program.
	Competitive Marketing Capacity Grants	various	0	50,000	50,000	50,000	0	0	0	Competitive Marketing grants to market Vermont
TOTAL Grants FY23			76,880	(26,880)	50,000	50,000	0	0	0	

Agency Grants Request FY23			32,872,829	52,602,154	85,219,483	5,595,225	7,131,707	68,729,931	3,762,620	
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Report ID: VTPB-14-POSITION_SUMMARY

Run Date: 1/26/22

Run Time: 1:12 PM

State of Vermont

FY2023 Governor's Recommended Budget
Position Summary Report

07-Commerce and Community Development

Position Number	Classification	FTE	Count	Gross Salary	State Benefits	Federally Mandated	Total
670001	447800 - Procurement Tech Serv Coord	1.00	1	68,266	37,108	5,223	110,597
670004	540004 - Community Development Spec IV	1.00	1	79,518	46,961	6,084	132,563
670007	060000 - Grants Management Analyst	1.00	1	79,248	46,892	6,062	132,202
670010	485600 - Procur Tech Asst Counselor II	1.00	1	60,736	25,914	4,646	91,296
670013	089150 - Financial Director III	1.00	1	81,078	22,103	6,203	109,384
670015	089280 - Administrative Srvcs Mngr III	1.00	1	79,310	46,907	6,067	132,284
670020	060000 - Grants Management Analyst	1.00	1	79,248	39,965	6,063	125,276
670022	540000 - Community Development Spec III	1.00	1	65,998	43,446	5,049	114,493
670023	089060 - Financial Administrator II	1.00	1	70,242	41,222	5,374	116,838
670024	140300 - State Archeologist	1.00	1	74,464	38,721	5,697	118,882
670025	550200 - Contracts & Grants Administrat	1.00	1	81,162	47,389	6,209	134,760
670027	461000 - Marketing Manager	1.00	1	65,998	27,284	5,049	98,331
670034	063000 - Historic Sites Section Chief	1.00	1	74,464	38,720	5,697	118,881
670035	089230 - Administrative Srvcs Cord II	1.00	1	56,930	41,089	4,356	102,375
670036	540100 - Community Development Spec II	1.00	1	58,323	25,287	4,462	88,072
670037	071700 - Downtown Program Manager	1.00	1	72,509	45,139	5,547	123,195
670040	547900 - Planning & Outreach Manager	1.00	1	74,859	45,750	5,726	126,335
670044	478501 - Senior Travel Marketing Spec	1.00	1	68,266	27,873	5,222	101,361
670045	089130 - Financial Director I	1.00	1	101,026	45,797	7,729	154,552
670048	089060 - Financial Administrator II	1.00	1	74,360	38,694	5,688	118,742
670050	456700 - Director of Grants Management	1.00	1	98,051	26,545	7,500	132,096
670051	072002 - Director of Preservation	1.00	1	76,960	45,911	5,888	128,759
670052	314900 - Benn Monum Hist Site Adm	1.00	1	76,461	39,240	5,850	121,551
670055	485600 - Procur Tech Asst Counselor II	1.00	1	60,736	42,077	4,646	107,459
670061	478501 - Senior Travel Marketing Spec	1.00	1	63,960	35,989	4,893	104,842

Report ID: VTPB-14-POSITION_SUMMARY

Run Date: 1/26/22

Run Time: 1:12 PM

State of Vermont

FY2023 Governor's Recommended Budget
Position Summary Report

Position Number	Classification	FTE	Count	Gross Salary	State Benefits	Federally Mandated	Total
670064	478500 - Travel Marketing Spec III	1.00	1	56,451	24,801	4,319	85,571
670067	521800 - Grants Specialist	1.00	1	60,737	25,913	4,648	91,298
670068	473300 - Hist Res Spec Architecture	1.00	1	65,999	27,283	5,049	98,331
670074	464500 - Procurment Tech Assist Ctr Dir	1.00	1	79,310	46,907	6,067	132,284
670075	554800 - ACCD Digital Outreach Coord	1.00	1	54,766	33,598	4,190	92,554
670082	049100 - Housing Program Coordinator	1.00	1	78,833	46,784	6,030	131,647
670083	076200 - State Architectural Historian	1.00	1	74,859	45,751	5,727	126,337
670087	072400 - Historic Sites Regional Admin	1.00	1	61,859	28,006	4,732	94,597
670088	072400 - Historic Sites Regional Admin	1.00	1	83,429	33,614	6,383	123,426
670091	072000 - Senior Hist Pres Review Coord	1.00	1	84,240	47,767	6,444	138,451
670093	469100 - Economic Development Spec II	1.00	1	58,323	25,287	4,462	88,072
670095	548200 - Community Plan & Policy Mgr	1.00	1	65,707	36,443	5,027	107,177
670096	089240 - Administrative Svcs Cord III	1.00	1	76,461	39,240	5,850	121,551
670097	089050 - Financial Administrator I	1.00	1	64,459	36,119	4,931	105,509
670099	072100 - Tax Credit & Historic Grants	1.00	1	76,960	30,133	5,888	112,981
670113	073600 - Economic Development Director	1.00	1	67,787	27,749	5,186	100,722
670117	486500 - Bus Application Support Spec	1.00	1	67,787	36,985	5,186	109,958
670123	478501 - Senior Travel Marketing Spec	1.00	1	57,949	34,426	4,433	96,808
670127	089130 - Financial Director I	1.00	1	79,082	40,054	6,050	125,186
670128	073600 - Economic Development Director	1.00	1	76,960	30,134	5,888	112,982
670142	472200 - Dir of Comm Plan & Revital	1.00	1	89,565	49,724	6,852	146,141
670146	548200 - Community Plan & Policy Mgr	1.00	1	70,075	19,107	5,360	94,542
670153	540300 - Senior Economic Development Sp	1.00	1	63,960	26,756	4,894	95,610
670154	074200 - Workforce Train Prog Dir	1.00	1	70,075	19,106	5,361	94,542
670156	049600 - Grants Mng Spec Housing&Com De	1.00	1	56,451	33,754	4,318	94,523
670158	485600 - Procur Tech Asst Counselor II	1.00	1	66,227	18,106	5,066	89,399
670162	496600 - Grant Programs Manager	1.00	1	67,787	43,572	5,186	116,545
670164	473301 - Historic Res Spec Archeology	1.00	1	65,999	36,519	5,049	107,567
670165	469101 - Economic Research Analyst	1.00	1	81,806	47,557	6,258	135,621
670167	485600 - Procur Tech Asst Counselor II	1.00	1	70,137	28,360	5,366	103,863

Report ID: VTPB-14-POSITION_SUMMARY

Run Date: 1/26/22

Run Time: 1:12 PM

State of Vermont

FY2023 Governor's Recommended Budget
Position Summary Report

Position Number	Classification	FTE	Count	Gross Salary	State Benefits	Federally Mandated	Total
670168	089240 - Administrative Svcs Cord III	1.00	1	62,213	35,223	4,759	102,195
670170	045004 - Housing Program Administrator	1.00	1	79,311	30,347	6,068	115,726
670172	131400 - Environmental Officer	1.00	1	74,464	19,394	5,697	99,555
670177	469100 - Economic Development Spec II	1.00	1	52,707	23,827	4,032	80,566
670178	073600 - Economic Development Director	1.00	1	81,973	47,600	6,271	135,844
670187	554802 - Econ Devel Digital Market Spec	1.00	1	57,949	25,190	4,433	87,572
670188	540100 - Community Development Spec II	1.00	1	52,707	23,827	4,032	80,566
670189	496600 - Grant Programs Manager	1.00	1	72,509	45,139	5,547	123,195
670190	089220 - Administrative Svcs Cord I	1.00	1	55,473	40,708	4,244	100,425
670191	049601 - Grants Management Specialist	1.00	1	52,707	39,990	4,032	96,729
670192	049600 - Grants Mng Spec Housing&Com De	1.00	1	52,707	13,737	4,032	70,476
670200	496600 - Grant Programs Manager	1.00	1	65,707	43,370	5,027	114,104
677001	90100A - Agency Secretary	1.00	1	154,461	66,707	11,094	232,262
677002	90120A - Commissioner	1.00	1	127,650	25,019	9,765	162,434
677003	90120A - Commissioner	1.00	1	120,557	57,833	9,222	187,612
677005	90120A - Commissioner	1.00	1	112,050	55,608	8,572	176,230
677006	90570D - Deputy Commissioner	1.00	1	94,786	34,928	7,251	136,965
677007	96500D - Deputy Secretary	1.00	1	127,067	59,538	9,720	196,325
677011	95360E - Principal Assistant	1.00	1	85,571	48,680	6,546	140,797
677012	95871E - General Counsel II	1.00	1	117,624	40,012	8,999	166,635
677013	95010E - Executive Director	1.00	1	87,547	49,196	6,697	143,440
677014	94980E - Economic Progress Council Dir	1.00	1	88,712	24,101	6,786	119,599
677015	95230E - Historic Preservation Officer	1.00	1	93,579	34,143	7,159	134,881
677017	95870E - General Counsel I	1.00	1	91,186	43,227	6,976	141,389
677019	90571D - Deputy Commissioner	1.00	1	96,013	36,566	7,345	139,924
677022	95360E - Principal Assistant	1.00	1	87,547	49,196	6,697	143,440
677025	91590E - Private Secretary	1.00	1	76,960	39,499	5,888	122,347
677026	96170E - Chief Marketing Officer	1.00	1	88,733	42,580	6,788	138,101
677029	95250E - Executive Assistant	1.00	1	79,248	40,097	6,062	125,407
677032	95010E - Executive Director	1.00	1	102,003	52,979	7,803	162,785

Report ID: VTPB-14-POSITION_SUMMARY

Run Date: 1/26/22

Run Time: 1:12 PM

State of Vermont

FY2023 Governor's Recommended Budget
Position Summary Report

Position Number	Classification	FTE	Count	Gross Salary	State Benefits	Federally Mandated	Total
Total		85.00	85	6,527,934	3,169,839	498,674	10,196,447

Fund Code	Fund Name	FTE	Count	Gross Salary	State Benefits	Federally Mandated	Total
10000	General Fund	69.00	63	5,032,304	2,416,976	384,258	7,833,538
21085	Captive Insurance Reg & Suprv	1.00	1	67,787	27,749	5,186	100,722
21500	Inter-Unit Transfers Fund		0	8,225	3,686	629	12,540
21575	Downtown Trans & Capital Impro		1	78,924	47,822	6,038	132,784
21819	ACCD-Mobile Home Park Laws	2.00	1	45,723	27,134	3,498	76,355
22005	Federal Revenue Fund	11.00	16	1,145,679	564,927	87,644	1,798,250
22042	ARPA Homeowner Assistance Fd	1.00	1	60,638	43,024	4,639	108,301
22046	Emergency Rental Assist - ERA1	1.00	1	88,654	38,521	6,782	133,957
Total		85.00	85	6,527,934	3,169,839	498,674	10,196,447

Note: Numbers may not sum to total due to rounding.

Division of Administration

Lindsay Kurrle, Agency Secretary

Tayt Brooks, Deputy Secretary

FY 2023 Governor's Recommend	\$ 3,872,406
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Fiscal Year 2023 Budget Development Form - ACCD -Administration

	General \$\$	Special \$\$	Federal \$\$	Interdept'l Transfer \$\$	Total \$\$	Related Strategic Plan Outcome
Approp #1 ACCD -Administration: FY 2022 Approp	3,150,156	0	391,000	0	3,541,156	
FY 2022 Other Changes	0	0	0	0	0	
Total Approp. After FY 2022 Other Changes	3,150,156	0	391,000	0	3,541,156	
Personal Services						
Base Salaries	76,273				76,273	Structural Statewide Pressure
Fringe Benefits (non-retirement)	44,673				44,673	Structural Statewide Pressure
Retirement Rate	77,842				77,842	Structural Statewide Pressure
Tsf Pos #670048 from T&M - Salary	76,877				76,877	Modernize and Improve Government
Tsf Pos #670048 from T&M - Fringe Benefits	23,754				23,754	Modernize and Improve Government
Tsf Pos #670048 from T&M - Retirement	16,452				16,452	Modernize and Improve Government
Total Salary/Fringe Change	117,083				117,083	
Grand Total Salary/Benefit base change	315,871	-	-	-	315,871	
Internal Service Fee - Workers Comp	722				722	Structural Statewide Pressure
Vacancy & Turnover Savings	(3,204)				(3,204)	Make Vermont More Affordable
Other Personal Services				109,004	109,004	Structural Statewide Pressure
Total Personal Services Change	313,389	-	-	109,004	422,393	
Operating	308,406					
Internal Service Fees - 3% Base Change (Insurances, VISION, ADS Allocated Fee, SLA, HR Services)	39,602			5,213	44,815	Structural Statewide Pressure
ADS Timesheet Billings Reduction	(99,668)				(99,668)	Modernize and Improve Government
Net Operating Increase equipment, miscellaneous	2,938			772	3,710	Make Vermont More Affordable
					-	
Total Operating Change	(57,128)	-	-	5,985	(51,143)	
Grants						
VT Outdoor Business Alliance -Year 3 Reduction			(40,000)		(40,000)	Grow the Economy
Total Grants Change	-	-	(40,000)	-	(40,000)	
Subtotal of Increases/Decreases	256,261	0	(40,000)	114,989	331,250	
FY 2023 Governor Recommend	3,406,417	0	351,000	114,989	3,872,406	
ACCD -Administration FY 2022 Appropriation	3,150,156	0	391,000	0	3,541,156	
Reductions and Other Changes	0	0	0	0	0	
FY 2022 Total After Other Changes	3,150,156	0	391,000	0	3,541,156	
TOTAL INCREASES/DECREASES	256,261	0	(40,000)	114,989	331,250	
ACCD -Administration FY 2023 Governor Recommend	3,406,417	0	351,000	114,989	3,872,406	

Report ID: VTPB-11_GOV REC

Run Date: 01/26/2022

Run Time: 01:29 PM

State of Vermont

FY2023 Governor's Recommended Budget: Rollup Report

Organization: 710000000 - Agency of Commerce and Community Development Administration

Budget Object Group: 1. PERSONAL SERVICES

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages	1,462,784	1,182,299	1,182,299	1,332,245	149,946	12.7%
Fringe Benefits	719,380	612,531	612,531	775,996	163,465	26.7%
Contracted and 3rd Party Service	4,400	175,500	175,500	175,500	0	0.0%
PerDiem and Other Personal Services	304	0	0	108,982	108,982	100.0%
Budget Object Group Total: 1. PERSONAL SERVICES	2,186,868	1,970,330	1,970,330	2,392,723	422,393	21.4%

Budget Object Group: 2. OPERATING

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Equipment	0	2,000	2,000	2,000	0	0.0%
IT/Telecom Services and Equipment	502,979	587,667	587,667	519,678	(67,989)	-11.6%
IT Repair and Maintenance Services	7,794	7,528	7,528	4,583	(2,945)	-39.1%
Other Operating Expenses	9,232	2,340	2,340	2,340	0	0.0%
Other Rental	359	3,689	3,689	3,701	12	0.3%
Other Purchased Services	113,800	89,468	89,468	109,259	19,791	22.1%
Property Rental	262,463	281,416	281,416	281,404	(12)	0.0%
Supplies	4,338	7,113	7,113	7,113	0	0.0%
Travel	4,007	9,785	9,785	9,785	0	0.0%
Budget Object Group Total: 2. OPERATING	904,973	991,006	991,006	939,863	(51,143)	-5.2%

Budget Object Group: 3. GRANTS

Report ID: VTPB-11_GOV REC

Run Date: 01/26/2022

Run Time: 01:29 PM

State of Vermont

FY2023 Governor's Recommended Budget: Rollup Report

Organization: 710000000 - Agency of Commerce and Community Development Administration

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Grants Rollup	396,291	579,820	579,820	539,820	(40,000)	-6.9%
Budget Object Group Total: 3. GRANTS	396,291	579,820	579,820	539,820	(40,000)	-6.9%

Total Expenditures	3,488,132	3,541,156	3,541,156	3,872,406	331,250	9.4%
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Fund Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Funds	2,662,571	3,150,156	3,150,156	3,406,417	256,261	8.1%
Coronavirus Relief Fund	750,000	0	0	0	0	0.0%
Federal Funds	75,561	391,000	391,000	351,000	(40,000)	-10.2%
IDT Funds	0	0	0	114,989	114,989	100.0%
Funds Total	3,488,132	3,541,156	3,541,156	3,872,406	331,250	9.4%

Position Count	15
FTE Total	15

Report ID: VTPB-07_GOV REC
 Run Date: 01/26/2022
 Run Time: 01:31 PM

State of Vermont
FY2023 Governor's Recommended Budget: Detail Report

Organization: 710000000 - Agency of Commerce and Community Development Administration

Budget Object Group: 1. PERSONAL SERVICES

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages							
Description	Code						
Classified Employees	500000	1,447,370	642,678	642,678	766,709	124,031	19.3%
Exempt	500010	0	557,607	557,607	586,726	29,119	5.2%
Overtime	500060	15,414	0	0	0	0	0.0%
Vacancy Turnover Savings	508000	0	(17,986)	(17,986)	(21,190)	(3,204)	17.8%
Total: Salaries and Wages		1,462,784	1,182,299	1,182,299	1,332,245	149,946	12.7%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Fringe Benefits							
Description	Code						
FICA - Classified Employees	501000	107,327	49,165	49,165	58,655	9,490	19.3%
FICA - Exempt	501010	0	42,171	42,171	44,162	1,991	4.7%
Health Ins - Classified Empl	501500	297,132	149,208	149,208	190,637	41,429	27.8%
Health Ins - Exempt	501510	0	114,680	114,680	127,000	12,320	10.7%
Retirement - Classified Empl	502000	283,281	137,533	137,533	195,512	57,979	42.2%
Retirement - Exempt	502010	0	96,224	96,224	132,561	36,337	37.8%
Dental - Classified Employees	502500	15,691	6,688	6,688	8,530	1,842	27.5%
Dental - Exempt	502510	0	4,180	4,180	4,265	85	2.0%
Life Ins - Classified Empl	503000	5,582	2,713	2,713	3,842	1,129	41.6%
Life Ins - Exempt	503010	0	2,352	2,352	2,940	588	25.0%
LTD - Classified Employees	503500	1,504	668	668	439	(229)	-34.3%

Report ID: VTPB-07_GOV REC
 Run Date: 01/26/2022
 Run Time: 01:31 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7100000000 - Agency of Commerce and Community Development Administration

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Fringe Benefits							
Description	Code						
LTD - Exempt	503510	0	1,282	1,282	985	(297)	-23.2%
EAP - Classified Empl	504000	483	256	256	330	74	28.9%
EAP - Exempt	504010	0	160	160	165	5	3.1%
Workers Comp - Ins Premium	505200	8,379	5,251	5,251	5,973	722	13.7%
Total: Fringe Benefits		719,380	612,531	612,531	775,996	163,465	26.7%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Contracted and 3rd Party Service							
Description	Code						
IT Contracts - Application Development	507565	4,400	0	0	0	0	0.0%
Other Contr and 3Rd Pty Serv	507600	0	175,500	175,500	175,500	0	0.0%
Total: Contracted and 3rd Party Service		4,400	175,500	175,500	175,500	0	0.0%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
PerDiem and Other Personal Services							
Description	Code						
Catamount Health Assessment	505700	304	0	0	0	0	0.0%
Other Pers Serv	506200	0	0	0	108,982	108,982	100.0%
Total: PerDiem and Other Personal Services		304	0	0	108,982	108,982	100.0%

Total: 1. PERSONAL SERVICES		2,186,868	1,970,330	1,970,330	2,392,723	422,393	21.4%
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Report ID: VTPB-07_GOV REC
 Run Date: 01/26/2022
 Run Time: 01:31 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 710000000 - Agency of Commerce and Community Development Administration

Budget Object Group: 2. OPERATING

Equipment			FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Furniture & Fixtures	522700	0	2,000	2,000	2,000	0	0.0%
Total: Equipment		0	2,000	2,000	2,000	0	0.0%

IT/Telecom Services and Equipment		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
ADS VOIP Expense	516605	1,823	1,616	1,616	1,616	0	0.0%
Telecom-Mobile Wireless Data	516623	0	0	0	0	0	0.0%
Telecom-Conf Calling Services	516658	1,176	1,176	1,176	1,176	0	0.0%
Telecom-Wireless Phone Service	516659	5,108	4,500	4,500	5,885	1,385	30.8%
ADS Enterp App Supp SOV Emp Exp	516660	21,067	28,106	28,106	35,307	7,201	25.6%
ADS App Support SOV Emp Exp	516661	350,548	442,231	442,231	0	(442,231)	-100.0%
ADS End User Computing Exp.	516662	0	0	0	342,563	342,563	100.0%
It Intsvccost-Vision/Isdassess	516671	89,258	88,342	88,342	108,296	19,954	22.6%
ADS Centrex Exp.	516672	310	268	268	285	17	6.3%
ADS Allocation Exp.	516685	18,064	15,915	15,915	16,537	622	3.9%
Software as a Service	519085	0	0	0	0	0	0.0%
Hw - Computer Peripherals	522201	2,487	0	0	2,500	2,500	100.0%
Hardware - Desktop & Laptop Pc	522216	13,320	5,013	5,013	5,013	0	0.0%
Hw - Printers,Copiers,Scanners	522217	0	0	0	0	0	0.0%
Hw-Personal Mobile Devices	522258	(231)	500	500	500	0	0.0%

Report ID: VTPB-07_GOV REC

Run Date: 01/26/2022

Run Time: 01:31 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7100000000 - Agency of Commerce and Community Development Administration

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
IT/Telecom Services and Equipment							
Description	Code						
Software-Application Development	522283	49	0	0	0	0	0.0%
Software - Desktop	522286	0	0	0	0	0	0.0%
Total: IT/Telecom Services and Equipment		502,979	587,667	587,667	519,678	(67,989)	-11.6%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
IT Repair and Maintenance Services							
Description	Code						
Repair & Maint - Office Tech	513010	594	3,370	3,370	3,370	0	0.0%
Software-Repair&Maint-Servers	513056	7,200	1,263	1,263	1,213	(50)	-4.0%
Software-Repair&Maint-Desktop	513058	0	2,895	2,895	0	(2,895)	-100.0%
Total: IT Repair and Maintenance Services		7,794	7,528	7,528	4,583	(2,945)	-39.1%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Other Operating Expenses							
Description	Code						
Single Audit Allocation	523620	9,192	2,200	2,200	2,200	0	0.0%
Registration & Identification	523640	40	140	140	140	0	0.0%
Total: Other Operating Expenses		9,232	2,340	2,340	2,340	0	0.0%

Report ID: VTPB-07_GOV REC
 Run Date: 01/26/2022
 Run Time: 01:31 PM

State of Vermont
FY2023 Governor's Recommended Budget: Detail Report

Organization: 7100000000 - Agency of Commerce and Community Development Administration

Other Rental		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Rental - Auto	514550	0	2,650	2,650	2,650	0	0.0%
Rental - Other	515000	359	1,039	1,039	1,051	12	1.2%
Total: Other Rental		359	3,689	3,689	3,701	12	0.3%

Other Purchased Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Insurance Other Than Empl Bene	516000	15,901	7,357	7,357	13,861	6,504	88.4%
Insurance - General Liability	516010	9,450	4,036	4,036	5,355	1,319	32.7%
Dues	516500	0	0	0	0	0	0.0%
Licenses	516550	0	420	420	0	(420)	-100.0%
Advertising-Print	516813	6,157	0	0	0	0	0.0%
Advertising - Job Vacancies	516820	202	1,270	1,270	0	(1,270)	-100.0%
Client Meetings	516855	0	500	500	500	0	0.0%
Trade Shows & Events	516870	0	0	0	0	0	0.0%
Giveaways	516871	0	100	100	100	0	0.0%
Sponsorships	516872	10,750	8,000	8,000	8,000	0	0.0%
Photography	516875	0	0	0	0	0	0.0%
Printing and Binding	517000	0	100	100	100	0	0.0%
Printing & Binding-Bgs Copy Ct	517005	0	50	50	50	0	0.0%
Printing-Promotional	517010	0	0	0	0	0	0.0%
Photocopying	517020	0	0	0	0	0	0.0%
Registration For Meetings&Conf	517100	261	2,900	2,900	2,900	0	0.0%
Postage	517200	24	10	10	10	0	0.0%

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7100000000 - Agency of Commerce and Community Development Administration

Other Purchased Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Postage - Bgs Postal Svcs Only	517205	58	159	159	159	0	0.0%
Freight & Express Mail	517300	0	100	100	100	0	0.0%
Instate Conf, Meetings, Etc	517400	0	500	500	500	0	0.0%
Other Purchased Services	519000	2,002	12,677	12,677	10,395	(2,282)	-18.0%
Human Resources Services	519006	67,082	50,839	50,839	66,229	15,390	30.3%
Moving State Agencies	519040	1,912	450	450	1,000	550	122.2%
Total: Other Purchased Services		113,800	89,468	89,468	109,259	19,791	22.1%

Property Rental		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Rent Land & Bldgs-Office Space	514000	251,044	265,422	265,422	274,114	8,692	3.3%
Rent Land&Bldgs-Non-Office	514010	11,420	15,994	15,994	7,290	(8,704)	-54.4%
Total: Property Rental		262,463	281,416	281,416	281,404	(12)	0.0%

Supplies		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Office Supplies	520000	1,021	3,376	3,376	3,376	0	0.0%
Gasoline	520110	286	1,000	1,000	1,000	0	0.0%
Building Maintenance Supplies	520200	950	0	0	0	0	0.0%

Report ID: VTPB-07_GOV REC
 Run Date: 01/26/2022
 Run Time: 01:31 PM

State of Vermont
FY2023 Governor's Recommended Budget: Detail Report

Organization: 7100000000 - Agency of Commerce and Community Development Administration

Supplies		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Other General Supplies	520500	1,378	1,300	1,300	1,300	0	0.0%
It & Data Processing Supplies	520510	527	1,164	1,164	1,164	0	0.0%
Books&Periodicals-Library/Educ	521500	90	200	200	200	0	0.0%
Subscriptions	521510	85	73	73	73	0	0.0%
Subscriptions Other Info Serv	521515	0	0	0	0	0	0.0%
Total: Supplies		4,338	7,113	7,113	7,113	0	0.0%

Travel		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Travel-Inst-Auto Mileage-Emp	518000	0	2,500	2,500	2,500	0	0.0%
Travel-Inst-Other Transp-Emp	518010	0	0	0	0	0	0.0%
Travel-Inst-Meals-Emp	518020	0	1,920	1,920	1,920	0	0.0%
Travel-Inst-Lodging-Emp	518030	0	1,000	1,000	1,000	0	0.0%
Travel-Inst-Incidentals-Emp	518040	0	200	200	200	0	0.0%
Travel-Inst-Meals-Nonemp	518320	0	175	175	175	0	0.0%
Travel-Outst-Auto Mileage-Emp	518500	0	397	397	397	0	0.0%
Travel-Outst-Other Transp-Emp	518510	2,967	2,000	2,000	2,000	0	0.0%
Travel-Outst-Meals-Emp	518520	294	393	393	393	0	0.0%
Travel-Outst-Lodging-Emp	518530	629	1,000	1,000	1,000	0	0.0%
Travel-Outst-Incidentals-Emp	518540	117	200	200	200	0	0.0%
Total: Travel		4,007	9,785	9,785	9,785	0	0.0%

Total: 2. OPERATING		904,973	991,006	991,006	939,863	(51,143)	-5.2%
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Report ID: VTPB-07_GOV REC

Run Date: 01/26/2022

Run Time: 01:31 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7100000000 - Agency of Commerce and Community Development Administration

Budget Object Group: 3. GRANTS

Grants Rollup		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Other Grants	550500	396,291	579,820	579,820	539,820	(40,000)	-6.9%
Total: Grants Rollup		396,291	579,820	579,820	539,820	(40,000)	-6.9%
Total: 3. GRANTS		396,291	579,820	579,820	539,820	(40,000)	-6.9%
Total Expenditures		3,488,132	3,541,156	3,541,156	3,872,406	331,250	9.4%

Fund Name	Fund Code	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Fund	10000	2,662,571	3,150,156	3,150,156	3,406,417	256,261	8.1%
Inter-Unit Transfers Fund	21500	0	0	0	114,989	114,989	100.0%
Federal Revenue Fund	22005	75,561	391,000	391,000	351,000	(40,000)	-10.2%
Coronavirus Relief Fund	22045	750,000	0	0	0	0	0.0%
Funds Total		3,488,132	3,541,156	3,541,156	3,872,406	331,250	9.4%

Position Count	15
FTE Total	15.00

Report ID: VTPB-28-GRANTS_OUT
 Run Date: 1/26/2022
 Run Time: 1:33 PM

State of Vermont
 FY2023 Governor's Recommended Budget
 Grants Out Inventory Report



7100000000 - Agency of Commerce and Community Development Administration

Budget Request Code	Fund	Justification	Budgeted Amount
11775	10000	UVM Data Center for Rural Studies	\$50,000
11775	10000	VT Council on Rural Development	\$89,320
11775	22005	VT Outdoor Recreation -FPR	\$175,500
11775	10000	VT Sustainable Jobs Fund	\$225,000
Total			\$539,820

Report ID:VTPB-23-IDT

Run Date: 2/1/2022

Run Time:3:18 PM

State of Vermont
FY2023 Governor's Recommended Budget
Interdepartmental Transfers Inventory Report



710000000 - Agency of Commerce and Community Development Administration

Budget Request Code	Fund	Justification	Budgeted Amount
12180	21500	BU 01100 AOA for ARPA Position	\$114,989
Total			\$114,989

Report ID: VTPB-24-FED_RECEIPTS

Run Date: 1/26/2022

Run Time: 1:34 PM

State of Vermont
FY2023 Governor's Recommended Budget
Federal Receipts Inventory Report



710000000 - Agency of Commerce and Community Development Administration

Budget Request Code	Fund	Justification	Budgeted Amount
11777	22005	CFDA 90.601 Economic and Infrastructure Grant Program -Northern Border Regional Commission	\$351,000
Total			\$351,000

ACCD - Administration -Contracts			
FY23			
Name/Type	Account Code	FY 2023 Contracts Request	Federal Fund
VT Outdoor Recreation	507600	\$175,500	\$175,500
Total ACCD - Administration		\$175,500	\$175,500
Other Contracted & 3rd Party Services	507600	\$175,500	\$175,500
		\$175,500	\$175,500

ACCD -Administration Division
 General Fund Carry-forward Balances - June 30, 2021

Source: VT_APPROP_DEPT_SUM_NW - Approp Summary Fund-Ldgr Cols

Approp Summary Dept-Ldgr Cols									
Unit	Account	Dept	Descr	Fund	Budget Amt	Encumb Amt	Expended Amt	Available Amt	
07100	000100	7100000000	Administration Division	10000	(3,495,692.81)	758,600.00	2,662,571.01	(74,521.80)	
07100	000100	7100891902	Workforce Development	10000	(993,428.38)	182,547.05	688,506.65	(122,374.68)	
								General Fund Carry-forward Request	(196,896.48)

7100000000 Administration								74,521.80
FY22 retirement leave payoff and double-fill cost for Financial Director.								51,631.00
FY22 funds toward Payact needs.								22,890.80
								<u>74,521.80</u>
7100891902 Workforce Development								122,374.68
Regional Grants								80,000.00
New Worker Grants								42,374.68
								<u>122,374.68</u>

We did an RFP for the regional marketing grants in FY21 – with selections made and they would have been awarded – but we held back on awarding as that was exactly when COVID hit. The proposals that came in were crafted (as asked for in the RFP) to fund initiatives that aligned with SOV recruitment efforts that were all halted due to the pandemic. Now that the crisis has passed, we will reissue the RFP – for projects that fit the original legislative intent – since the old proposals are now longer relevant.

The balance for the New Worker grants will be paid out within a month. They were held up by the development of the Economic Recovery Bridge Grant Program using Salesforce. We have several applicants in the queue which would use up these funds.

Total General Fund Carry-forward Request 196,896.48

DEPARTMENT NAME							
Financial Info							
Programs	Financial Category	GF \$\$	Fed F \$\$	All other funds \$\$	Total funds \$\$	Authorized Positions (if available)	\$ Amounts granted out (if available)
PROGRAM NAME							
Administration consists of the Office of the Agency Secretary, Administrative Services and Legal Counsel. Together they provide managerial direction, coordination, and support services to the agency.	FY 2021 Actual expenditures	\$ 2,662,571.00	\$ 825,561.00	\$ -	\$ 3,488,132.00	13	\$ 396,291.00
	FY 2022 estimated expenditures (including requested budget)	\$ 3,150,156.00	\$ 391,000.00	\$ -	\$ 3,541,156.00	14	\$ 579,820.00
	FY 2023 Budget Request for Governor's Recommendation	\$ 3,406,417.00	\$ 351,000.00	\$ 114,989.00	\$ 3,872,406.00	16	\$ 539,820.00
PROGRAM NAME							
	FY 2021 Actuals	\$ 2,662,571.00	\$ 825,561.00	\$ -	\$ 3,488,132.00	13	\$ 396,291.00
	FY 2022 Estimated	\$ 3,150,156.00	\$ 391,000.00	\$ -	\$ 3,541,156.00	14	\$ 579,820.00
	FY 2023 Budget Request	\$ 3,406,417.00	\$ 351,000.00	\$ 114,989.00	\$ 3,872,406.00	16	\$ 539,820.00

Department of Housing and Community Development

Josh Hanford, Commissioner

Alex Farrell, Deputy Commissioner

FY 2023 Governor's Recommend	\$ 80,986,627
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Fiscal Year 2023 Budget Development Form - Department of Housing and Community Development						
	General \$\$	Special \$\$	Federal \$\$	Interdept'l Transfer \$\$	Total \$\$	Related Strategic Plan Outcome
Approp #1 Department of Housing & Community Development: FY 2022 Approp	3,884,934	4,890,245	18,277,129	2,403,820	29,456,128	
Other Changes: (Please insert changes to your base appropriation that occurred after the passage of the FY22 budget)	0	0	0	0	0	
FY 2022 Other Changes	0	0	0	0	0	
Total Approp. After FY 2022 Other Changes	3,884,934	4,890,245	18,277,129	2,403,820	29,456,128	
PERSONAL SERVICES						
Base Salaries	85,130	8,248	187,719	8,225	289,322	Structural Statewide Pressure
Fringe Benefits (non-retirement)	64,226	5,463	37,268	2,217	109,174	Structural Statewide Pressure
Retirement Rate	107,731	6,876	55,254	2,098	171,959	Structural Statewide Pressure
RFR Base Salaries	2,859		1,998		4,857	Structural Statewide Pressure
RFR Retirement	729		506		1,235	Structural Statewide Pressure
Total Salary/Benefit Base Change	260,675	20,587	282,745	12,540	576,547	
Other Personal Services						
Preserve General Fund received from approved FY22 Decision Item for Housing Program Coordinator position.	100,000				100,000	Build Safe and Healthy Communities
FY22 Decision item Operating - adjustment	(14,860)				(14,860)	Build Safe and Healthy Communities
SFR Approved 6 Limited Service Positions				693,759	693,759	Build Safe and Healthy Communities
Historic Preservation National Park Service major object code change to operating & grants, and reduction in spending authority to match Federal Award.			(134,538)		(134,538)	Modernize and Improve Government
Special Fund Archeology Operations - reduce to match cash receipts		(15,000)			(15,000)	Modernize and Improve Government
Total Other Personal Services Change	85,140	(15,000)	(134,538)	693,759	629,361	
Temporary Employees	12,065	5,091	26,707		43,863	Structural Statewide Pressure
Internal Service Fee - Workers Comp	4,215	(546)	(4,675)	5,049	4,043	Structural Statewide Pressure
Unemployment Compensation & Catamount Health Assessment	(3,400)	3,400			0	Modernize and Improve Government
Total Personal Services Change	358,695	13,532	170,239	711,348	1,253,814	
OPERATING						
Internal Service Fees - base change (Insurances, VISION, ADS Allocated Fee)	9,190		(2,398)	14,688	21,480	Structural Statewide Pressure
Net Operating changes: Shifting Historic Sites General Fund Operating Support to Historic Sites Special Fund. Was reverse in FY22 due to COVID and reduced income in which to support the ongoing operations of the Historic Sites. Increased budget for staff travel.	(192,111)	203,531	(20,777)	30,338	20,981	Structural Statewide Pressure
Total Operating Change	(182,921)	203,531	(23,175)	45,026	42,461	

GRANTS						
Champlain Valley Office of Economic Opportunity First Stop Program	5,000				5,000	Build Safe and Healthy Communities
Better Places Program from Act 74 - Better Places Fund (\$1.5m)		675,000			675,000	Build Safe and Healthy Communities
Vermont Emergency Rental Assistance Program (ERAP)			2,700,000		2,700,000	Make Vermont More Affordable
Downtown Grants - shift to salary increase		(17,176)			(17,176)	Structural Statewide Pressure
Homeowner Assistance Fund (HAF)			49,796,620		49,796,620	Make Vermont More Affordable
VW Mitigation EVSE Grant Program				(286,700)	(286,700)	Build Safe and Healthy Communities
VHCB Disaster Recovery Buyout Program		(82,164)			(82,164)	Build Safe and Healthy Communities
Community Development Block Grant Program			186,153		186,153	Build Safe and Healthy Communities
Community Development Block Grant Program-COVID Relief Program			(3,486,191)		(3,486,191)	Build Safe and Healthy Communities
Recovery Housing Program			728,319		728,319	Build Safe and Healthy Communities
Historic Preservation Certified Local Government Grant Program			15,363		15,363	Build Safe and Healthy Communities
Total Grants Change	5,000	575,660	49,940,264	(286,700)	50,234,224	
Subtotal of Increases/Decreases	180,774	792,723	50,087,328	469,674	51,530,499	
FY 2023 Governor Recommend	4,065,708	5,682,968	68,364,457	2,873,494	80,986,627	
Department of Housing & Community Development FY 2022 Appropriation	3,884,934	4,890,245	18,277,129	2,403,820	29,456,128	
Reductions and Other Changes	0	0	0	0	0	
FY 2022 Total After Other Changes	3,884,934	4,890,245	18,277,129	2,403,820	29,456,128	
TOTAL INCREASES/DECREASES	180,774	792,723	50,087,328	469,674	51,530,499	
Department of Housing & Community Development FY 2023 Governor Recommend	4,065,708	5,682,968	68,364,457	2,873,494	80,986,627	
	4.7%					
3% GF Increase	116,548					
Benefit Increase	64,226					
Total GF Target	180,774					

Report ID: VTPB-11_GOV REC
 Run Date: 01/10/2022
 Run Time: 11:17 AM

State of Vermont
FY2023 Governor's Recommended Budget: Rollup Report

Organization: 7110010000 - Housing and Community Development

Budget Object Group: 1. PERSONAL SERVICES

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages	2,232,275	2,445,327	2,445,327	2,783,369	338,042	13.8%
Fringe Benefits	1,080,302	1,277,275	1,277,275	1,563,686	286,411	22.4%
Contracted and 3rd Party Service	85,489	154,753	154,753	154,753	0	0.0%
PerDiem and Other Personal Services	6,905	190,137	190,137	819,498	629,361	331.0%
Budget Object Group Total: 1. PERSONAL SERVICES	3,404,971	4,067,492	4,067,492	5,321,306	1,253,814	30.8%

Budget Object Group: 2. OPERATING

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Equipment	9,152	800	800	800	0	0.0%
IT/Telecom Services and Equipment	128,975	129,600	129,600	136,522	6,922	5.3%
IT Repair and Maintenance Services	0	4,681	4,681	4,681	0	0.0%
Other Operating Expenses	68,153	97,211	97,211	95,300	(1,911)	-2.0%
Other Rental	14,116	6,200	6,200	6,200	0	0.0%
Other Purchased Services	102,055	200,237	200,237	192,179	(8,058)	-4.0%
Property and Maintenance	113,825	99,253	99,253	150,653	51,400	51.8%
Property Rental	100	880	880	880	0	0.0%
Supplies	59,885	56,968	56,968	57,947	979	1.7%
Travel	18,450	35,516	35,516	28,645	(6,871)	-19.3%
Budget Object Group Total: 2. OPERATING	514,711	631,346	631,346	673,807	42,461	6.7%

Budget Object Group: 3. GRANTS

Report ID: VTPB-11_GOV REC

Run Date: 01/10/2022

Run Time: 11:17 AM

State of Vermont

FY2023 Governor's Recommended Budget: Rollup Report

Organization: 7110010000 - Housing and Community Development

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Grants Rollup	13,004,982	24,757,290	24,757,290	74,991,514	50,234,224	202.9%
Budget Object Group Total: 3. GRANTS	13,004,982	24,757,290	24,757,290	74,991,514	50,234,224	202.9%

Total Expenditures	16,924,664	29,456,128	29,456,128	80,986,627	51,530,499	174.9%
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Fund Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Funds	2,657,074	3,884,934	3,884,934	4,065,708	180,774	4.7%
Special Fund	4,036,415	4,890,245	4,890,245	5,682,968	792,723	16.2%
Federal Funds	9,951,422	18,277,129	18,277,129	68,364,457	50,087,328	274.0%
IDT Funds	279,753	2,403,820	2,403,820	2,873,494	469,674	19.5%
Funds Total	16,924,664	29,456,128	29,456,128	80,986,627	51,530,499	174.9%

Position Count	36
FTE Total	36

Report ID: VTPB-07_GOV REC
 Run Date: 12/20/2021
 Run Time: 06:27 PM

State of Vermont
FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

Budget Object Group: 1. PERSONAL SERVICES

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages							
Description	Code						
Classified Employees	500000	2,231,301	2,016,286	2,016,286	2,288,646	272,360	13.5%
Exempt	500010	0	378,289	378,289	400,108	21,819	5.8%
Temporary Employees	500040	0	192,171	192,171	236,034	43,863	22.8%
Overtime	500060	974	0	0	0	0	0.0%
Vacancy Turnover Savings	508000	0	(141,419)	(141,419)	(141,419)	0	0.0%
Total: Salaries and Wages		2,232,275	2,445,327	2,445,327	2,783,369	338,042	13.8%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Fringe Benefits							
Description	Code						
FICA - Classified Employees	501000	164,708	154,235	154,235	175,087	20,852	13.5%
FICA - Exempt	501010	0	28,940	28,940	30,608	1,668	5.8%
Health Ins - Classified Empl	501500	407,914	448,239	448,239	530,080	81,841	18.3%
Health Ins - Exempt	501510	0	62,552	62,552	62,348	(204)	-0.3%
Retirement - Classified Empl	502000	443,354	431,484	431,484	583,602	152,118	35.3%
Retirement - Exempt	502010	0	80,954	80,954	102,030	21,076	26.0%
Dental - Classified Employees	502500	22,712	23,412	23,412	24,737	1,325	5.7%
Dental - Exempt	502510	0	3,344	3,344	4,266	922	27.6%
Life Ins - Classified Empl	503000	7,051	7,345	7,345	9,976	2,631	35.8%
Life Ins - Exempt	503010	0	1,224	1,224	1,535	311	25.4%

Report ID: VTPB-07_GOV REC

Run Date: 12/20/2021

Run Time: 06:27 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Fringe Benefits							
Description	Code						
LTD - Classified Employees	503500	525	416	416	315	(101)	-24.3%
LTD - Exempt	503510	0	870	870	672	(198)	-22.8%
EAP - Classified Empl	504000	871	933	933	1,055	122	13.1%
EAP - Exempt	504010	0	128	128	133	5	3.9%
Workers Comp - Ins Premium	505200	16,996	31,299	31,299	35,342	4,043	12.9%
Unemployment Compensation	505500	16,171	1,900	1,900	1,900	0	0.0%
Total: Fringe Benefits		1,080,302	1,277,275	1,277,275	1,563,686	286,411	22.4%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Contracted and 3rd Party Service							
Description	Code						
IT Contracts - Servers	507543	0	0	0	0	0	0.0%
Advertising/Marketing-Other	507563	0	0	0	0	0	0.0%
IT Contracts - Application Development	507565	9,492	10,000	10,000	10,000	0	0.0%
IT Contracts - Application Support	507566	38,036	18,112	18,112	18,112	0	0.0%
Other Contr and 3Rd Pty Serv	507600	37,760	126,641	126,641	126,641	0	0.0%
Recording & Other Fees	507620	200	0	0	0	0	0.0%
Total: Contracted and 3rd Party Service		85,489	154,753	154,753	154,753	0	0.0%

Report ID: VTPB-07_GOV REC
 Run Date: 12/20/2021
 Run Time: 06:27 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

PerDiem and Other Personal Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Catamount Health Assessment	505700	994	1,500	1,500	1,500	0	0.0%
Per Diem	506000	5,800	9,030	9,030	9,030	0	0.0%
Other Pers Serv	506200	0	179,557	179,557	808,918	629,361	350.5%
Service of Papers	506240	111	50	50	50	0	0.0%
Total: PerDiem and Other Personal Services		6,905	190,137	190,137	819,498	629,361	331.0%
Total: 1. PERSONAL SERVICES		3,404,971	4,067,492	4,067,492	5,321,306	1,253,814	30.8%

Budget Object Group: 2. OPERATING

Equipment		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Other Equipment	522400	8,903	600	600	600	0	0.0%
Furniture & Fixtures	522700	249	200	200	200	0	0.0%
Total: Equipment		9,152	800	800	800	0	0.0%

IT/Telecom Services and Equipment		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Software-License-Servers	516557	5,138	5,155	5,155	5,155	0	0.0%

Report ID: VTPB-07_GOV REC

Run Date: 12/20/2021

Run Time: 06:27 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

IT/Telecom Services and Equipment		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Software-License-Voice Network	516560	160	0	0	0	0	0.0%
Communications	516600	0	0	0	0	0	0.0%
ADS VOIP Expense	516605	3,319	0	0	0	0	0.0%
Telecom-Mobile Wireless Data	516623	1,632	7,120	7,120	7,120	0	0.0%
Tele-Internet-Dsl-Cable Modem	516626	0	0	0	0	0	0.0%
Telecom-Telephone Services	516652	96	0	0	0	0	0.0%
Telecom-Long Distance Service	516655	0	0	0	0	0	0.0%
Telecom-Conf Calling Services	516658	0	0	0	0	0	0.0%
Telecom-Wireless Phone Service	516659	11,875	3,670	3,670	3,670	0	0.0%
ADS Enterp App Supp SOV Emp Exp	516660	38,208	39,612	39,612	36,120	(3,492)	-8.8%
It Intsvccost-Vision/Isdassess	516671	0	0	0	0	0	0.0%
ADS Centrex Exp.	516672	13,420	12,945	12,945	12,945	0	0.0%
ADS Allocation Exp.	516685	41,289	39,176	39,176	43,410	4,234	10.8%
Hw - Computer Peripherals	522201	974	0	0	0	0	0.0%
Hardware - Desktop & Laptop Pc	522216	13,470	19,918	19,918	26,958	7,040	35.3%
Hw - Printers,Copiers,Scanners	522217	0	0	0	0	0	0.0%
Hw-Personal Mobile Devices	522258	(654)	1,704	1,704	1,000	(704)	-41.3%
Software - Desktop	522286	50	300	300	144	(156)	-52.0%
Software - Server	522289	0	0	0	0	0	0.0%
Total: IT/Telecom Services and Equipment		128,975	129,600	129,600	136,522	6,922	5.3%

IT Repair and Maintenance Services			FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						

Report ID: VTPB-07_GOV REC
 Run Date: 12/20/2021
 Run Time: 06:27 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

			FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
IT Repair and Maintenance Services							
Description	Code						
Repair & Maint - Office Tech	513010	0	600	600	600	0	0.0%
Software-Repair&Maint-Servers	513056	0	4,081	4,081	4,081	0	0.0%
Total: IT Repair and Maintenance Services		0	4,681	4,681	4,681	0	0.0%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Other Operating Expenses							
Description	Code						
Single Audit Allocation	523620	0	12,736	12,736	10,385	(2,351)	-18.5%
Registration & Identification	523640	10	90	90	90	0	0.0%
Taxes	523660	2,846	9,225	9,225	9,225	0	0.0%
Bank Service Charges	524000	6,590	160	160	600	440	275.0%
Cost of Stock Items Sold	525290	58,707	75,000	75,000	75,000	0	0.0%
Total: Other Operating Expenses		68,153	97,211	97,211	95,300	(1,911)	-2.0%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Other Rental							
Description	Code						
Rental of Equipment & Vehicles	514500	661	0	0	0	0	0.0%
Rental - Auto	514550	1,125	2,000	2,000	2,000	0	0.0%
Rental - Other	515000	12,331	4,200	4,200	4,200	0	0.0%

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

Other Rental		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Total: Other Rental		14,116	6,200	6,200	6,200	0	0.0%

Other Purchased Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Insurance Other Than Empl Bene	516000	32,475	18,111	18,111	27,723	9,612	53.1%
Insurance - General Liability	516010	19,168	24,058	24,058	31,692	7,634	31.7%
Dues	516500	32,379	12,630	12,630	12,630	0	0.0%
Advertising-Print	516813	2,672	0	0	0	0	0.0%
Advertising-Web	516814	0	500	500	500	0	0.0%
Advertising-Other	516815	0	0	0	0	0	0.0%
Advertising - Job Vacancies	516820	3,063	0	0	0	0	0.0%
Client Meetings	516855	0	0	0	0	0	0.0%
Sponsorships	516872	4,825	19,940	19,940	19,500	(440)	-2.2%
Photography	516875	6	0	0	0	0	0.0%
Printing and Binding	517000	48	760	760	760	0	0.0%
Printing & Binding-Bgs Copy Ct	517005	357	200	200	200	0	0.0%
Printing-Promotional	517010	0	50	50	50	0	0.0%
Photocopying	517020	0	0	0	0	0	0.0%
Registration For Meetings&Conf	517100	1,861	4,776	4,776	4,776	0	0.0%
Training - Info Tech	517110	340	0	0	0	0	0.0%
Postage	517200	505	357	357	357	0	0.0%
Postage - Bgs Postal Svcs Only	517205	1,513	913	913	913	0	0.0%
Freight & Express Mail	517300	34	0	0	0	0	0.0%

Report ID: VTPB-07_GOV REC
 Run Date: 12/20/2021
 Run Time: 06:27 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

Other Purchased Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Instate Conf, Meetings, Etc	517400	0	0	0	0	0	0.0%
Outside Conf, Meetings, Etc	517500	0	125	125	125	0	0.0%
Other Purchased Services	519000	2,810	117,817	117,817	92,953	(24,864)	-21.1%
Moving State Agencies	519040	0	0	0	0	0	0.0%
Total: Other Purchased Services		102,055	200,237	200,237	192,179	(8,058)	-4.0%

Property and Maintenance		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Water/Sewer	510000	12,103	13,000	13,000	13,000	0	0.0%
Disposal	510200	92	0	0	0	0	0.0%
Rubbish Removal	510210	8,670	6,000	6,000	6,000	0	0.0%
Snow Removal	510300	17,865	28,613	28,613	28,613	0	0.0%
Custodial	510400	7,704	10,900	10,900	21,800	10,900	100.0%
Other Property Mgmt Services	510500	2,855	240	240	240	0	0.0%
Lawn Maintenance	510520	43,431	37,000	37,000	74,000	37,000	100.0%
Repair & Maint - Buildings	512000	14,062	0	0	0	0	0.0%
Plumbing & Heating Systems	512010	7,044	3,500	3,500	7,000	3,500	100.0%
Other Repair & Maint Serv	513200	0	0	0	0	0	0.0%
Repair&Maint-Property/Grounds	513210	0	0	0	0	0	0.0%
Total: Property and Maintenance		113,825	99,253	99,253	150,653	51,400	51.8%

Report ID: VTPB-07_GOV REC
 Run Date: 12/20/2021
 Run Time: 06:27 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Property Rental							
Description	Code						
Rent Land & Bldgs-Office Space	514000	0	0	0	0	0	0.0%
Rent Land&Bldgs-Non-Office	514010	100	880	880	880	0	0.0%
Total: Property Rental		100	880	880	880	0	0.0%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Supplies							
Description	Code						
Office Supplies	520000	683	1,982	1,982	1,982	0	0.0%
Stationary & Envelopes	520015	0	0	0	0	0	0.0%
Vehicle & Equip Supplies&Fuel	520100	81	0	0	0	0	0.0%
Gasoline	520110	717	3,076	3,076	3,076	0	0.0%
Diesel	520120	0	300	300	300	0	0.0%
Building Maintenance Supplies	520200	823	0	0	0	0	0.0%
Plumbing, Heating & Vent	520210	1,173	500	500	500	0	0.0%
Heating & Ventilation	520211	0	0	0	0	0	0.0%
Small Tools	520220	0	0	0	0	0	0.0%
Electrical Supplies	520230	101	0	0	0	0	0.0%
Other General Supplies	520500	8,500	1,758	1,758	1,537	(221)	-12.6%
It & Data Processing Supplies	520510	495	500	500	500	0	0.0%
Cloth & Clothing	520520	0	0	0	0	0	0.0%
Agric, Hort, Wildlife	520580	361	0	0	0	0	0.0%
Fire, Protection & Safety	520590	132	1,200	1,200	2,400	1,200	100.0%
Food	520700	0	142	142	142	0	0.0%
Electricity	521100	33,406	31,100	31,100	31,100	0	0.0%

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

Supplies		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Heating Oil #2 - Uncut	521220	5,542	8,000	8,000	8,000	0	0.0%
Propane Gas	521320	7,060	6,700	6,700	6,700	0	0.0%
Books&Periodicals-Library/Educ	521500	153	400	400	400	0	0.0%
Subscriptions	521510	190	1,310	1,310	1,310	0	0.0%
Subscriptions Other Info Serv	521515	0	0	0	0	0	0.0%
Other Books & Periodicals	521520	0	0	0	0	0	0.0%
Road Supplies and Materials	521600	0	0	0	0	0	0.0%
Household, Facility&Lab Suppl	521800	468	0	0	0	0	0.0%
Paper Products	521820	0	0	0	0	0	0.0%
Total: Supplies		59,885	56,968	56,968	57,947	979	1.7%

Travel		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Travel-Inst-Auto Mileage-Emp	518000	14,338	12,525	12,525	13,725	1,200	9.6%
Travel-Inst-Other Transp-Emp	518010	3,500	4,930	4,930	2,500	(2,430)	-49.3%
Travel-Inst-Meals-Emp	518020	0	700	700	0	(700)	-100.0%
Travel-Inst-Lodging-Emp	518030	0	310	310	0	(310)	-100.0%
Travel-Inst-Incidentals-Emp	518040	12	0	0	0	0	0.0%
Travel-Inst-Auto Mileage-Nonemp	518300	528	13,561	13,561	12,420	(1,141)	-8.4%
Travel-Inst-Other Trans-Nonemp	518310	0	0	0	0	0	0.0%
Travel-Inst-Meals-Nonemp	518320	0	1,150	1,150	0	(1,150)	-100.0%
Travel-Inst-Lodging-Nonemp	518330	0	350	350	0	(350)	-100.0%
Travel-Outst-Auto Mileage-Emp	518500	72	550	550	0	(550)	-100.0%

Report ID: VTPB-07_GOV REC
 Run Date: 12/20/2021
 Run Time: 06:27 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7110010000 - Housing and Community Development

Travel		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Travel-Outst-Other Trans-Emp	518510	0	640	640	0	(640)	-100.0%
Travel-Outst-Meals-Emp	518520	0	350	350	0	(350)	-100.0%
Travel-Outst-Lodging-Emp	518530	0	200	200	0	(200)	-100.0%
Travel-Outst-Incidentals-Emp	518540	0	250	250	0	(250)	-100.0%
Trvl-Outst-Other Trans-Nonemp	518710	0	0	0	0	0	0.0%
Total: Travel		18,450	35,516	35,516	28,645	(6,871)	-19.3%
Total: 2. OPERATING		514,711	631,346	631,346	673,807	42,461	6.7%

Budget Object Group: 3. GRANTS

Grants Rollup		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Grants To Municipalities	550000	7,231,226	17,712,377	17,712,377	13,311,221	(4,401,156)	-24.8%
Grants	550220	5,469,930	5,559,777	5,559,777	7,678,174	2,118,397	38.1%
Other Grants	550500	303,826	1,485,136	1,485,136	54,002,119	52,516,983	3,536.2%
Total: Grants Rollup		13,004,982	24,757,290	24,757,290	74,991,514	50,234,224	202.9%
Total: 3. GRANTS		13,004,982	24,757,290	24,757,290	74,991,514	50,234,224	202.9%
Total Expenditures		16,924,664	29,456,128	29,456,128	80,986,627	51,530,499	174.9%

Report ID: VTPB-07_GOV REC

Run Date: 12/20/2021

Run Time: 06:27 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Fund Name	Fund Code	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Fund	10000	2,657,074	3,884,934	3,884,934	4,065,708	180,774	4.7%
Misc Fines & Penalties	21054	0	116,891	116,891	123,391	6,500	5.6%
Historic Sites Special Fund	21325	155,410	200,000	200,000	450,000	250,000	125.0%
Municipal & Regional Planning	21330	3,223,903	3,381,899	3,381,899	3,381,899	0	0.0%
Better Places Fund	21332	0	0	0	675,000	675,000	100.0%
Inter-Unit Transfers Fund	21500	279,753	2,403,820	2,403,820	2,873,494	469,674	19.5%
Conference Fees & Donations	21525	0	20,000	20,000	20,000	0	0.0%
Downtown Trans & Capital Impro	21575	428,015	523,966	523,966	523,966	0	0.0%
ACCD-Mobile Home Park Laws	21819	75,531	79,820	79,820	81,756	1,936	2.4%
ACCD-Miscellaneous Receipts	21820	117,941	233,040	233,040	150,876	(82,164)	-35.3%
Archeology Operations	21918	35,616	134,629	134,629	76,080	(58,549)	-43.5%
Clean Water Fund	21932	0	200,000	200,000	200,000	0	0.0%
Federal Revenue Fund	22005	9,391,607	17,677,129	17,677,129	15,022,289	(2,654,840)	-15.0%
ARPA Homeowner Assistance Fd	22042	0	0	0	49,908,211	49,908,211	100.0%
Emergency Rental Assist - ERA1	22046	55,274	0	0	2,833,957	2,833,957	100.0%
DHCD-CDBG Program Income Fund	22060	504,541	600,000	600,000	600,000	0	0.0%
Funds Total		16,924,664	29,456,128	29,456,128	80,986,627	51,530,499	174.9%

Position Count	36
FTE Total	36.00

Report ID: VTPB-28-GRANTS_OUT

Run Date: 12/20/2021

Run Time: 6:32 PM

State of Vermont
FY2023 Governor's Recommended Budget
Grants Out Inventory Report



7110010000 - Housing and Community Development

Budget Request Code	Fund	Justification	Budgeted Amount
11829	21819	Mobile Home Park Mediators	\$4,000
11829	22005	Preservation Trust of Vermont	\$8,000
11829	21054	HP Barn Grant Mitigation Awards	\$20,250
11829	21932	Better Connections/Clean Water	\$60,000
11829	22005	HP Certified Local Government Grants	\$77,466
11829	10000	CVOEO First Stop Program	\$80,000
11829	21932	Downtown Stormwater Project Planning - Clean Water Fund	\$140,000
11829	21820	VHCB Disaster Recovery Buyout Program	\$149,376
11829	22005	VHCB HOME Grant	\$255,783
11829	21575	Downtown Grants	\$391,182
11829	21330	Municipal Planning Grants	\$457,482
11829	22060	CDBG Program Income Grants	\$600,000
11829	21332	Better Places Program	\$675,000
11829	10000	VHIP (Homeowner Purchase/Rehab RLF)	\$1,000,000
11829	22005	Recovery Housing Program	\$1,421,079
11829	21500	VW Mitigation EVSE Grants	\$2,117,120
11829	22046	Emergency Rental Assistance Program (ERAP)	\$2,700,000
11829	21330	Regional Planning Commission Block Grants	\$2,924,417
11829	22005	CDBG CV Program Grants	\$5,000,000
11829	22005	Community Development Block Grants	\$7,113,739
11829	22042	Homeowner Assistance Fund (HAF)	\$49,796,620
Total			\$74,991,514

Report ID:VTPB-23-IDT
 Run Date: 12/20/2021
 Run Time:6:46 PM

State of Vermont
FY2023 Governor's Recommended Budget
Interdepartmental Transfers Inventory Report



7110010000 - Housing and Community Development

Budget Request Code	Fund	Justification	Budgeted Amount
11832	21500	BU 01100 AoA ARPA/Act 74	\$743,834
11832	21500	BU 06100 DEC Electric Vehicle Supply Equipment (EVSE) Grant Program (VW Mitigation)	\$2,129,660
Total			\$2,873,494

Report ID: VTPB-24-FED_RECEIPTS

Run Date: 12/20/2021

Run Time: 6:52 PM

State of Vermont
FY2023 Governor's Recommended Budget
Federal Receipts Inventory Report



7110010000 - Housing and Community Development

Budget Request Code	Fund	Justification	Budgeted Amount
11828	22005	CFDA 14.239 HOME Investment Partnership -HUD	\$315,302
11828	22005	CFDA 15.904 Historic Preservation Grants-in-Aid -NPS	\$512,166
11828	22060	CFDA 14.228 CDBG - Program Income	\$600,000
11828	22005	CFDA 14.228 Recovery Housing Program	\$1,471,370
11828	22046	CFDA 21.023 Emergency Rental Assistance Program (ERAP)	\$2,832,495
11828	22005	CFDA 14.228 CDBG - CV	\$5,000,000
11828	22005	CFDA 14.228 CDBG -HUD	\$7,724,913
11828	22042	CFDA 21.026 Homeowner Assistance Fund (HAF)	\$49,908,211
Total			\$68,364,457

Department of Housing and Community Development Contracts								
FY 23 CONTRACT DETAIL								
Name/Type	Account Code	FY 2023 Contracts Request	General Fund	Federal	IDT 21500	Misc Fines & Penalties 21054	Archeo Operations 21918	Historic Sites Revenue 21325
Agate Analysis & Development	507565	10,000	5,000	5,000				
Agate Maintaince & Support	507566	18,112	9,056	9,056				
Intervale Mitigation	507600	41,641				41,641		
Bennington Survey Mitigation	507600	55,000				55,000		
Champlain College Mitigation	507600	6,500				6,500		
Historic Sites Exhibits	507600	5,000						5,000
Archaeology Box Fees	507600	18,500					18,500	
Total Housing and Community Development		154,753	14,056	14,056			18,500	5,000
IT Contracts - Application Development	507565	10,000	5,000	5,000			-	
IT Contracts - Application Support	507566	18,112	9,056	9,056			-	-
Other Contracts and Third Party Serv	507600	126,641	-	-	-	103,141	18,500	5,000
		154,753	14,056	14,056	-	103,141	18,500	5,000

Department of Housing & Community Development
 General Fund Carry-forward Balances - June 30, 2021

7/21/2021

Source: VT_APPROP_FUND_SUM_NW - Approp Summary Fund-Ldgr Cols

Approp Summary Dept-Ldgr Cols									
Unit	Account	Dept	Descr	Fund	Budget Amt	Encumb Amt	Expended Amt	Available Amt	
07110	000100	7110010000	Housing & Community Development	10000	(2,944,896.90)	144,564.67	2,657,073.52	(143,258.71)	
07110	000100	7110892106	HCD - Tech Serv Local Gov	10000	(950,000.00)	-	-	(950,000.00)	
07110	000100	7110892107	ACCD-VT 250th Anniversary	10000	(25,000.00)	-	-	(25,000.00)	
General Fund Carry-forward Request								(1,118,258.71)	

7110010000 Housing & Community Development

Pay Act Need 44,758.71
 Anticipated use towards Pay Act need in FY22.

IntelliGrants Database System and Salesforce transition 30,000.00
 As other ACCD programs transition to Salesforce, DHCD will need to contribute more for IntelliGrants until DHCD transitions to Salesforce in FY23/24.

VHFA & VSHA Merger Study/Report 50,000.00
 As part of the Governor's Government Modernization and Efficiency goals, DHCD is supporting the merger of the VT Housing Finance Agency and the VT State Housing Authority.

Employee Retirement 18,500.00
 Will be utilized to cover an employee's retirement payout.

Total 7110010000 / General Fund 143,258.71 **APPROVED**

One-time Appropriations - General Fund

Remaining balances to be used pursuant to:

HCD - Tech Serv Local Gov **Total 7110892106 / GF 10000** 950,000.00 **APPROVED**
 HCD - Tech Serv Local Gov H439
 Provide the provision of technical assistance services to local Governments through RPC's and VLCT.

ACCD-VT 250th Anniversary **Total 7110892107 / GF 10000** 25,000.00 **APPROVED**
 H439 Appropriated \$25K for the administration of the Vermont 250th anniversary celebration.

Total Housing & Community Development General Fund Carryforward Request 1,118,258.71

Carry-forward Authority FY2021 to FY2022

End-of-Year Special Fund Cash Balances Carry-forward

Housing and Community Development (HCD) BU 07110: 2021 Closeout 06/30/2021

- **APPROPRIATION 7110010000**

Fund 21575 Downtown Trans & Capital Impro Revenue \$1,380,389.31

Funds are received from the Transportation Fund to the Downtown Transportation and Related Capital Improvement fund established by 24 V.S.A. § 2796 to be used by the Vermont Downtown Development Board for the purposes of the Fund. Currently there is \$1,375,210.00 encumbered.

Justification to Carry-forward: The remaining \$5,179.31 will be obligated in the next round of grants.

Fund 21918 Archeology Operations Special Fund (Heritage Center Box Fund): \$76,080.09

Funds received as archaeological artifacts are archived and stored at the Archaeology Heritage Center.

Justification to Carry-forward: Per 22 VSA § 724(b), the Archaeology Operations Special Fund was established to support the activities undertaken by the Vermont Department of Historic Preservation (VDHP) to carry out the duties of the Division and State Historic Preservation Officer, State Archaeologist in the survey and protection of archaeological sites, and archaeological field investigations on sites owned or controlled by the State in order to protect and preserve archaeological and scientific information, matter, and objects. These funds are for the care and maintenance of the archaeological collection at the Vermont Archeological Heritage Center in perpetuity, paid by any person involved in a federally or state funded, licensed, permitted, or approved project. The artifacts stored at the Archaeology Heritage Center are the property of the State and used for scientific and public educational purposes. The fund is generated by a one-time fee per archival box and is the greatest source of income for the Archaeological Heritage Center and the curation of archaeological artifacts.

Fund 21054 Misc Fines & Penalties: \$129,090.32

Bennington Survey Mitigation \$55,000.00; Intervale Mitigation \$41,640.32; Windham Barn Mitigation \$15,950.00; and Burlington Battery Park Mitigation \$16,500.00 for a Mitigation Total of \$129,090.32. Funds are received from various fines and mitigation settlements. Currently there is \$5,700.00 encumbered for a Windham Barn Mitigation Grant. *Justification to Carry-forward:* Funds will be utilized as required by the settlement agreements.

Fund 21819 ACCD-Mobile Home Park Laws: \$2,157.66

Mobile Home Park Fees. Fund is utilized to receive Mobile Home Park registration fees and pays for staff time and legal fees associated with mitigation. *Justification to Carry-forward:* Funds will be used prior to fiscal year.

Fund 21325 Historic Sites Special Fund: \$76,223.44

Receipts received from Historic Sites admissions, donations, and gift shop sales. *Justification to Carry-forward:* Per 22 VSA § 724(a), the Historic Sites Operations Special Fund was established to support the daily operations and development, interpretation, minor maintenance, and special events of the State Historic Sites, which includes nine properties open to the public. In total, this fund supports 84 buildings/sites/structures, including the homes of US Presidents and Senators, Revolutionary War Sites, Native American Cemeteries, and the site where the Vermont Constitution was signed in 1777. This fund provides approximately 52% of the budget to operate and preserve the State Historic Sites.

Department of Housing and Community Development (DHCD)

Fiscal Year 2023 Budget

Performance Summary

DHCD is responsible for administering or facilitating the administration of many programs, which has significantly increased in number and volume as a result of the influx of federal funds for pandemic relief. The measures captured in the department's Programmatic Performance Measure Report only capture a few of the programs overseen by the department, but they are important ongoing programs and are easily measurable. Of the five programs captured in the PPMB workbook, three of them have a prior-year comparison included in the data:

- **Historic Preservation Grant Program:** This program saw a YoY increase in all three dimensions (How much, How well, Better off) seeing an increase in the number of applications submitted, the number of grants awarded, and funds leveraged.
- **Historic Sites Program:** The pandemic forced closure of many of the historic sites, and limited the number of out-of-state guests even once the sites reopened. Further, the increases in operational costs and the workforce challenges that all sectors face are causing hurdles for the operation of the historic sites. Despite these challenges, the sites welcomed over 44,000 visitors, reaching near pre-pandemic levels, and brought in over \$320,000 in revenue, and continued to implement and plan for 12 major maintenance projects at the historic sites. This year's success is an indication that the coming year will see further return to pre-pandemic activity at the Historic Sites.
- **Mobile Home Park Program:** The Mobile Home Park Program observed a stable mobile home sector in the state, and was successful in helping 100% of mobile home parks register with the program. Further measures of the mobile home park program can be found in the full narrative.

During the last year, DHCD and the Housing Division was allocated or asked to help manage and coordinate over \$447M in Covid Recovery and Relief funding. This includes \$42.6M in federal Corona Relief Funding (CRF) and \$405M in ARPA/State Fiscal Recovery Funds. In addition, DHCD and the Housing Division was asked to participate in coordination efforts for \$140M in housing capital funds appropriated to VHCB for affordable housing production. This historic investment in housing, has already assisted over 42,000 VT Households with some type of assistance including rental, utility and mortgage payment assistance, emergency housing, services, supports and direct aid. Over 14,000 households in VT have received more than \$77M in Emergency Rental Assistance to-date, also supporting over 4,000 property owners & landlords to pay their bills. Rental & Utility Assistance is on-going and available for at least another year. More than 1,100 Households have received assistance in paying their mortgage & property taxes to date, saving homes, and preventing foreclosure and tax sales. An additional \$50M for this recently became available and will continue for the next few years. Collectively, we have helped over 1305 households to-date exit homelessness into permanent housing, many with ongoing subsidies and services. DHCD working with regional housing partners and private landlords, rehabilitated, and brought on-line 251 rental housing units, in formally vacant and un-inhabitable properties in record time, to serve those Vermonters exiting homelessness. In total, with these new resources 790 new affordable housing units have already been built and about half of these units were made available to re-house those experiencing homelessness. Nearly 800 additional affordable housing units, again with half dedicate to the homeless are currently under development and even more will be funded over this winter/spring. Despite dramatic, cost increases, supply shortages and labor shortages we have been able to almost triple the normal affordable housing production compared to the average of the preceding 5 years (250 to 300 total units annual).

Department of Housing and Community Development (DHCD)
Fiscal Year 2023 Budget
Strategic Overview and Program Performance Narrative

STRATEGIC OVERVIEW

1. Mission

The mission of the Department of Housing and Community Development (DHCD) is *to support vibrant and resilient communities, promote safe and affordable housing for all, protect the state’s historic resources, and improve the quality of life for Vermonters.* For the State to grow and thrive, there is a need to carefully balance growth, environmental protection and economic opportunities in our state, regional and local framework.

DHCD accomplishes this through a variety of economic, housing and community development programs with the goals of:

- promoting and supporting the production and preservation of housing that is affordable to all Vermonters.
- advancing vibrant communities through preservation of Vermont’s historic downtowns and village centers and enhancement of Vermont’s working landscape.
- supporting sound land use decision-making at both the local and regional levels.
- helping cities and towns meet their community development goals while benefitting low and moderate-income residents.
- identifying and protecting the state’s historic resources and promoting the state-owned historic sites.

2. Population Served

DHCD serves all of Vermont as it touches on key issues important to residents – employment, business development, housing options, vibrant communities, public facilities and services, accessibility for all, and quality of place. DHCD serves, supports, and works with many partners to implement its mission including: Vermont businesses (for-profit and non-profits), municipalities, regional planning commissions, community development organizations, low and moderate-income Vermonters, mobile home residents and park owners, housing organizations, downtown revitalization organizations, and institutions of higher learning, as well as state and federal agencies.

3. Outcomes and Measures

For DHCD, the goals driving its work for FY23 include grow the number of new quality units of housing, at all income levels, by supporting new construction and rehabilitation of existing or underutilized properties. DHCD will also support growth and reinvestment in communities with designated growth areas, downtowns and village centers. DHCD will track its performance in achieving these goals through the following measurable outcomes:

- increase the number of net new units of housing affordable to those earning 80%-120% AMI.
- increase the number of existing housing units rehabilitated and available to those earning below 80% AMI.
- increase the number of building permits used for new housing starts.
- reduce the number of Vermont households experiencing cost burden (30%-50% of income spent on housing) and severe cost burden (more than 50% of income spent on housing) annually.
- increase grand list values for communities participating in DHCD designation programs.

Of course, there are other goals that must be achieved in support of DHCD's mission and its underlying programs' requirements. Staff continue to review and refine measures and outcomes to ensure these programs are delivering desired results and are in line with the agency's and the Governor's goals. Outcomes and measures currently in place are included in the program descriptions that follow.

PROGRAM PERFORMANCE

The following sections detail DHCD programs: goals, current measures, and outcomes. For ease of reporting, Program Performance is broken down by DHCD's Divisions, mirroring the Department Program Profile (Form 5): Housing, Community Development, Community Planning & Revitalization, and Historic Preservation.

It is extremely important to note that DHCD has been fully engaged in COVID-19 response, mitigation, and recovery efforts since March 2020. Those benefits and performance measures do not fit neatly into the past performance narratives provided below for each division and have straddled two state fiscal years. A quick summary of the Department's efforts is provided here for your reference:

During the last year, DHCD and the Housing Division was allocated or asked to help manage and coordinate over \$447M in Covid Recovery and Relief funding. This includes \$42.6M in federal Corona Relief Funding (CRF) and \$405M in ARPA/State Fiscal Recovery Funds. In addition, DHCD and the Housing Division was asked to participate in coordination efforts for \$140M in housing capital funds appropriated to VHCBC for affordable housing production. This historic investment in housing, which must continue, has already assisted over 42,000 VT Households with some type of assistance including rental, utility and mortgage payment assistance, emergency housing,

services, supports and direct aid. Over 14,000 households in VT have received more than \$77M in Emergency Rental Assistance to-date, also supporting over 4,000 property owners & landlords to pay their bills. Rental & Utility Assistance is on-going and available for at least another year and can assist eligible households for up-to 18months of total assistance. More than 1,100 Households have received assistance in paying their mortgage & property taxes to date, saving homes, and preventing foreclosure and tax sales. An additional \$50M for this purpose will soon be available and will continue for the next few years. Collectively, we have helped over 1305 households to-date exit homelessness into permanent housing, many with ongoing subsidies and services. DHCD working with regional housing partners and private landlords, rehabilitated, and brought on-line 251 rental housing units, in formally vacant and un-inhabitable properties in record time, to serve those Vermonters exiting homelessness. In total, with these new resources 790 new affordable housing units have already been built and about half of these units were made available to re-house those experiencing homelessness. Nearly 800 additional affordable housing units, again with half dedicate to the homeless are currently under development and even more will be funded over this winter/spring. Despite dramatic, cost increases, supply shortages and labor shortages we have been able to almost triple the normal affordable housing production compared to the average of the preceding 5 years (250 to 300 total units annual).

Community Development

Administers and assists municipalities' participation in the Vermont Community Development Program (federal Community Development Block Grant program) which funds over \$7 million of housing, economic development, public facility and public services projects. The VCDP team provides financial and technical assistance to address local needs and priorities in the areas of housing, economic development, and public facilities and services for persons of lower income.

Vermont Community Development Program

The Vermont Community Development Program (VCDP) administers funding from the U. S. Department of Housing and Urban Development (HUD) under the Community Development Block Grant (CDBG) program. Activities that support economic development and affordable housing continue to be VCDP's top priorities for funding, however this past year we had an increase of funding for infrastructure and childcare projects. The VCDP assists communities on a competitive basis by providing financial and technical assistance to identify and address local needs in the areas of housing, economic development, public facilities, public services and handicapped accessibility modifications. The program is designed to predominantly benefit persons of low and moderate income. In addition, financial assistance is provided to communities with urgent needs, such as threats to health and safety and removal of slums and blighted properties.

VCDP staff are assigned to each region of the state and provide technical assistance to municipalities, businesses, nonprofit organizations and housing developers to help them meet the complex and increasingly rigorous federal requirements. Typically, the program provides guidance to approximately 80 communities and receives 30 to 50 applications each year. Requests always exceed available resources by more than 200%. State funding to support the VCDP program is established in the federal authorizing legislation and requires a minimum 2% state match of the federal funds which must be used for program administration. Additional state funds above the required 2% state match are necessary as federal funding has remained level but grant monitoring, administrative and compliance requirements at the state and

federal level continue to increase. Grants are made available to all municipalities in Vermont except for Burlington which receives a direct allocation through HUD's CDBG Entitlement Program.

This past program year VCDP awarded nearly \$10.3 million to 37 projects, which leveraged over \$84million. The funds were awarded to housing, economic development, public facility, and planning projects. The VCDP also collects approximately \$400,000 annually in Program Income from grants that were converted to loans (principal and interest) and subsequently repaid. These funds are used to enhance the annual allocation from HUD and increases the grant funding available to assist communities. The VCDP is both the Department's and Agency's single largest source of ongoing grant funding to support communities and address their needs. Though we have seen modest increases in the program in the past few years, the annual allocation remains below its pre-2010 annual average of \$8 to \$9 million.

During the end of the past state fiscal year VCDP was allocated and additional **\$8.8M in federal funding for Covid-19 response (CDBG-CV)**. Of this \$8.8M CDBG-CV funding over \$7M has already been obligated, leaving a balance of \$961,488 to obligate. The Public Facility and Public Service program has only \$247,911 remaining to obligate. To date, over \$3.5M has been expended for the Sole Proprietor Business Program and \$713,577 remains to be obligated. The CDBG-CV funds also leveraged over \$2.9M, serving 158 businesses; 23 projects have been funded; and 27 affordable housing units have been created/retained. Due to the State of Vermont's opioid mortality rate the CDBG Program received an allocation of **\$1.4M in CDBG- Recovery Housing Program** funding to assist individuals in recovery from substance use disorders to be safely housed. The funding is in support of transitional housing for a two-year period. Staff conducted considerable outreach with various stakeholders and the Agency of Human Services to develop the Action Plan for the RHP. During this past year RHP funds were awarded to 2 projects totaling \$700K to create 4 units new units, make available 14 beds and serve approximately 30 individuals.

VCDP funding priorities are established in the HUD Consolidated Plan for Vermont. The Consolidated Plan covers not only the VCDP, but the Home Investments Partnership Program (HOME), administered by the Vermont Housing and Conservation Board and the Emergency Solutions Grant Program (ESG), administered by the Vermont Agency of Human Services. HUD's move to an electronic submission of the plan through the Integrated Disbursement and Information System (IDIS) requires far more collaboration on reporting data and programs serving the same populations, to measure goals and outcomes. DHCD is the HUD point of contact for the Consolidated Plan and all programs that populate the HUD required Consolidated Annual Performance and Evaluation Report (CAPER). The Consolidated Plan is developed every five years and then updated through an annual Action Plan. DHCD conducted public outreach for the Annual Plan of the Consolidated Plan and of the Programs represented in the Annual Plan none put forth any substantive updates.

HUD requires the program to report data to demonstrate the outcomes for each funded project. Some of the measures for housing include total number of rental units created and rehabilitated; total number of owner-occupied units created and rehabilitated; number of affordable units created; number of units made Section 504 accessible; and number of units occupied by elderly. For economic development, measures include total number of jobs created and retained; number of low and moderate jobs created; and many other indicators. Measures for public

service projects and public facility projects include number of persons with new or improved access to services; number of persons with service that is no longer substandard; and many other indicators.

In addition, VCDP measures overall program performance by annually compiling program level information. A small sample of the results for the last four federal fiscal years is shown in the table below.

VCDP MEASURES	FFY 2018	FFY 2019	FFY2020	FFY2021*
Communities/projects receiving technical assistance	90	92	95	192
Projects/grants funded	25	31	29	64
Funding awarded	\$8M	\$8M	\$7M	\$17.2M
Funding leveraged	\$126M	\$58M	\$47M	\$87M
Housing units created or preserved	426	143	200	344
Jobs created or retained	148	53	84	500
Persons benefiting from increased access or services	1,530	11,481	1,929	101,388
Communities receiving urgent need or blight assistance	1	0	0	0
Communities receiving grant assistance for planning	4	9	8	13

*Includes CDBG-Covid Recovery Funding

The Grants Management Division assures municipalities, developers, attorneys, engineers, consultants, auditors, and program staff comply with the federal regulations related to federal programs (primarily HUD) administered by DHCD and its partners. The Division conducts onsite monitoring, provides technical assistance and audits the performance of grantees and developers to ensure compliance and provide grants management oversight. It serves as the main point of contact with HUD and oversees reporting for over \$120 million in programs including the Community Development Block Grant program (CDBG), Community Development Block Grant Disaster Recovery Program (CDBG-DR2), Neighborhood Stabilization Programs (NSP1 and NSP3), the HOME Investment Partnerships Program (HOME), and HUD Special Purpose Grants. In addition, through the Consolidated Annual Performance Evaluation Report (CAPER), oversees and responds directly to HUD for the Emergency Solutions Grant Programs. Compliance areas include environmental review, eligible activities, financial management, single audit, fair housing, contracts, procurement, Davis-Bacon Labor Standards, timeliness of expenditures and meeting the National Objective (beneficiaries) for each program.

A significant increase in federal oversight and reporting requirements such as the changes in Uniform Guidance and the pre-award risk assessments have increased the work and responsibilities of the Division. Numerous documents have been re-written during this past fiscal year to bring them current with the Uniform Guidance to ensure our Grantees have the latest information at their disposal and available in their toolboxes. With the unprecedented federal funding available in response to the COVID-19 crisis; technical assistance, compliance monitoring and guidance will be needed for our communities, nonprofit organizations, businesses, and individuals. In addition, more

education and technical assistance will be needed for our municipal officials and the auditors performing the municipal audits to ensure a thorough understanding of the compliance required for the variety of COVID-19 Relief funding expended.

Housing

Coordinates state housing policy through Vermont Housing Council and HUD Consolidated Plan. Administers statutory requirements of the Mobile Home Park Program. Administers Charitable Housing Tax Credit and assists with HOME program administration. Also tasked with staffing the Rental Housing Advisory Board.

Decent and safe housing that is affordable is a basic need of all Vermonters and a cornerstone of a viable economy and healthy communities. DHCD's role is to coordinate and oversee the implementation of the state's housing policy, facilitate collaboration among state housing agencies, serve as a resource to housing providers, and promote and support the production and preservation of housing that is affordable to all. DHCD's work is designed to produce, support and/or protect housing that is affordable for all Vermonters. Efforts include chairing and staffing both the Vermont Housing Council and the Rental Housing Advisory Board, administering the RFP and contract for the State's 5-year Housing Needs Assessment, general housing policy work, advocating for federal housing resources, administration of the federal Neighborhood Stabilization Program, and the state Charitable Housing Investment Tax Credit. DHCD also provides oversight of the federal HOME program, which is administered by the Vermont Housing and Conservation Board (VHCB). The DHCD Commissioner also represents the Governor on the Joint Commission for Tax Credits and the Vermont Housing Finance Agency. Other initiatives include enhanced fair housing activities, and ongoing participation in interagency efforts to promote the preservation and development of housing and ending homelessness.

With historic levels of federal and state funding available and a severe housing crisis fueled by lack of supply, scarcity, and poor-quality housing, DHCD and the Housing Division continues innovate and develop new programs such as a First-Generation Homeowner Purchase & Rehabilitation program and a new pilot Missing Middle-income Homeownership Program. The First-Generation Homeowner Purchase & Rehabilitation program aims to assist the BIPOC community as they have much lower homeownership rates in VT and improve our aging and poor-quality housing stock, making quality affordable homes once again available to Vermonters of modest means. The Missing Middle-income Homeownership Pilot Program is focused on increasing the production and the supply of new modest priced homes, hardworking Vermont families deserve.

Vermont Housing Improvement Program (VHIP): Supports affordable apartment and Accessory Dwelling Unit (ADU) creation in existing properties, with a focus on vacant and code violating properties. The first round of VHIP in 2020 used \$7.2M in CRF to create 251 units of affordable housing with approximately half serving households existing homelessness. The \$5M in ARPA funding approved during the last legislative session has been fully obligated and will produce approximately 150 new units all serving families existing homelessness.

Home Investment Partnerships Program (HOME): The intent of the federal HOME Program is to strengthen public-private partnerships and expand the supply of decent, safe, sanitary, and affordable housing, with primary attention to rental housing for very low-income and low-income families. The State received \$3,000,000 in HOME funds in 2021, which is the current small state minimum. Retaining compliance and reporting responsibilities, DHCD subgrants the funds to the Vermont Housing and Conservation Board (VHCB) which administers the program. VHCB will use \$2,550,000 in state-wide project implementation funds to create new or rehabilitate existing affordable rental housing units, a minimum of \$450,000 is set aside for Community Housing Development Organizations (CHDOs), and up to 10% of that amount may be used for CHDO feasibility awards.

The program continues to be successful. As illustrated in the accomplishments below, the HOME program preserves or creates permanently affordable units for the lowest income families in Vermont, ensuring new and existing units are available.

Accomplishments during this past program year (ending June 30, 2021):

- 3 Community housing development organizations (CHDOs) received operating grants;
- 4 HOME-funded projects were completed; including a total of 24 HOME units
- In total, these 4 projects resulted in new construction of 44 permanently affordable housing units; and the rehabilitation of an additional 64 multi-family affordable units.

Projected Accomplishments for FFY2022:

- 2 CHDOs will receive operating grants.
- It is anticipated that approximately 6 HOME-funded projects will be completed; rehabilitating or creating approximately 25-35 HOME units serving low-income households.

The national **Housing Trust Fund (HTF)** is an annual appropriation of federal funding for the purpose of developing housing units to serve extremely low-income households (<30% AMI) for a minimum of 30 years. Since 2016 Vermont has received the annual small state minimum award of \$3 million, including for 2021. HTF is administered and reported separately under the Vermont Housing and Conservation Board; however, it is reported through the HUD Consolidated Annual Performance Evaluation Report (CAPER) with the other HUD funding.

Accomplishments for FFY21:

- 1 HTF-funded project was completed with 7 HTF units and 33 other permanently affordable units rehabilitated.

Projected Accomplishments for FFY2022:

- It is anticipated that up to 7 HTF-funded projects will be completed, with approximately 20-35 HTF-restricted units created.

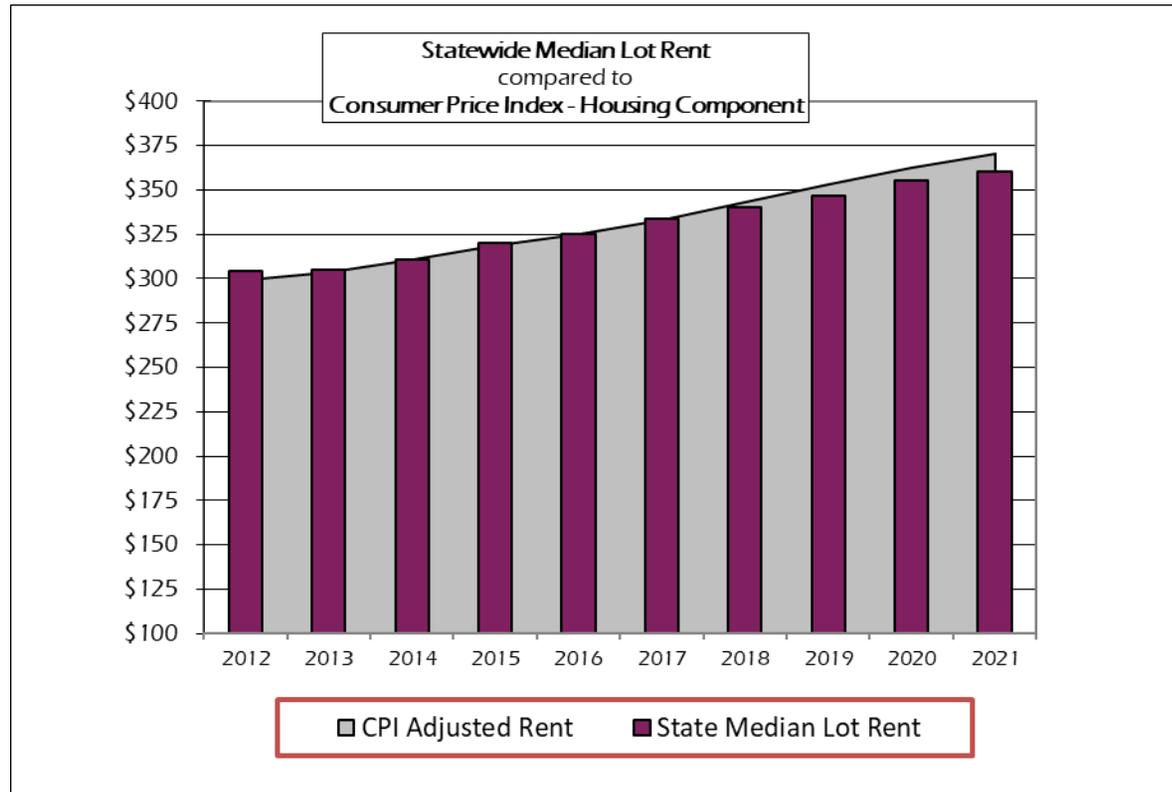
Mobile Home Park Program: DHCD is tasked with administering Vermont's mobile home park laws, which are designed to protect the safety and rights of owners and residents. DHCD implements rules concerning mobile home park leases, rent increases, the sale or closure of mobile home parks, and habitability, and conducts an annual registration of all mobile home parks (3 or more mobile home lots on one property). Two hundred and thirty-six mobile home parks (18 Cooperatively Owned, 47 Non-profit Owned, 171 Private Owned) are registered with the Mobile Home Park Program with a total of 7,080 lots. The program is staffed by DHCD's Housing Program Coordinator who serves as a resource on mobile home and park issues; and provides technical assistance to residents, park owners and advocates.

Highlights from the past year include again increasing the number of online registrations of mobile home parks, to 90% up from 87%, and assisting residents and park owners of mobile home parks put up for sale or for closure. The Department also continues to improve and create an efficient process for addressing complaints from residents concerning habitability and lease violations under Act 8 of 2016 which expanded the Department's authority to enforce the mobile home park law to include administrative penalties and investigate and resolve complaints of park owner violations by residents. The program also continues to administer the annual CVOEO First Stop grant which provides direct education, advocacy, and referral services for individual mobile home park residents and has increased the grant to \$80,000.

To determine if people are better off, DHCD monitors and tracks lot rent increases, and compiles mobile home park statistics via the annual registration. Together these measures ensure park residents continue to have safe, affordable housing.

- **Lot Rent Increases:** In calendar year 2021, any lot rent increase above 3.1% was eligible for mediation. DHCD reviewed 109 lot rent increases, 30 of these were determined to be eligible for mediation, and one increase resulted in mediation.
- **Park Sales:** From July 2020 to June 2021, 12 parks with a total of 369 leased mobile home lots were noticed for sale. When this occurs, all residents are offered meetings and support to help assure their rights are protected. Three of those parks were sold to private for-profit investors after the notice period expired without residents exercising their right to negotiate. Four mobile home parks previously noticed for sale were also sold this year, including the 111-lot Sterling View 55+ community in Hyde Park which was bought by the residents as a cooperative. The residents of two large parks in Colchester exercised their right to negotiate and are currently scheduled to close on the sales next month.
- **Park Closures:** Vermont law requires 18 months' notice before closing any lots or mobile home park and requires park owners to offer a park for sale before closing it to sell the land. Two small mobile home parks, in Chester and Leicester, were noticed to close in FY 21. Four mobile home parks closed and were removed from the registry including Miller's Place in the Town of Rutland. Jason Poginy's MHP in Coventry and Old Homestead MHP in Middletown Springs closed by attrition, and Grenier's MHP in Derby was divided into lots that were sold to the residents.

- **Outcomes:** DHCD tracks the difference between the State Median Lot Rent and increases in the consumer price index (CPI) housing component, to evaluate the effectiveness of the statute. As shown in the graph below, State Median Lot Rent over the last ten years has closely tracked increases in CPI - Housing. Since 2018 the State Median Lot Rent is below the CPI – Housing Adjusted Rent.



Community Planning and Revitalization

Provides training, technical assistance and funding to help local leaders plan and implement projects that bring new vitality to their community. Administers \$13 million in grants, tax credits and sales tax reallocations; municipal planning grants, electric vehicle charging station grants, pandemic recovery programs, and funding for the 11 Regional Planning Commissions. Offers matching grants to municipalities in designated downtowns for transportation-related and clean water infrastructure improvements that support economic development.

Division for Community Planning and Revitalization (CP+R): Vermont's distinctive sense of place is tied to its primary land use planning goal: to maintain the historic settlement pattern of compact village and urban centers separated by rural countryside. Through collaboration with sister agencies and external partners, the CP+R Division works to provide communities with the tools, training, grants, and incentives for local leaders to plan and implement projects that support thriving and walkable communities – furthering Vermont's foremost statewide land use goal. This year the division expanded its program portfolio to support pandemic recovery.

State Designation Programs: CP+R administers the State's designation programs (Downtowns, Village Centers, New Town Centers, Growth Centers, and Neighborhood Development Areas) which support Vermont's goal of fostering compact urban centers. Communities value the benefits from the state designations and the support they receive from working with CP+R's professional staff that include a team of planners, economic development professionals, landscape architects, historic preservationists, and grant specialists.

Applications for designation are reviewed and approved by the Downtown Development Board. Upon designation, communities receive specialized training and technical assistance from the CP+R team as well as development incentives, such as access to downtown and village center tax credits, reallocated sales taxes, and downtown transportation fund grants; priority state grant consideration; waived or lowered permit fees; and streamlined Act 250 requirements.

- **Downtowns** (23 total). This program provides grants, tax credits, and technical assistance to keep Vermont's historic, regional centers of commerce strong and vital. Woodstock and Hardwick are currently exploring designation.
- **Village Centers** (204 total, 18 new designations added in 2020). Like the downtown program, the village center designation program provides training and tax credits to help Vermont's smaller centers thrive. The number of designated village centers has increased by 100% (98 to 204) in the last six years.
- **New Town Centers** (2 total). This program is designed to help communities without a traditional downtown, but with the ability to plan and develop a new downtown. The program supports South Burlington's build out of its City Center with plans to infill the underused University Mall parking lot with pedestrian-friendly housing and businesses. The Town of Berlin recently submitted its draft application for New Town Center Designation.
- **Growth Centers** (6 total). Not all development fits in central business districts, and this program helps communities plan for orderly growth in areas that surround a designated downtown village center or new town center. Data shows that the program is achieving its

goal to concentrate more than half the towns' new development within the designated growth center, helping to reduce development pressure on Vermont's farms and forests.

- **Neighborhood Development Areas** (7 total, 1 new designation added in 2020). This program provides regulatory benefits and reduced fees for new housing in areas within walking distance of a designated downtown, village or new town center. Lower costs for moderate to affordable housing projects within designated neighborhoods were achieved through state permitting benefits. Timelines were shorter by an estimated average of over 7 months and projects saved an average of \$50,000 in state permit fees.

Downtown and Village Tax Incentives: A benefit of downtown and village center designation, this program spurs investments in traditional commercial centers and provides incentives to encourage investments that make existing buildings safe and accessible. In 2020, the Department allocated \$3.2 million in state tax incentives for 30 projects, supporting more than \$160 million in downtown and village center rehabilitation efforts. With increased funding from the legislature, the allocated \$770,000 in a special January funding round to support pandemic recovery.

Downtown Transportation Fund: This program supports revitalization efforts in designated downtowns by making these areas more pedestrian, bike, and transit friendly. Recently awarded projects include: the installation of bike racks and trash cans in Bellows Falls, the Franklin Lane improvement project in Bennington, a multi-modal transportation park and ride in Brandon, downtown pedestrian wayfinding signage in Rutland City, Eastern Avenue and Pearl Street enhancement project in St. Johnsbury, Main Street signage in Waterbury, and the fabrication and implementation of the wayfinding plan in Winooski. Since 2016, the fund has invested nearly \$1.9 million to support 19 community projects leveraging over \$16 million in funding.

CP&R Partnerships in 2021 granted or facilitated the distribution of over \$33 million in new funding to support pandemic recovery, local community planning and revitalization efforts:

- **Everyone Eats Vermont:** Supported the investment of \$19.5 million in 2021 in the Everyone Eats program that employed the hard-hit restaurant sector to prepare meals for food insecure Vermonters. Vermont farms and food producers have supplied 25% local ingredients for meals prepared by restaurants. From August 2020 through November 2021, the program has invested \$25 million and delivered 1.92 million total meals in all 14 counties. The program is 100% funded by FEMA and is expected to continue to into 2022.
- **Better Places:** This groundbreaking \$1.5 million initiative will fund public space improvements and programming to increase economic and civic vitality, livability, and the democratization in grantmaking. Grants between \$5,000 and \$40,000 can be made until July 2024. Municipalities, nonprofits, and community groups with a fiscal sponsor are eligible to apply and must raise 33% matching funds through a crowdfunding approach. Grants will be administered by DHCD and be available in early 2022.
- **Working Community Challenge:** Administered \$2.32 million in grants to support diverse, cross-sector local teams as they focus on the complex challenges of economic opportunity for communities and residents with low incomes.

- **Municipal Recovery Assistance:** Administered \$650,000 to the Vermont League of Cities and Towns (VLCT) to provide administrative support for cities and towns in the administration of municipal projects funded with American Rescue Plan Act (ARPA) funds. \$300,000 was allocated to the Regional Planning Commissions.
- **Regional Planning Commissions: Pandemic Response and Energy Funding -** Vermont's eleven RPCs will each receive \$75,000 to support pandemic response activities through FY24. An additional \$1 million in FY22 funding will support enhanced energy planning and energy plan implementation for municipalities.
- **Downtown Transportation Fund:** \$5 million in one-time is available for multi-year investments that improve infrastructure, public spaces, and create a sense of identity and pride in designated downtowns and qualified village centers.
- **Zoning for Great Neighborhoods:** Awarded \$500,000 grants to support bylaw updates in 41 municipalities aimed at expanding opportunities for housing as well as \$150,000 technical assistance and training for accessory dwelling unit and small-scale builders and developers.
- **Electric Charging Stations for Multi-Family Housing:** The division is standing up a \$1 million pilot grant program to expand home-site charging options to renters at multi-unit affordable housing and non-profit-owned dwellings. Building on past work, the program will be designed by an inter-agency team led by CP+R. Grants will be available in early 2022.
- **Clean Water Funding:** \$200,000 in grants with Agency of Natural Resources to plan and build stormwater management features into downtowns and village centers.

Community Planning: CP+R also provides technical assistance to local and regional officials integrating planning with community revitalization and place-based economic development, working closely with the Regional Planning Commissions (RPCs) and other agencies within state government. Program outcomes include:

- Staffed the Governor's Community Action Team charged to find and share best regional and community recovery practices and identify gaps in recovery efforts to ensure equitable distribution of resources, especially in rural areas and underserved populations.
- Supported 14 county-wide and regional conversations held virtually from July-October 2020 and attended by more than 1,200 Vermonters.
- Led trainings to raise statewide awareness on housing needs and solutions and organized a Zoning for Great Neighborhoods training.
- Continued to partner with stakeholders to support Act 250 reforms that promote development in downtowns, villages, neighborhoods.
- Continued work with partners including sister agencies, USDA-RD, VHCB, VLCT, Preservation Trust of Vermont, VHFA, AARP-VT, VAC, VCF, Efficiency Vermont, Local Motion, VCRD, Vermont Realtors Association, and others to identify and coordinate investments to implement community-driven projects.
- In partnership with Efficiency Vermont, provided targeted energy assistance to businesses and property owners in Irasburg, Barre City, Island Pond, and Johnson.
- Administered \$2.9 million in Regional Planning Commission work plans focused on modernizing local zoning to welcome housing.

Municipal Planning Grants (MPG): CP+R administers the MPG program, which helps local leaders tackle issues facing their towns, like where to locate new housing or how to bring needed infrastructure to support new housing, businesses, and economic vitality. This year, 45 total applications were reviewed with 32 recipients selected. Funded projects range from a downtown marketing strategy to save small businesses during COVID, charting a re-use plan for a vacant factory site, undertaking an equity audit to improve municipal services and civic participation, and amending zoning rules to expand housing choice using the Enabling Better Places neighborhood zoning guide. Grants continue to help towns revitalize by adopting useful and relevant municipal plans and capital infrastructure and facility plans, charting the way for strong communities and a better future.

Historic Preservation

Dedicated to identifying, preserving, interpreting, and enhancing Vermont's historic resources on behalf of the citizens of the state and promoting them as significant components of our communities. This involves coordination of public and private preservation efforts through federal and state programs. Interprets and maintains 24 state-owned historic sites with 82 buildings and structures, as well as 9 underwater preserves.

Vermont Division for Historic Preservation (VDHP)

VDHP ensures the identification, preservation, rehabilitation, interpretation, and promotion of historic resources. As vibrant components of Vermont's heritage, the state's historic resources shape our distinctive character and comprise key assets in all communities, including historic downtowns and village centers, historic agricultural and working landscapes, and important archeological sites spanning 13,000 years of our state history. VDHP encourages preservation projects and activities through local and statewide partnerships, educational outreach, national and state register listings, grant and tax credit programs, and stewardship of State-owned historic sites. VDHP's operations, excluding the State-owned historic sites and Roadside Historic Site Markers, are partially funded by the Historic Preservation Grant Fund provided annually through Congressional appropriations to the National Park Service; these activities are under the direction of the State Historic Preservation Office. Some program outcomes in 2020 include the following:

National Register: In 2021, VDHP successfully processed sixteen nominations to the National Register with 265 historic districts and 12,294 buildings, structures, and sites listed statewide since 1966. The number of nominations processed and forwarded to the National Register of Historic Places for successful designation has increased 70% from the previous five years. One reason for this increase is the Paul Bruhn Historic Revitalization Grant Program administered by the National Park Service; funding requires listing in the National Register of Historic Places within three years of award. Another observation is the need to update historic district nominations originally listed in the 1970s and 1980s as buildings and structures have been altered or demolished, and additional historic context information has been researched. This resulted in amendments for Woodstock Village Historic District, University Green and Redstone Historic Districts in Burlington, and Waterbury Historic District. The new listings this year recognized eleven individual properties, including the Park Street

School in Springfield, Immaculate Heart of Mary School in Rutland, Salisbury Village Blacksmith Shop, Norwich's Eldredge House and Bennington's Julius & Sophia Norton House, Green Mountain Cottage in Mount Holly, Converse Hall on the campus of the University of Vermont, Brookline Baptist Church, Ovitt Grist Mill in Enosburgh, Bullock Block in Readsboro, VTrans' relocated Vergennes Station House, and ANR's Roxbury Fish Culture Station. The Park Street School, Immaculate Heart of Mary School, and Julius & Sophia Norton House are applying for rehabilitation investment tax credits. Thirty-one additional nominations are presently being processed.

Barn Grants: Begun in 1992 and funded through the Capital Budget, this is the oldest state barn grant program in the country. Cumulatively, it has provided over \$4.1 million in grants to help repair and restore 433 historic barns and agricultural outbuildings. Of the 44 applications requesting \$496,729, 20 projects were awarded grant funds totaling \$230,866 for the 2021-2022 grant period. This leverages \$635,000 in restoration and rehabilitation efforts and provides approximately 30 construction job for Vermont workers. Funding through the Capital Construction Bill increased the funding for this program from \$200,000 to \$300,000 for fiscal years 2022-2023. In October 2021, for the next grant period, 52 applications were received requesting \$646,120 with total project costs reaching over \$2 million; \$297,296 is available. The applications will be reviewed and awarded in February 2022.

Historic Preservation Grants: Begun in 1986 and funded through the Capital Budget, this program has provided \$5.78 million in grants for the rehabilitation of 596 significant community buildings such as town halls, museums, theaters, libraries, recreation centers and other municipal resources. In 2021, 14 of the 37 applications submitted were awarded \$204,896, leveraging \$465,818 and about 25 construction jobs. Funding through the Capital Construction Bill increased the funding for this program from \$200,000 to \$300,000 for fiscal years 2022-2023. For the 2022 grant cycle, applications for 41 proposed projects were received, requesting \$639,596 with \$299,325 available. With the additional funding, nineteen of those projects were awarded in December 2021, leveraging just over \$1.0 million in project costs and about 28 construction jobs.

Federal Rehabilitation Investment Tax Credits (RITC): Since 2016, 58 Vermont RITC projects have received Rehabilitation Tax Credits with nearly \$16.62 million in qualified rehabilitation expenditures bringing historic properties back into service; total project costs reached over \$105.8 million. For 2021, nine completed projects in six Vermont towns and cities were granted \$6.35 million in RITC, leveraging more than \$41 million in qualified rehabilitation investment through the employment of contractors and purchasing of materials. The program continues to have great success in supporting development and rehabilitation of housing and despite a pause or delay in construction caused by COVID-19, four projects were completed in federal fiscal year 2020, while thirteen projects were submitted for Part 2 approval. Of these seventeen projects, fourteen involve rehabilitation for housing, resulting in an anticipated 169 units of new or rehabilitated housing. Since 2016, 407 housing units have been created through this program. Projects completed include the Putnam Block, Bennington County Courthouse, and Winslow Block in Bennington; three properties on Pine Street in Burlington, Alvarez Block in Montpelier, Woolson Block in Springfield, and Stimson and Graves Block in Waterbury. Several of these buildings were underutilized with vacant upper stories that now provide much needed housing. There are roughly thirty active RITC projects at various phases currently being reviewed by SHPO and another forty potential projects have been identified by the Vermont Tax Credit Reviewer. Vermont has been

assigned a new National Park Service Tax Credit Reviewer in late 2020; the same reviewer is also focused on Massachusetts and New Hampshire.

Certified Local Government Program (CLG): The CLG program helps 17 communities save the irreplaceable historic character of their places by supporting the active role of local preservation commissions. The City of St. Albans became our newest CLG in September 2020; since 2013, the number of CLG communities has increased by three. For 2021, the CLG funds supported six community projects with \$73,750 in funding and a local match of \$50,989. These projects include National Register nominations for the Bennington College Campus, Maple Corner in Calais, and an update of the St. Albans City downtown historic district. Rockingham will be provided program support that includes educational community programs, staff assistance for the Historic Preservation Commission, and a preservation awards program. Additionally, material analysis will be conducted on the iconic Rockingham Meeting House, one of Vermont's National Historic Landmarks. The paint analysis process recently completed revealed the building was originally painted a deep red, becoming the more familiar white/cream color in the early part of the 20th century following alterations. Montpelier, having completed an update on the National Register nomination documentation and defined a design review district, is focusing on design guidelines. Four applications were received for the 2022 award and outreach continues to all CLG communities for project ideas to ensure the required 10% funding of the Historic Preservation Fund Grant is passed through to the local level. Because of COVID-19, extensions of one year were provided to those projects supported for 2019-2020. This resulted in the National Park Service altering the program schedule to run three years rather than two years for each grant.

Project Review: For 2020, VDHP reviewed and consulted on 2,409 projects in total, which is a 26% increase over last year; statistics for 2021 are still being coordinated with state and federal partners. This includes 1,889 development projects receiving federal funds, permits, or licenses for their potential impacts to historic buildings and structures, historic districts, historic landscapes, and settings/contexts, and known or potential archaeological resources; this is equivalent to FFY19. Under state statute, VDHP staff processed an additional 221 projects under Criterion 8 of Act 250, which is 53 less than last year and is presumably due to construction delays caused by COVID-19. Three memorandums of agreement were signed for Act 250 projects resulting in adverse effects. Under Section 248, for Vermont Public Utilities, 83 projects were reviewed and fourteen memorandums of agreement for adverse effects were executed. For state involvement under 22 VSA chapter 14, 216 projects were reviewed, which is a 24% increase from FFY19. Overall, the Project Review Team continues to maintain a 97.5% completion rate within 30 days or less. Notably, the team of reviewers (3 full-time/2 part-time) operates the program from submittal to concurrence manually with no active database, a tool much needed to ensure efficiency and better serve Vermonters. For 2020 and 2021, 199 projects reviewed under the CARES Act and ARPA funding were completed within hours of submittal. In 2020-2021, the Project Review Team completed review of 68 renewable energy projects for Title 248 such as solar, battery storage facilities, methane digestors, and wind installations that require a Certificate of Public Good from the Vermont Public Utility Commission.

VDHP annually measures various aspects of its program for the National Park Service (NPS), which provides funding for staff salaries, surveys, comprehensive preservation studies, National Register nominations, educational materials, tax incentive projects, federal reviews

under Section 106, as well as architectural plans and studies necessary for the preservation of historic properties. All these activities must meet the NPS standards as outlined in our Historic Preservation Grant application. A sampling of the measures used by the NPS to evaluate the successful implementation of Vermont’s statutory responsibilities set forth in the National Historic Preservation Act for the identification of historic properties, comprehensive preservation planning, and consultation on the effects of federal projects are:

FEDERAL ENVIRONMENTAL REVIEWS COMPLETED UNDER PROGRAMMATIC AGREEMENTS	2014	2015	2016	2017	2018	2019	2020	2021
Properties meeting National Register criteria for which a written eligibility opinion is provided	181	544	255	411	385	332	371	258
Properties <u>not</u> meeting National Register criteria for which a written eligibility opinion is provided	84	102	170	1253	1163	1204	508	361
Findings of "No Properties" and /or "No Effect" on which written opinions are provided	1879	1281	1136	1447	1669	1568	1683	1241
Other findings of "Effect" on which written opinions are provided	144	191	217	346	406	324	207	442
Memoranda of agreement signed	27	3	15	11	12	26	13	12
Programmatic agreements signed	0	1	0	1	1	2	0	3

Vermont Archeology Heritage Center (VAHC): The center opened in September 2012 and occupies 1,850 square feet at the Vermont History Center in Barre most of which is devoted to the curation of archaeological artifacts and archives dating to all time periods of Vermont’s 13,000-year human past, with a small area for office, research, and museum space. The curated collection contains information on more than 1,000 archaeological sites in 2,000+ archival boxes that house millions of artifacts. VAHC provides unique opportunities to educate communities, teachers, students, researchers, and the interested public about Vermont’s archaeological history. Since its opening in 2012, VAHC has hosted 2,500 visitors. VAHC had to be shut down to visitors due to the COVID-19 pandemic in mid-March 2020.

Roadside Historic Site Markers Program: VDHP is charged with approving and overseeing the creation and installation of Vermont Roadside Historic Site Markers. This is a small state program with a great reach and overwhelming popularity. The program was established in 1947, with the installation of ten markers. Since then, nearly 300 site markers have been placed statewide, with one in Virginia, to commemorate events significant to local communities, the state, and nation. More than twenty applications for new markers are submitted annually, a notable increase in the past two years. In fiscal year 2021, 25 new or replacement markers were installed, honoring Vermont’s history. Such markers include commemoration of Finnish immigrants in Andover; surveying of Hinman Road north from Greensboro to Canada; histories of Granville Corner School, Pratt Hall, and Vernon Union Church; and the Chester homestead of five generations of the

Hugh Henry family. Covered bridges, iconic landmarks of Vermont, were noted with markers at the Longley, Comstock, and Fuller bridges in Montgomery. For fiscal year 2022, so far, markers have been installed commemorating significant African Americans such as Abijah and Lucy Terry Prince in Guilford and Sheriff Stephen Bates in Vergennes. Our Civil War heritage is noted by markers placed at the homes of General Stannard in Milton and John P. Bowman in Cuttingsville. Rehabilitated markers, many dating from the late 1940s and 1950s, include Smugglers Notch in Stowe, Eighteenth Century Settlement in Pownal, St. Johnsbury Trade School, and the Dorothy Thompson Memorial Common in Barnard. Seventeen markers were rehabilitated or replaced due to age, vehicular accidents or vandalism, or text that has proven inappropriate today. In response to recent events across our country, review of all Vermont Roadside Historic Site Markers for cultural humility, accuracy, and context began. Twenty-five new markers are now being reviewed or are in production. Working with the foundry that has created the markers for Vermont since 1947, a full inventory with dates of production has been created and the online database was updated to reflect the numbers of production. The online interactive map was upgraded from a shortlist story map to an interactive web application, providing full access on all mobile devices, and allows visitors customized tours by marker content type, or regions of the state (it went live in FFY20). The application includes thematic identification that allows study of marker topics, including African Americans, Native Americans, Civil War, Revolutionary War, religious edifices, bridges, education, women's history, and state-owned historic sites. Funding is earmarked for markers related to the Revolutionary War, the founding of our nation, and events/life related to this period; installation shall coincide with the 250th Anniversary events of 2025 to 2027.

State-owned Historic Sites: The State-owned Historic Sites connect visitors to the places where Vermont's history happened. There are fourteen sites comprised of 62 buildings and structures serving the public, including the homes of Presidents Chester A. Arthur and Calvin Coolidge, two nationally recognized Revolutionary War sites, three architecturally significant buildings representing design and construction from the first half of the 19th century, a monument to a Revolutionary War patriot, and the iconic Bennington Battle Monument – the tallest structure in the State of Vermont. Due to COVID-19, just six of the nine sites open annually to the public were operating again for this second year. The season opening for three of the sites was delayed by two months (extending from July 1 to October 31 rather than opening Memorial Day weekend). Hours were reduced, some exhibits closed, and all indoor events cancelled. All five gift shops were open; one was closed for all of 2020. Pandemic restrictions and cleaning measures were implemented once again in coordination with Vermont State Parks, Vermont Historical Society, local historical societies and museums, and the National Park Service's Marsh-Billings-Rockefeller National Historical Park. Outdoor spaces, such as trails and parks, were heavily visited even at the sites closed. Revenues from admissions, gift shop sales, donations, and rentals typically provide 51% of the sites' budget; with COVID-19 in 2020 this number was reduced to less than 15%. The sites welcome an average of 63,000 annually; for 2020 the number of visitors touring the Vermont State Historic Sites reached just 18,214 and during the 2021 season there were 44,229 visitors (more visitors explored the outdoor spaces, but we have no mechanism to tabulate visitation). The collected statistics record more than 1.4 million visitors have been welcomed by Vermont's State Historic Sites since 1998.

STATE FISCAL YEAR	ATTENDANCE	ADMISSIONS RECEIPTS	GIFT SHOP RECEIPTS
FY22	44,229	\$69,182	\$133,961
FY21	18,214	\$34,874	\$50,273
FY20	63,655	\$236,931	\$207,125
FY19	62,674	\$230,167	\$203,448
FY18	64,890	\$249,096	\$216,064
FY17	64,334	\$223,805	\$193,074
FY16	50,756	\$197,209	\$205,879
FY15	51,285	\$212,523	\$169,698
FY14	49,694	\$212,893	\$204,437
FY13	64,474	\$190,387	\$207,109
FY12	60,408	\$159,888	\$171,599
FY11	62,445	\$178,054	\$207,504

In January 2021, VT SHPO was informed by VTrans of pending upgrades to the rail line to accommodate the extension of Amtrak passenger service from its current terminus in Rutland north to Burlington and increasing freight rail activity. Due to the exceptionally close proximity of the 1868 New Haven Depot (owned by VDHP since 1975 because of its historical and architectural significance) to the active tracks, VTrans determined it was “necessary to relocate the station to meet the safety standards required for the operation of the Amtrak service at full speeds. At the current location, the proximity of the building requires current freight rail traffic to observe a slow order through this segment to assure that there are no incidents. A slow order will not be possible on a long-term basis for passenger service to be successful.” Moreover, the depot greatly obscures sightline distances from the north to the rail line’s intersection with U.S. Route 7. Trains cannot stop quickly enough before the intersection because of the obstructed view caused by the historic depot, which has been leased to commercial tenants since 1986. Together with VTrans, VDHP, ACCD, and the Town of New Haven have actively undertaken the relocation of the brick depot 1.6 miles from the railroad tracks to the center of the village. Ownership of the building is being transferred to the Town of New Haven, which plans to use it for community activities, support of the historical society, and as a museum. The National Park Service has approved the relocation; thus, the building shall remain listed in the National Register of Historic Places under Criterion C for its architecture (it will no longer be eligible under Criterion A for its history as a result of the relocation). The move is set to occur in Winter 2022.

VDHP also owns two metal lattice bridges, five covered bridges, and the Forestdale iron blast furnace, as well as serving as custodian of all underwater sites under Vermont waters, including exceptional historic shipwrecks. Nine of these are open to recreational divers as Vermont’s Underwater Historic Preserve, with an estimated 504 diver visits (360 visits in FY20 and 588 visits in FY19). None of the bridges are in

service, although some are open to pedestrians; the Scott Bridge reopened to pedestrian traffic in May 2017 and was used for wedding ceremonies throughout the season. Partnering with the Vermont Agency of Transportation (VTrans), in 2018, VDHP has visited all seven bridges to assess conditions and address rehabilitation plans. Two of the bridges have recently been restored and stabilized for pedestrian traffic. Plans are underway to use the Fisher Covered Railroad Bridge as part of a rail trail, a rehabilitation project that will stabilize the western abutment. Discussions are ongoing about the treatment of the rail tracks that remain inside the bridge. SHPO and VTrans are exploring the deaccessioning/demolition plans for two of the bridges due to severe structural issues and a railroad depot too close to the tracks.

Conditions studies, conducted in 2017-2018 at all the sites to outline maintenance priorities and aid in creating a ten-year maintenance plan as we address deferred maintenance issues, will be updated in 2021 in coordination with BGS as we continue to identify and prioritize maintenance projects. The total appropriation annually for maintenance through the Capital Construction Bill currently is \$350,000. The projected maintenance needs are estimated to be over \$1.0 million for the urgent and high priority projects. Water and drainage management engineering studies were completed in December 2019 for the Senator Justin S. Morrill State Historic Site, recommending significant deferred and proactive work totaling over \$375,650 for the preservation of this National Historic Landmark property. SHPO received a Save America's Treasures grant in 2021 to address some of the needs at the Morrill Site. VDHP and BGS are contracting an engineer to examine the issues at the Bennington Battle Monument, including but not limited to water infiltration, mortar repointing, spalling of stone, structural integrity of metal stair and entry lintels, emergency lighting, and elevator operations. The monument shall be culminating highlight of the 250th Anniversary Commemoration of the American Revolution in Vermont, and as it is our most visited state-owned historic site, maintenance issues need to be addressed properly and hopefully prior to the anniversary of the battle in 2027. Restoration and maintenance projects undertaken where limited because of the effects of COVID-19 on staffing capacity (required refocus), contractor safety, stay at home executive orders, and availability of materials.

PROPOSED PROGRAM INCREASE AND BUDGET IMPACT FOR FY23

This Administration's FY23 budget includes a **Community Investment Package** that helps the state tackle its housing, revenue, and demographic challenges by providing new funding to support vibrant downtowns, villages and public places while increase housing quality, supply, and affordability.

- **VT Housing Incentive Program (\$5 million & \$20 million in FY22 BAA)**
Provide incentives to apartment owners and new home buyers to invest in aging and underutilized housing stock.
- **Missing Middle Income Homeownership Development Pilot (\$10 million and \$5 million in FY22 BAA)**
Increases the supply and supports the development of more modest priced homes for middle income Vermont families.
- **Expanded Downtown & Village Center Tax Credits (\$2million increase bringing total to \$5M forgone revenue)**
Expands the program to support improvements to income-producing properties (rental housing) in designated Neighborhood Development Areas.

- **Expanded Manufactured Home Replacement Tax Credit (\$1M forgone revenue)**

Increase the Vermont Housing Tax Credit Program to increase the number of manufactured homes being replaced with energy efficient homes.

DEPARTMENT OF HOUSING & COMMUNITY DEVELOPMENT (Financial Info							
Programs	Financial Category	GF \$\$	TF \$\$	Spec F (incl tobacco) \$\$	Fed F \$\$	All other funds \$\$	Total funds \$\$	Authorized Positions (if available)	\$ Amounts granted out (if available)
PROGRAM #1: ADMINISTRATION									
Oversees the human, technical and financial resources of the Department. Along with their statutory duties, the Commissioner and Deputy Commissioner represent the Governor and Agency Secretary on a number of boards and commissions as well as serve as the public face of the Department. The General Counsel provides legal expertise for the Department as well as additional support for the Agency's General Counsel. The Executive Assistant provides administrative support to the Commissioner, Deputy and the entire Department as well as scheduling, meeting coordination and limited administrative support for the Agency Secretary and Deputy Secretary.	FY 2021 Actual expenditures	\$ 306,611.00					\$ 306,611.00	4	
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ 497,289.00					\$ 497,289.00	7	
	FY 2023 Budget Request for Governor's Recommendation	\$ 524,854.00			\$ 2,833,957.00	\$ 743,834.00	\$ 4,102,645.00	7	\$ 2,700,000.00
PROGRAM #2: VERMONT COMMUNITY DEVELOPMENT PROGRAM (VCDP)									
Administers and assists municipalities' participation in the federal Community Development Block Grant program(CDBG) which funds over \$7 million of housing, economic development, public facility and public services projects to benefit persons of lower income. VCDP consists of two teams that work collaboratively together: CD and Grants Management (GM). The CD Team provides up front program education and guidance as well as financial and technical assistance, to participants from application inception, through award to grant agreement. The Grants Management team assists grantees in compliance with requirements of CDBG as well as other federal & state programs administered by the Agency: Disaster Recovery, Neighborhood Stabilization Programs, HOME, Regional Planning Grants and Historic Preservation grants. GM is responsible for monitoring compliance and reporting to HUD and OMB for federal awards currently in excess of \$70 million. For FY21/22, the team will be instrumental in distributing \$8.8 million of CDBG-CV funds and \$1.4 million of Recovery Housing funds.	FY 2021 Actual expenditures	\$ 318,357.00		\$ 117,241.00	\$ 9,415,402.00		\$ 9,851,000.00	8	\$ 8,921,509.00
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ 243,854.00		\$ 233,040.00	\$ 17,420,407.00		\$ 17,897,301.00	9	\$ 16,938,077.00
	FY 2023 Budget Request for Governor's Recommendation	\$ 429,813.00		\$ 150,876.00	\$ 15,110,123.00		\$ 15,690,812.00	9	\$ 14,539,977.00
PROGRAM #3: COMMUNITY PLANNING & REVITALIZATION (CP&R)									
Provides training, technical assistance and funding to help local leaders plan and implement projects that bring new vitality to their community. Administers \$8.1M in grants, tax credits and sales tax reallocations; municipal planning grants, electric vehicle charging station grants, and funding for the 11 Regional Planning Commissions. Oversees the State Designation program. Offers matching grants to municipalities in designated downtowns for transportation-related and clean water infrastructure improvements that support economic development. During FY22, will administer additional recovery efforts, including the Better Places program, Bylaw Modernization grants, an additional \$5 million in Downtown Transportation funding, and will be leveraging \$1 million in EVSE funding for charging station installations.	FY 2021 Actual expenditures	\$ 478,659.00		\$ 3,651,917.00		\$ 279,753.00	\$ 4,410,329.00	6	\$ 3,846,962.00
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ 528,319.00		\$ 4,125,865.00		\$ 2,403,820.00	\$ 7,058,004.00	6	\$ 6,394,077.00
	FY 2023 Budget Request for Governor's Recommendation	\$ 563,675.00		\$ 4,800,865.00		\$ 2,129,660.00	\$ 7,494,200.00	6	\$ 6,765,201.00
PROGRAM #4: VERMONT DIVISION FOR HISTORIC PRESERVATION (VDHP)									
VDHP is dedicated to identifying, preserving, and interpreting historic resources on behalf of the state and promoting them as significant components of our communities. VDHP encourages preservation projects through local and statewide partnerships, educational outreach, State and National Registers listings, and grant and tax credit programs. This involves coordination of public and private preservation efforts through federal and state programs.	FY 2021 Actual expenditures	\$ 653,158.00		\$ 36,316.00	\$ 480,747.00		\$ 1,170,221.00	8	\$ 108,604.00
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ 625,980.00		\$ 251,520.00	\$ 573,355.00		\$ 1,450,855.00	8	\$ 90,353.00
	FY 2023 Budget Request for Governor's Recommendation	\$ 726,660.00		\$ 199,471.00	\$ 512,166.00		\$ 1,438,297.00	8	\$ 105,716.00

DEPARTMENT OF HOUSING & COMMUNITY DEVELOPMENT (Financial Info							
PROGRAM #5: HISTORIC SITES									
Interprets and maintains 24 state-owned historic sites with 82 buildings and structures, as well as 10 underwater preserves. Major upcoming maintenance projects include drainage improvement at the Justin Morrill Site, foundation stabilization at the Calvin Coolidge Site, and an engineering analysis of the Bennington Battle Monument.	FY 2021 Actual expenditures	\$ 704,864.00		\$ 155,410.00			\$ 860,274.00	4	\$ -
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ 694,788.00		\$ 200,000.00			\$ 894,788.00	4	\$ -
	FY 2023 Budget Request for Governor's Recommendation	\$ 517,687.00		\$ 450,000.00			\$ 967,687.00	4	
PROGRAM #6: HOUSING									
Coordinates state housing policy through Vermont Housing Council and HUD Consolidated Plan. Administers statutory requirements of the Mobile Home Park program. Administers Charitable Housing Tax Credit and assists with HOME program administration. Responsible for implementing and administering the new Vermont Housing Investment Program (VHIP). Also tasked with staffing the Rental Housing Advisory Board created by Act 188 during the 2018 legislative session. During FY21/22, administration or oversight of \$125 million of ARPA funds through VERAP, VHIP, and HAF and additional coordination with funders such as VHCB.	FY 2021 Actual expenditures	\$ 195,425.00		\$ 75,531.00	\$ 55,273.00		\$ 326,229.00	2	\$ 127,907.00
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ 1,294,704.00		\$ 79,820.00	\$ 283,367.00		\$ 1,657,891.00	5	\$ 1,334,783.00
	FY 2023 Budget Request for Governor's Recommendation	\$ 1,303,019.00		\$ 81,756.00	\$ 49,908,211.00		\$ 51,292,986.00	5	\$ 50,880,620.00
	FY 2021 Actuals	\$ 2,657,074.00	\$ -	\$ 4,036,415.00	\$ 9,951,422.00	\$ 279,753.00	\$ 16,924,664.00	32	\$ 13,004,982.00
	FY 2022 Estimated	\$ 3,884,934.00	\$ -	\$ 4,890,245.00	\$ 18,277,129.00	\$ 2,403,820.00	\$ 29,456,128.00	42	\$ 24,757,290.00
	FY 2023 Budget Request	\$ 4,065,708.00	\$ -	\$ 5,682,968.00	\$ 68,364,457.00	\$ 2,873,494.00	\$ 80,986,627.00	42	\$ 74,991,514.00
	FY23 Targets	\$ 4,065,708.00	\$ -	\$ 5,682,968.00	\$ 68,364,457.00	\$ 2,873,494.00	\$ 80,986,627.00		\$ 74,991,514.00
	Difference	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		\$ -

Governmental Unit	Agency of Commerce & Community Development - Department of Housing & Community Development
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Program Name	PROGRAM #1: COMMUNITY PLANNING & REVITALIZATION (CP&R): REGIONAL COMMISSION GRANT PROGRAM
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Program Description	<p>Regional Planning Commission Grants- The Municipal and Regional Planning Fund is disbursed to regional planning commissions for the purpose of assisting municipal and regional planning commissions to provide regional planning services. Disbursement of funding to regional planning commissions shall be predicated upon meeting performance goals and targets pursuant to the terms of the performance contract. RPCs will be responsible for:</p> <ol style="list-style-type: none"> 1. Regional Planning 2. Municipal Planning and Technical Assistance 3. Regional Training and Education for Municipalities 4. Support for Statewide Initiatives 5. Core Functions & Implementation Assistance 6. Pandemic Response 7. Energy Planning
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Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Total grants to RPCs?	How Much?		2,924,417	SFY
Total number of municipalities with confirmed town plans?	Better Off?		218	SFY
Percent of RPCs performing all work plan tasks satisfactorily (no tasks in "Needs Improvement")	How Well?		100%	SFY

Program Name	PROGRAM #2: COMMUNITY PLANNING & REVITALIZATION (CP&R): DOWNTOWN STATE DESIGNATION PROGRAM
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Program Description	<p>State Designation Program- The Downtown, Village Center, New Town Center, Growth Center designations support Vermont’s goal of fostering compact and vibrant urban centers. The downtown and village center rehabilitation tax credits help to stimulate private investment needed to restore historic buildings and jump start community revitalization.</p> <ul style="list-style-type: none"> •Downtowns: This program provides grants, tax credits, and technical assistance to keep Vermont’s historic, regional centers of commerce strong and vital. •Village Centers: Like the downtown program, the village center designation program provides training and tax credits to help Vermont’s smaller centers thrive. The number of designated village centers has increased by 100% (98 to 216) in the last six years. •New Town Centers: This program is designed to help communities without a traditional downtown, but with the ability to plan and develop a new downtown. •Growth Centers: Not all development fits in central business districts, and this program helps communities plan for orderly growth in areas that surround a designated downtown village center or new town center. •Neighborhood Development Areas: This program provides regulatory benefits and reduced fees for new housing in areas within walking distance of a designated downtown, village or new town center.
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Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Number of designations in the program?	How Much?		260	CY
Total amount of tax incentives allocated?	Better Off?		\$3.6M	SFY
Total amount of outside funding leveraged with tax incentives?	How Well?		\$83M	SFY

Program Name	PROGRAM #3: VERMONT DIVISION FOR HISTORIC PRESERVATION (VDHP)
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Program Description	Historic Preservation Grant Program- Preserving Vermont’s Historic Landmark Community Buildings: This matching grant program helps municipalities and nonprofits repair and maintain the iconic historic municipal buildings gracing our downtowns and village centers. Grants of up to \$20,000 are awarded to repair roofs, structural elements, windows, foundations, cupolas and more. (Measures 1, 2 & 3: SFY21 & SFY22)
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Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
How many Barn Grant applications were submitted?	How Much?	37	41	SFY
How many Barn Grants were awarded?	Better Off?	13	19	SFY
How much money did the Barn Grants leverage?	How Well?	\$465,818	\$1,000,000	SFY

Program Name	PROGRAM #4: HISTORIC SITES
Program Description	<p>Historic Sites Program- The mission of the Vermont State-owned Historic Sites Program, which is part of the Vermont Division for Historic Preservation, is to encourage the discovery and appreciation of the state's rich heritage through the stewardship and interpretation of historic sites that evoke an authentic sense of time and place. The Vermont State-owned Historic Sites Program supports the Executive and Agency goals and priorities to make Vermont more affordable and grow the economy. The program and funding promote the public's knowledge and use of historic sites and resources; furthering a stronger sense of the environment, history and community; and strengthening stewardship of public and private historic assets. The historic sites have welcomed 1,536,416 visitors from Vermont, across the United States, and around the world since 1999. The Program includes 83 state-owned historic resources located throughout Vermont; ten sites with 62 resources are open to the public for touring, education, and community events/meetings (seven sites open for COVID 2020 season). These historic sites speak to not only the historic context and architectural heritage of Vermont, but also to our national history, with the homes of U.S. senators and presidents. Our historic sites teach the public about the Revolutionary War, War of 1812, emancipation of slaves, architecture from the 18th through 20th centuries, agriculture and working landscapes, Native Americans, education, and our state's progressive 1777 Constitution. What our visitors learn at these historic sites, they take with them when they return to their Vermont homes or beyond our state's borders. These stories cannot be told without the buildings, sites, structures, and objects where the events actually occurred, and their preservation/maintenance is essential to enable that education, tourism, and celebration. The funding provided through the Capital Construction Budget covers the maintenance at state-owned historic sites statewide, including routine, preventive, emergency, deferred, ongoing, and major maintenance activities. This allows the admissions fees to be affordable for all Vermont residents and visitors; admission is free to school-aged children and active military. The historic sites grow the economy with the employment of five permanent and 56 seasonal employees, with vendors and contractors engaged for more than 50 construction projects annually. Maintenance projects are strategically planned and prioritized with conditions assessments and engineering reports. (Measure1: CY20 & CY21; Measures 2 & 3: SFY21 & SFY22)</p>

Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Number of visitors to state-owned Historic Sites?	How Much?	18,214	44,229	CY
Revenue from gift shop, admission, and rents?	How Well?	\$540,128	\$323,116	SFY
Number of Historic Sites Maintenance projects completed/underway/planned?	Better Off?	22	12	SFY

Program Name	PROGRAM #5: HOUSING
Program Description	<p>Mobile Home Park Program- Administers statutory requirements of the state Mobile Home Park program. Ensures residents of mobile home parks are not displaced by park closures, large un-planned lot rent increases and infrastructure failures. Conducts annual registration and inventory of all 238 Mobile Home Parks and 7,000 lots. Helps park residents become cooperative/resident owners of their mobile home parks. (Measures 1, 2 & 3: CY19 & CY20)</p>

Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Percent of Mobile Home parks in the State are registered?	How Much?	98%	100%	CY
How many Mobile Home Park lots are registered?	How Well?	7,096	7,062	CY
Percent of Mobile Home Park lots are vacant?	Better Off?	5.2%	4.9%	CY

Department of Economic Development

Joan Goldstein, Commissioner

Brett Long, Deputy Commissioner

FY 2023 Governor's Recommend	\$ 15,372,501
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Fiscal Year 2023 Budget Development Form - Department of Economic Development

	General \$\$	Special \$\$	Federal \$\$	Interdept'l Transfer \$\$	All other \$\$	Total \$\$	Related Strategic Plan Outcome
Approp #1 Economic Development: FY 2022 Approp	4,898,915	1,685,350	3,907,085	1,690,500	0	12,181,850	
FY 2022 Other Changes	0	0	0	0	0	0	
Total Approp. After FY 2022 Other Changes	4,898,915	1,685,350	3,907,085	1,690,500	0	12,181,850	
Personal Services							
Base Salaries	38,692	3,536	75,413	-		117,641	Structural Statewide Pressure
Fringe Benefits (non-retirement)	19,964	1,254	36,280			57,498	Structural Statewide Pressure
Retirement Rate	45,127	3,536	35,854			84,517	Structural Statewide Pressure
RFR Base Salary	5,013					5,013	Structural Statewide Pressure
RFR Retirement	1,278					1,278	Structural Statewide Pressure
Total Salary/Benefit base change	110,074	8,326	147,547	-		265,947	Structural Statewide Pressure
Other P.S: Act 74 Approved 6 Limited Service Positions				802,140		802,140	Modernize and Improve Government
Other P.S: DOL Apprenticeship Program completion				(45,000)		(45,000)	Modernize and Improve Government
Other P.S: NBRC shift to Salaries			(14,239)			(14,239)	Modernize and Improve Government
Total Salary/Fringe Change	-	-	(14,239)	757,140	-	742,901	Modernize and Improve Government
Grand Total Salary/Benefit base change	110,074	8,326	133,308	757,140	-	1,008,848	Modernize and Improve Government
Internal Service Fee - Workers Comp	(676)	(21)	245	1,568		1,116	Structural Statewide Pressure
Contracted 3rd Party Services	(1,100)	(11,406)	1,100			(11,406)	Grow the Economy
Total Personal Services Change	108,298	(3,101)	134,653	758,708	-	998,558	
Operating							
Internal Service Fees - base change (Insurances, VISION, ADS Allocated Fee)	(2,008)	(3,471)	2,085	12,062		8,668	Structural Statewide Pressure
SLA increase: Salesforce License Fees and ADS Support	42,600					42,600	Modernize and Improve Government
Net Operating changes: marketing, business recruitment, travel, equipment	18,731	(23,428)	(41,691)	7,903		(38,485)	Grow the Economy
Total Operating Change	59,323	(26,899)	(39,606)	19,965	-	12,783	
Grants							
Job Zones - bond interest program - complete	(690)					(690)	Grow the Economy
Windham County Economic Dev Program		1,250,000				1,250,000	Grow the Economy
NBRC Capacity - shift to personal services & operating			(70,000)			(70,000)	Grow the Economy
New/Remote Worker Program	1,000,000					1,000,000	Grow the Economy
Total Grants Change	999,310	1,250,000	(70,000)	-	-	2,179,310	
Subtotal of Increases/Decreases	1,166,931	1,220,000	25,047	778,673	-	3,190,651	
FY 2023 Governor Recommend	6,065,846	2,905,350	3,932,132	2,469,173	-	15,372,501	
Economic Development FY 2022 Appropriation	4,898,915	1,685,350	3,907,085	1,690,500	-	12,181,850	
Reductions and Other Changes	-	-	-	-	-	-	
FY 2022 Total After Other Changes	4,898,915	1,685,350	3,907,085	1,690,500	-	12,181,850	
TOTAL INCREASES/DECREASES	1,166,931	1,220,000	25,047	778,673	-	3,190,651	
Economic Development FY 2023 Governor Recommend	6,065,846	2,905,350	3,932,132	2,469,173	-	15,372,501	
3% GF Increase	146,967						
GF Benefit Increase	19,964						
New/Remote Worker Grant Program	1,000,000						
Total Target GF	1,166,931						
	-						

Report ID: VTPB-11_GOV REC

Run Date: 01/14/2022

Run Time: 08:24 AM

State of Vermont

FY2023 Governor's Recommended Budget: Rollup Report

Organization: 7120010000 - Economic Development

Budget Object Group: 1. PERSONAL SERVICES

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages	1,169,504	1,419,296	1,419,296	1,541,950	122,654	8.6%
Fringe Benefits	579,115	723,733	723,733	868,142	144,409	20.0%
Contracted and 3rd Party Service	831,589	1,456,917	1,456,917	1,445,511	(11,406)	-0.8%
PerDiem and Other Personal Services	1,200	80,124	80,124	823,025	742,901	927.2%
Budget Object Group Total: 1. PERSONAL SERVICES	2,581,407	3,680,070	3,680,070	4,678,628	998,558	27.1%

Budget Object Group: 2. OPERATING

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Equipment	171	0	0	0	0	0.0%
IT/Telecom Services and Equipment	94,236	105,352	105,352	163,227	57,875	54.9%
IT Repair and Maintenance Services	11,200	16,180	16,180	15,880	(300)	-1.9%
Other Operating Expenses	800	3,245	3,245	3,470	225	6.9%
Other Rental	4,483	7,850	7,850	7,850	0	0.0%
Other Purchased Services	377,375	771,862	771,862	722,738	(49,124)	-6.4%
Property and Maintenance	50	0	0	0	0	0.0%
Property Rental	0	200	200	200	0	0.0%
Supplies	23,342	38,361	38,361	52,661	14,300	37.3%
Travel	338	99,891	99,891	89,698	(10,193)	-10.2%
Budget Object Group Total: 2. OPERATING	511,995	1,042,941	1,042,941	1,055,724	12,783	1.2%

Budget Object Group: 3. GRANTS

Report ID: VTPB-11_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:24 AM

State of Vermont
FY2023 Governor's Recommended Budget: Rollup Report

Organization: 7120010000 - Economic Development

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Grants Rollup	4,915,558	7,458,839	7,458,839	9,638,149	2,179,310	29.2%
Budget Object Group Total: 3. GRANTS	4,915,558	7,458,839	7,458,839	9,638,149	2,179,310	29.2%
Total Expenditures	8,008,960	12,181,850	12,181,850	15,372,501	3,190,651	26.2%

Fund Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Funds	4,176,646	4,898,915	4,898,915	6,065,846	1,166,931	23.8%
Special Fund	2,048,543	1,685,350	1,685,350	2,905,350	1,220,000	72.4%
Coronavirus Relief Fund	0	0	0	0	0	0.0%
Federal Funds	1,783,625	3,907,085	3,907,085	3,932,132	25,047	0.6%
IDT Funds	147	1,690,500	1,690,500	2,469,173	778,673	46.1%
Funds Total	8,008,960	12,181,850	12,181,850	15,372,501	3,190,651	26.2%

Position Count	22
FTE Total	22

Report ID: VTPB-07_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:20 AM

State of Vermont
FY2023 Governor's Recommended Budget: Detail Report

Organization: 7120010000 - Economic Development

Budget Object Group: 1. PERSONAL SERVICES

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages							
Description	Code						
Classified Employees	500000	1,168,674	1,115,756	1,115,756	1,215,946	100,190	9.0%
Exempt	500010	0	369,159	369,159	391,623	22,464	6.1%
Overtime	500060	829	7,000	7,000	7,000	0	0.0%
Vacancy Turnover Savings	508000	0	(72,619)	(72,619)	(72,619)	0	0.0%
Total: Salaries and Wages		1,169,504	1,419,296	1,419,296	1,541,950	122,654	8.6%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Fringe Benefits							
Description	Code						
FICA - Classified Employees	501000	85,892	85,355	85,355	93,023	7,668	9.0%
FICA - Exempt	501010	0	28,241	28,241	29,958	1,717	6.1%
Health Ins - Classified Empl	501500	214,735	237,699	237,699	279,406	41,707	17.5%
Health Ins - Exempt	501510	0	34,987	34,987	38,746	3,759	10.7%
Retirement - Classified Empl	502000	242,237	238,772	238,772	310,065	71,293	29.9%
Retirement - Exempt	502010	0	66,853	66,853	81,355	14,502	21.7%
Dental - Classified Employees	502500	13,009	14,212	14,212	15,355	1,143	8.0%
Dental - Exempt	502510	0	3,344	3,344	3,412	68	2.0%
Life Ins - Classified Empl	503000	4,163	4,171	4,171	5,440	1,269	30.4%
Life Ins - Exempt	503010	0	1,176	1,176	1,481	305	25.9%
LTD - Classified Employees	503500	324	0	0	0	0	0.0%

Report ID: VTPB-07_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:20 AM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7120010000 - Economic Development

Fringe Benefits		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
LTD - Exempt	503510	0	850	850	657	(193)	-22.7%
EAP - Classified Empl	504000	512	544	544	595	51	9.4%
EAP - Exempt	504010	0	128	128	132	4	3.1%
Employee Tuition Costs	504530	8,700	1,200	1,200	1,200	0	0.0%
Workers Comp - Ins Premium	505200	9,545	6,201	6,201	7,317	1,116	18.0%
Total: Fringe Benefits		579,115	723,733	723,733	868,142	144,409	20.0%

Contracted and 3rd Party Service		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Contr&3Rd Party-Fulfillment	507020	0	0	0	0	0	0.0%
Contr & 3Rd Party - Financial	507100	0	46,722	46,722	0	(46,722)	-100.0%
Contr & 3Rd Party - Legal	507200	0	0	0	25,316	25,316	100.0%
Contr&3Rd Pty-Educ & Training	507350	366,884	2,400	2,400	2,400	0	0.0%
IT Contracts - Servers	507543	9,250	19,500	19,500	19,500	0	0.0%
Creative/Development-Web	507562	0	0	0	0	0	0.0%
Advertising/Marketing-Other	507563	175,092	65,000	65,000	75,000	10,000	15.4%
IT Contracts - Application Development	507565	12,197	20,000	20,000	20,000	0	0.0%
IT Contracts - Application Support	507566	38,036	19,018	19,018	19,018	0	0.0%
Other Contr and 3Rd Pty Serv	507600	230,130	1,284,277	1,284,277	1,284,277	0	0.0%
Recording & Other Fees	507620	0	0	0	0	0	0.0%
Total: Contracted and 3rd Party Service		831,589	1,456,917	1,456,917	1,445,511	(11,406)	-0.8%

Report ID: VTPB-07_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:20 AM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7120010000 - Economic Development

PerDiem and Other Personal Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Catamount Health Assessment	505700	0	0	0	0	0	0.0%
Per Diem	506000	1,200	3,500	3,500	3,500	0	0.0%
Other Pers Serv	506200	0	76,624	76,624	819,525	742,901	969.5%
Total: PerDiem and Other Personal Services		1,200	80,124	80,124	823,025	742,901	927.2%
Total: 1. PERSONAL SERVICES		2,581,407	3,680,070	3,680,070	4,678,628	998,558	27.1%

Budget Object Group: 2. OPERATING

Equipment		FY2021 Actuals			FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and As Passed	Percent Change FY2023 Governor's Recommend and As Passed
Description	Code						
Other Equipment	522400	0	0	0	0	0	0.0%
Furniture & Fixtures	522700	171	0	0	0	0	0.0%
Total: Equipment		171	0	0	0	0	0.0%

IT/Telecom Services and Equipment		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Software-License-Servers	516557	5,138	5,200	5,200	8,733	3,533	67.9%
Software-License-DeskLaptop PC	516559	0	0	0	0	0	0.0%

Report ID: VTPB-07_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:20 AM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7120010000 - Economic Development

IT/Telecom Services and Equipment		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
ADS VOIP Expense	516605	1,514	5,000	5,000	5,420	420	8.4%
Telecom-Mobile Wireless Data	516623	5,270	7,500	7,500	6,800	(700)	-9.3%
Telecom-Telephone Services	516652	0	900	900	0	(900)	-100.0%
Telecom-Toll Free Phone Serv	516657	0	100	100	100	0	0.0%
Telecom-Conf Calling Services	516658	0	100	100	50	(50)	-50.0%
Telecom-Wireless Phone Service	516659	11,118	9,250	9,250	11,550	2,300	24.9%
ADS Enterp App Supp SOV Emp Exp	516660	33,609	34,296	34,296	82,617	48,321	140.9%
It Intsvccost-Vision/Isdassess	516671	0	0	0	0	0	0.0%
ADS Centrex Exp.	516672	(618)	3,186	3,186	2,731	(455)	-14.3%
ADS Allocation Exp.	516685	28,386	26,934	26,934	28,940	2,006	7.4%
Hardware - Desktop & Laptop Pc	522216	8,501	8,000	8,000	12,800	4,800	60.0%
Hw-Personal Mobile Devices	522258	1,317	4,886	4,886	3,486	(1,400)	-28.7%
Software - Desktop	522286	0	0	0	0	0	0.0%
Total: IT/Telecom Services and Equipment		94,236	105,352	105,352	163,227	57,875	54.9%

IT Repair and Maintenance Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Repair & Maint - Office Tech	513010	0	3,300	3,300	3,000	(300)	-9.1%
Software-Repair&Maint-Servers	513056	11,200	12,880	12,880	12,880	0	0.0%
Total: IT Repair and Maintenance Services		11,200	16,180	16,180	15,880	(300)	-1.9%

Report ID: VTPB-07_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:20 AM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7120010000 - Economic Development

Other Operating Expenses		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Single Audit Allocation	523620	800	3,245	3,245	3,470	225	6.9%
Registration & Identification	523640	0	0	0	0	0	0.0%
Bank Service Charges	524000	0	0	0	0	0	0.0%
Total: Other Operating Expenses		800	3,245	3,245	3,470	225	6.9%

Other Rental		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Rental - Auto	514550	0	3,350	3,350	3,350	0	0.0%
Rental - Other	515000	4,483	4,500	4,500	4,500	0	0.0%
Total: Other Rental		4,483	7,850	7,850	7,850	0	0.0%

Other Purchased Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Insurance Other Than Empl Bene	516000	18,482	12,451	12,451	20,792	8,341	67.0%
Insurance - General Liability	516010	42,378	32,925	32,925	31,246	(1,679)	-5.1%
Dues	516500	63,916	60,962	60,962	74,975	14,013	23.0%
Advertising-Radio	516812	2,346	0	0	0	0	0.0%
Advertising-Print	516813	14,307	40,150	40,150	12,150	(28,000)	-69.7%
Advertising-Web	516814	162,940	157,393	157,393	173,700	16,307	10.4%

Report ID: VTPB-07_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:20 AM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7120010000 - Economic Development

Other Purchased Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Advertising-Other	516815	0	0	0	0	0	0.0%
Advertising - Job Vacancies	516820	0	500	500	500	0	0.0%
Client Meetings	516855	0	3,700	3,700	3,700	0	0.0%
Trade Shows & Events	516870	57,760	320,789	320,789	297,746	(23,043)	-7.2%
Giveaways	516871	0	0	0	0	0	0.0%
Sponsorships	516872	2,500	7,000	7,000	7,000	0	0.0%
Photography	516875	250	7,000	7,000	1,000	(6,000)	-85.7%
Printing and Binding	517000	28	650	650	1,100	450	69.2%
Printing & Binding-Bgs Copy Ct	517005	0	1,025	1,025	825	(200)	-19.5%
Printing-Promotional	517010	0	300	300	1,600	1,300	433.3%
Registration For Meetings&Conf	517100	9,241	42,541	42,541	15,284	(27,257)	-64.1%
Postage	517200	0	100	100	100	0	0.0%
Postage - Bgs Postal Svcs Only	517205	26	300	300	300	0	0.0%
Freight & Express Mail	517300	1	2,550	2,550	2,550	0	0.0%
Instate Conf, Meetings, Etc	517400	40	14,775	14,775	600	(14,175)	-95.9%
Other Purchased Services	519000	2,487	66,751	66,751	77,570	10,819	16.2%
Moving State Agencies	519040	672	0	0	0	0	0.0%
Total: Other Purchased Services		377,375	771,862	771,862	722,738	(49,124)	-6.4%

Property and Maintenance		FY2021 Actuals			FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and As Passed	Percent Change FY2023 Governor's Recommend and As Passed
Description	Code						
Disposal	510200	50	0	0	0	0	0.0%
Other Repair & Maint Serv	513200	0	0	0	0	0	0.0%

Report ID: VTPB-07_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:20 AM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7120010000 - Economic Development

Property and Maintenance		FY2021 Actuals			FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and As Passed	Percent Change FY2023 Governor's Recommend and As Passed
Description	Code						
Total: Property and Maintenance		50	0	0	0	0	0.0%

Property Rental		FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code					
Rent Land&Bldgs-Non-Office	514010	0	200	200	0	0.0%
Total: Property Rental		0	200	200	0	0.0%

Supplies		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Office Supplies	520000	1,349	3,120	3,120	3,120	0	0.0%
Gasoline	520110	0	2,250	2,250	2,250	0	0.0%
Other General Supplies	520500	26	200	200	200	0	0.0%
It & Data Processing Supplies	520510	0	700	700	700	0	0.0%
Food	520700	0	0	0	0	0	0.0%
Books&Periodicals-Library/Educ	521500	130	0	0	0	0	0.0%
Subscriptions	521510	20,573	26,391	26,391	46,391	20,000	75.8%
Subscriptions Other Info Serv	521515	1,264	5,700	5,700	0	(5,700)	-100.0%
Total: Supplies		23,342	38,361	38,361	52,661	14,300	37.3%

Report ID: VTPB-07_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:20 AM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7120010000 - Economic Development

Travel		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Travel-Inst-Auto Mileage-Emp	518000	327	14,150	14,150	12,300	(1,850)	-13.1%
Travel-Inst-Other Transp-Emp	518010	0	2,580	2,580	1,020	(1,560)	-60.5%
Travel-Inst-Meals-Emp	518020	0	200	200	150	(50)	-25.0%
Travel-Inst-Lodging-Emp	518030	0	2,170	2,170	1,800	(370)	-17.1%
Travel-Inst-Incidentals-Emp	518040	0	1,375	1,375	500	(875)	-63.6%
Travel-Inst-Auto Mileage-Nonemp	518300	0	3,921	3,921	4,200	279	7.1%
Travel-Outst-Auto Mileage-Emp	518500	0	4,200	4,200	2,200	(2,000)	-47.6%
Travel-Outst-Other Transp-Emp	518510	0	24,645	24,645	20,010	(4,635)	-18.8%
Travel-Outst-Meals-Emp	518520	11	6,600	6,600	7,150	550	8.3%
Travel-Outst-Lodging-Emp	518530	0	32,800	32,800	34,928	2,128	6.5%
Travel-Outst-Incidentals-Emp	518540	0	7,250	7,250	5,440	(1,810)	-25.0%
Travel-Outst-Meals-Nonemp	518720	0	0	0	0	0	0.0%
Total: Travel		338	99,891	99,891	89,698	(10,193)	-10.2%
Total: 2. OPERATING		511,995	1,042,941	1,042,941	1,055,724	12,783	1.2%

Budget Object Group: 3. GRANTS

Grants Rollup		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Grants To Municipalities	550000	52,070	690	690	0	(690)	-100.0%
Grants	550220	1,266,104	1,456,104	1,456,104	1,386,104	(70,000)	-4.8%
Other Grants	550500	3,597,384	6,002,045	6,002,045	8,252,045	2,250,000	37.5%

Report ID: VTPB-07_GOV REC
 Run Date: 01/14/2022
 Run Time: 08:20 AM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7120010000 - Economic Development

Grants Rollup		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Total: Grants Rollup		4,915,558	7,458,839	7,458,839	9,638,149	2,179,310	29.2%
Total: 3. GRANTS		4,915,558	7,458,839	7,458,839	9,638,149	2,179,310	29.2%
Total Expenditures		8,008,960	12,181,850	12,181,850	15,372,501	3,190,651	26.2%

Fund Name	Fund Code	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Fund	10000	4,176,646	4,898,915	4,898,915	6,065,846	1,166,931	23.8%
Misc Fines & Penalties	21054	0	60,000	60,000	60,000	0	0.0%
Captive Insurance Reg & Suprv	21085	495,350	530,350	530,350	530,350	0	0.0%
Inter-Unit Transfers Fund	21500	147	1,690,500	1,690,500	2,469,173	778,673	46.1%
ACCD-Miscellaneous Receipts	21820	0	15,000	15,000	15,000	0	0.0%
Windham County Development Fund	21898	1,519,915	1,000,000	1,000,000	2,250,000	1,250,000	125.0%
EB-5 Special Fund	21919	33,278	80,000	80,000	50,000	(30,000)	-37.5%
Federal Revenue Fund	22005	1,783,625	3,907,085	3,907,085	3,932,132	25,047	0.6%
Coronavirus Relief Fund	22045	0	0	0	0	0	0.0%
Funds Total		8,008,960	12,181,850	12,181,850	15,372,501	3,190,651	26.2%

Position Count	22
FTE Total	22.00

Report ID: VTPB-28-GRANTS_OUT

Run Date: 1/14/2022

Run Time: 8:27 AM

State of Vermont
FY2023 Governor's Recommended Budget
Grants Out Inventory Report



7120010000 - Economic Development

Budget Request Code	Fund	Justification	Budgeted Amount
11779	21054	Newport Economic Development	\$60,000
11779	10000	VT Employee Ownership Center	\$69,660
11779	22005	SBA - STEP International Trade	\$94,744
11779	22005	NBRC Capacity Grants	\$120,000
11779	10000	Entrepreneurship Performance Grants	\$200,000
11779	10000	Small Business Dev Ctr - Bus Support	\$357,400
11779	10000	New/Remote Worker Program	\$1,000,000
11779	10000	VT Training Program	\$1,207,741
11779	10000	RDC Block Grants	\$1,266,104
11779	22005	EPA - Revolving Loan Fund - Brownfield	\$1,367,000
11779	21500	Newport Economic Development	\$1,645,500
11779	21898	Windham County Development Fund	\$2,250,000
		Total	\$9,638,149

Report ID:VTPB-23-IDT

Run Date: 12/20/2021

Run Time:6:47 PM

State of Vermont
FY2023 Governor's Recommended Budget
Interdepartmental Transfers Inventory Report



7120010000 - Economic Development

Budget Request Code	Fund	Justification	Budgeted Amount
11778	21500	BU 01100 - Administration Agency - AoA ARPA/Act 74 Admin Costs	\$823,673
11778	21500	BU 01180 - BGS Newport Economic Development Settlement	\$1,645,500
Total			\$2,469,173

Report ID: VTPB-24-FED_RECEIPTS

Run Date: 12/20/2021

Run Time: 6:53 PM

State of Vermont
FY2023 Governor's Recommended Budget
Federal Receipts Inventory Report



7120010000 - Economic Development

Budget Request Code	Fund	Justification	Budgeted Amount
11776	22005	CFDA 90.601 NBRC: Northern Border Regional Commission - Capacity	\$250,000
11776	22005	CFDA 59.061 SBA: State Trade & Export Promotion (Int'l Trade - STEP)	\$306,420
11776	22005	CFDA 12.002 DOD: Procurement Technical Assistance for Business Firms (PTAC)	\$610,490
11776	22005	CFDA 66.818 EPA: Brownfield Assessment & Cleanup Cooperative Agreements	\$1,375,000
11776	22005	CFDA 12.617 DOD: Economic Adjustment Assistance (Business Support OEA-NE)	\$1,390,222
		Total	\$3,932,132

Department of Economic Development Contracts						
FY 23 CONTRACT DETAIL						
Name/Type	Account Code	FY 2023 Contracts Request	General Fund	Federal	Captive Insurance 21085	EB-5 SF 21919
Legal Services - EB-5	507200	25,316				25,316
C2-Competitive Computing - Website Maintenance	507543	5,000	5,000	-	-	-
Captive Insurance Strategic Branding, Marketing	507563	75,000			75,000	-
AGATE Intelligrants-Analysis & Dev	507565	10,000	10,000		-	-
AGATE Intelligrants-Annual Maint & Supp	507566	19,018	19,018		-	-
Commercial Property Locator maintenance	507565	10,000	10,000			
Federal OEA - New England Collaborative - Fiscal Agent	507600	1,270,977		1,270,977		
International Trade Export Compliance Training	507350	2,400		2,400		
International Trade Export Consultation	507600	5,800		5,800		
Outreachsystems.com - PTAC 35%/65%	507543	14,500	5,075	9,425	-	-
SBIR Contractor - PTAC 35%/65%	507600	7,500	2,625	4,875		
Total Economic Development		1,445,511	51,718	1,293,477	75,000	25,316
Contracted 3rd Party - Legal	507200	25,316	-	-	-	25,316
Contr&3rd Pty-Educ & Training	507350	2,400	-	2,400	-	-
IT Contracts - Servers	507543	19,500	10,075	9,425	-	-
Contr&3rdPty-Adv/Mkting-Other	507563	75,000	-	-	75,000	-
IT Contracts - Application Dev	507565	20,000	20,000	-	-	-
IT Contracts - Application Sup	507566	19,018	19,018	-	-	-
Other Contr and 3rd Pty Serv	507600	1,284,277	2,625	1,281,652	-	-
		1,445,511	51,718	1,293,477	75,000	25,316

Source: VT_APPROP_DEPT_SUM_NW - Approp Summary Fund-Ldgr Cols

Approp Summary Dept-Ldgr Cols

Unit	Account	Dept	Descr	Fund	Budget Amt	Encumb Amt	Expended Amt	Available Amt
07120	000100	7120010000	Economic Development	10000	(7,096,457.63)	1,442,935.23	4,176,645.95	(1,476,876.45)
07120	000100	7120892001	ThinkVermont Initiative	10000	(45,000.00)	-	-	(45,000.00)
07120	000100	7120892101	ED-Econ Recovery Bridge Grnt	22047	(10,000,000.00)	-	14,007.38	(9,985,992.62)

General Fund Carry-forward Request **(11,507,869.07)**

7120010000 Economic Development

FY22 Pay Act 176,213.00

FY22 unbudgeted 27th payroll and COLA General Fund need.

Economic Development Marketing 204,788.48

As per the legislature, we will allocate this amount to continue the implementation of the Economic Development Marketing plan. Think VT Website has been re-launched and updated, and we are currently working with an advertising strategy firm to properly place targeted ads on social media. We will utilize these funds to continue the promotion of the website, promotion of Economic Development, and to attracting workforce to the state. [Act 85, H.542. Sec.C.100.1].

Vermont Training Program (VTP) 1,095,874.97

FY21 was not a normal year for training as COVID interrupted normal business procedure as well as activities of this department. Early demand for VTP grants has been strong in FY22 with businesses reopening and completing the FY21 application process. Since July 1st, grants totaling \$804,143 have already been issued for training to Groenfell, Vermont Information Processing, Jeld Wen Windows & Doors, VT Sustainable Job Fund, FulFlex, Burlington Code Academy, Mack Molding, Healthy Design, Jackmans Fuels, ReArch Company, and CVMC, and VTP prospective training needs are in excess of \$340k+ for training to businesses such as: Autumn Harp, GSR Solutions, NSA Industries, Spring Brook Farm, Springfield Medical Care, Stratabond, Polhemus, Food Science, Kaytec, Hazelett, New Breed Marketing, and Marcal, etc. DED requests carry-forward to leverage the Vermont Training Program allocated funding to support these and other prospective VTP Grantee needs as FY22 resumes normal operating procedure.

Total 7120010000 / GF 10000 1,476,876.45

APPROVED

One-time Appropriations - General Fund & ARPA-SFR Fund

Remaining balances to be used pursuant to:

ThinkVermont Initiative (Broadband Projects) 2020 Act 79, H.513 Sec.9 **Total 7120892001 / GF 10000** 45,000.00

MOU in place with the Department of Public Service to enhance the DPS Broadband Program.

REVERTED

ED-Econ Recovery Bridge Grnt 2021 Act 9 of 2021 sec 3(b)(1) **Total 7120892101 / ARPA 22047** 9,985,992.62

Provides bridge funding to businesses that suffered a tax loss in 2020 and require immediate State aid, either to remain open or to reopen the business. Appropriated in May 2021 and program started in June.

APPROVED

Total General Fund & ARPA-SFR Carry-forward Request **11,507,869.07**

Carry-forward Authority FY2021 to FY2022

End-of-Year Special Fund & IDT Cash Balance Carry-forward

Department of Economic Development (DED) BU 07120: FY21 Closeout 06/30/21

- **APPROPRIATION 7120010000**

Fund 21919 EB-5 Special Fund \$59,472.24

These funds are cash receipts collected pursuant to 10 V.S.A § 20-21 EB-5 Program; regulation; oversight; and EB-5 Special Fund. The EB-5 Special Fund receipts support operating costs of the Vermont Regional Center for Immigrant Investment under the federal EB-5 Program. Revenues were derived from administrative charges by the Agency of Commerce and Community Development. These funds are restricted to be used to support the operating expenses of the Regional Center, including costs of providing specialized services to support participating economic development projects, marketing and related travel expenses, application review and examination expenses and personnel expenses incurred by the Agency of Commerce and Community Development. Although we are not actively marketing any projects there are existing projects that have investors awaiting their adjudication of visa status. We are incurring legal expenses due to the termination negotiations with USCIS and insurance premium expenses from risk management that we have been paying for with these funds. DED requests carry-forward.

Fund 21898 Entergy-Windham Cnty Econ Dev - \$261,360.66

These funds are cash receipts collected from Entergy Vermont Yankee pursuant to the State of Vermont Public Service Board Docket 7862 Attachment B to Order 3/28/14; MOU Section 11. These funds are restricted for use to promote economic development in Windham County, Vermont. Of this remaining cash balance, \$114,036.00 is encumbered in Purchase Orders related to grant agreements to promote economic development in Windham County. We should retain this balance as we are reviewing potential projects on a regular basis. DED requests carry-forward.

Fund 21054 Misc Fines & Penalties - \$40,000

These funds are cash receipts collected from William Stenger pursuant to the State vs Quiro, et al EB-5 lawsuit settlement signed 7/11/18 whereby Stenger shall pay \$20,000 per year for 5 years beginning July 2018 and final payment due July 1, 2022. Settlement has been amended to allow delayed payments when income indicates inability to pay. July 2020 and July 2021 payments have been delayed. These funds are restricted for use on economic development of Newport, Vermont. ACCD Department of Economic Development plans to issue grant agreements to promote economic development in Newport. DED is in discussions with the Town of Newport to understand their needs and possible uses of funds. DED requests carry-forward.

Fund 21500 Inter-Unit Transfers Fund - \$1,489,215.71

These funds are cash receipts collected from net proceeds of properties sold pursuant to 2019 Act 42, Sec. 22(a)(2). The Newport region properties were obtained by the State per an EB-5 Jay Peak Settlement whereby the proceeds of the property sales are restricted for the use on economic development of Newport, Vermont. ACCD Department of Economic Development plans to issue grant agreements to promote economic development in Newport. DED is in discussions with the Town of Newport to understand their needs and possible uses of funds. DED requests carry-forward.

Department of Economic Development (DED)
Fiscal Year 2023 Budget
Strategic Overview and Program Performance Narrative

MISSION

In the Department of Economic Development, we adhere to the following tenets:

- Our number one priority is promoting growth in quality jobs for Vermonters.
We owe taxpayers a duty to ensure that revenue growth from new jobs more than offsets the costs of state investments in creating that growth, and we take that duty seriously.
- In encouraging growth, we don't favor any one type or size of business or industry over another, and we will not sacrifice the long-term economic health of the state for short-term gains.
- We strictly prioritize growth opportunities so that we maximize our chances of success in high-impact areas.
- We prioritize growth opportunities that protect state resources, improve public infrastructure, strengthen quality of life, diversify the economy, and reflect the character of the state.
- Regional and municipal institutions are also our customers, and we collaborate with them to ensure growth in their jurisdiction is welcomed, high quality, and sustainable.
- Transparency increases trust and decreases suspicion of our motives. We remain tight-lipped when necessary or required by law to protect our business customers, but we look for ways to tell our story and educate the media, businesses, and other key audiences about programs and successes.

POPULATION SERVED

We serve all of Vermont as the department touches on key elements important to all residents – employment, business development, vibrant communities, quality of life, work, and place. We serve, support and work with many partners to implement our mission including Vermont businesses, entrepreneurs, municipalities, economic and community development organizations, out-of-state and international businesses for recruitment, low and moderate-income Vermonters, institutions of higher learning, local and federal partners, and lending institutions and capital managers. We also serve individuals who are relocating to Vermont and will continue these efforts while refining the program to best leverage the investments in increasing the Vermont workforce.

SUMMARY OF DEPARTMENT PROGRAMS, OUTCOMES, AND SPECIAL PROJECTS

The Department of Economic Development is made up of 28 people, including the Commissioner and a Deputy Commissioner. Many of the members of this team are skilled employees who work on highly specialized program within the DED including Financial Services (Captive Insurance), the Vermont Employment Growth Incentive, Windham County Economic Development Program (WCEDP), Tax Increment Financing District Program, International Trade (SBA Export Program), the Procurement Technical Assistance Center, the Brownfield Initiative Clean-up Program, the Northern Border Regional Commission (NBRC), the New England Regional Defense Industry Collaboration funded by a grant from the US Department of Defense's Office of Local Defense Community Cooperation (OLDCC), Think Vermont marketing programs, Worker Relocation Grant Program which builds upon previous programs created in 2018 and 2019, and the Vermont Training Program (VTP). During FY22 the majority of the DED work continued to be dedicated to the covid-19 pandemic response and the design, development, and the distribution of grant relief funds to businesses and not for profit organizations throughout the state. This was in addition to our usual workload and a few new General Fund Programs.

OUTCOMES

The Department assists and enhances economic activity throughout the state by promotional, incentive, and grant programs which bring dollars into the state's general fund, and thereby to Vermonters. Over the last year, nearly every program directly contributed to improving Vermont's prosperity in the following ways:

PROGAM SUCCESSES:

The State General Fund:

- *Captive Insurance*: \$27.9 million in captive insurance premium tax and license and exam fees collected in 2020 (*2021 data not available until 6/30/22).
- *VEGI*: During calendar year 2021, 4 business projects were approved for Vermont Employment Growth Incentives. Projects will contribute an additional \$2.6 million in net tax revenue (after the cost of the incentive) over the next five years by creating 406 new jobs and \$47.1 million in qualifying payroll and \$40.6 million in private investment.
- *TIF*: Through fiscal year 2020, active Vermont TIF districts have generated approximately \$82.76 million in incremental property tax revenue, of which \$6.8 million has gone to the taxing authorities, \$5.2 million of which is net incremental revenue to the Education Fund.

Businesses:

- *PTAC*: Helped secure \$213 million in government contracts for 215 businesses in FY21.
- *VTP*: In FY21, provided \$1.89 million to 42 businesses through 23 business grants and 4 training provider grants.
- *TIF*: TIF development projects have resulted in \$91.1 million in work for Vermont firms through fiscal year 2020.

Employee Wages & Job Growth:

- *VEGI*: For calendar year 2019, created 953 new jobs and \$61.3 million in qualifying payroll.
- *Vermont Training Program*: Over 1,315 Vermont workers, including new hires, were trained under the program through both on-site as well as classroom training. Participant wages showed an increase in wages of 16.2%. Of the 42 businesses served, 43 percent of them have 50 employees or less.

Grant Administration:

- *Brownfields Revitalization Fund (BRF)*: The BRF was expanded in 2021 when H.439 was enacted as Act 74 (The Act) tasking the Agency of Natural Resources (ANR) and Agency of Commerce and Community development (ACCD) with the collaborative deployment of the \$25 million in general fund dollars for the characterization and remediation of Brownfield sites. The joint effort split funding at \$14M ANR (BERA projects) and \$11M ACCD (Cleanup projects, \$1M of which was subgranted to RPCs for site characterization). The passage of Act 74 represents the State's largest general fund investment into the Brownfields Revitalization Fund. The BRF now has two distinct programs; one state and one federal, to support Brownfield cleanups state-wide. In concert, the programs advanced 12 active clean-up and redevelopment projects in the last calendar year. Nearly \$3.5M in cleanup funding was deployed through the collective effort.
- *Windham County Economic Development Program*: The Windham County Economic Development Program (WCEDP) extended a non-competitive grant in 2020 in the amount of \$1.47M; for outreach and education services to businesses and non-profit organizations in Windham County supporting opportunities through the Community Development Financial Institutions (CDFI) fund program to promote economic development in Windham County. In 2021 a portion of that funding allowed for a business planning competition. The successful contender, Vermont Weaving Supplies was awarded of \$20,000 in cash, \$5,000 in credit with Amazon Web Services, \$800 of counseling from VMEC and \$3,000 in technical assistance from BDCC.
- *Northern Borders Regional Commission*: The Northern Border Regional Commission is a federally funded program that DED administers in partnership with the Commission staff as well as the program staff across the 4-state collaborative. In FY22, 16 projects received \$5.6M in federal funding to undertake economic development projects in Vermont.
- *State Trade Expansion Program (STEP)*: For FY21, The Department applied for, and received, a \$300,000 grant from the SBA to help train businesses in exporting and to bring them to international trade shows. In FY22, the SBA extended the award period by 12 months and expanded allowable activities to include upgrades to e-commerce capabilities, digital marketing campaigns, and export finance fees. The Department awarded funds to support 60 eligible small business activities in countries, such as Germany, Mexico, and Canada, and attended trade shows, including MEDICA and AeroMart.
- *DOD Grant Supporting the NERDIC Collaborative (OLDCC)*: In FY18, Vermont, as fiscal agent on behalf of all six New England states, received a \$1.5 million grant from the US Department of Defense's Office of Economic Adjustment (OEA) to form a collaboration with the state economic development leaders of these New England states to support the regional defense supply chain ecosystem. The granting organization has since been renamed the Office of Local Community Cooperation (OLDCC) and the collaboration has been named the New England Regional Defense Industry Collaboration (NERDIC). Work on the grant was delayed by COVID related issues, but it ended in December, and we are currently working on closing-out the grant.

NERDIC used these grant funds to help build the capabilities of defense-related businesses across the six-state New England region. These efforts were particularly focused on smaller, rural defense businesses. The primary goals of the NERDIC collaboration are 1) aiding small and medium-sized businesses in meeting increasingly demanding cybersecurity requirements for businesses participating in the defense industry supply chain, as well as; 2) creating opportunities for these small and medium-sized defense New England based businesses to become familiar with new manufacturing technologies (often referred to as Industry 4.0 technologies) such as additive manufacturing, robotics, artificial intelligence and digital manufacturing. Having this familiarity is expected to help these businesses to understand and adopt these technologies that are increasingly viewed as qualifications for contracting with large defense contractors. DED has submitted an application to OLDCC for a second round of funding on behalf of the NERDIC collaborators. This new application seeks an additional \$1.5 million grant to assist NERDIC in generating New England-wide defense-related workforce development strategies and to help support the continued work developing the cybersecurity and industry 4.0 capabilities of defense related businesses.

SPECIAL PROJECTS or ONE TIME FUNDING:

Technology-Based Economic Development: In FY 22 the legislature appropriated \$800k in one-time money to support the development of a program to provide technical assistance and matching grants to businesses applying for federal SBIR grants. The department has held a series of stakeholder interviews and run a Request for Information (RFI) process. The RFI process DED conducted garnered four detailed responses. These responses and several stakeholder meetings allowed the department to draft and release a Request for Proposal. This RFP led to 5 highly competitive bids from reputable technical assistance providers. Those bids are currently being evaluated by department staff, and we expect to make a decision shortly.

The two-year contract resulting from the RFP will:

- Develop for the department an application process for technical assistance and a methodology for determining if a company is ready to apply successfully for SBIR grants.
- Provide evaluation of an applicant's readiness and provide a written gap analysis with an actionable work plan for successful SBIR/STTR submission.
- Provide direct technical support in all aspects of proposal development, tailored to company need, and help the applicant develop the knowledge and skills needed to create and submit future applications on their own.
- Provide training, materials, and coaching in post-award compliance.

The technical service provider will also help inform the department on development of our matching grant program. The final aspect of the departments TBED program will consist of an industry research partnership program which will provide grants to existing businesses that wish to access researchers at universities that can assist the company in bringing new technologies to market. The technical assistance for SBIR is the first phase of this project.

Brownfields Revitalization Fund (BRF):

The Brownfields Revitalization Fund promotes the productive reuse of sites that are abandoned and/or underutilized due to contamination. The BRF was expanded in 2021 when H.439 was enacted as Act 74 (The Act) tasking the Agency of Natural Resources (ANR) and Agency of Commerce and Community development (ACCD) with the collaborative deployment of the \$25 million in general fund dollars for the characterization and remediation of Brownfield sites. The joint effort split funding at \$14M ANR (BERA projects) and \$11M ACCD (Cleanup projects, \$1M of which was subgranted to RPCs for site characterization). The passage of Act 74 represents the State's largest general fund investment into the Brownfields Revitalization Fund.

The general fund allocation allowed for the creation of a the BRF State Program which runs parallel to the BRF Federal Program, both support Brownfield cleanups state-wide. In concert, the programs advanced 12 active clean-up and redevelopment projects in the last calendar year; deploying nearly \$3.5M in brownfield cleanup funding. To date, the effort has provided funding to over 50 properties state-wide.

The BRF Federal Program is a \$3.025M EPA capitalized Revolving Loan Fund continues as one of the most successful in EPA Region 1. This program deploys grant funds to non-profit entities and municipalities and loans to developers. Since inception, the initiative has amassed nearly \$1.18M in program income from loan repayments that will be deployed to future cleanup projects.

The BRF State Program provides grant funds to non-profit entities, municipalities, and developers. Of the \$10M cleanup specific portion of the \$25M funding allotted \$3.19M was deployed within 6 months of standing the program up.

In the FY23 budget, DED is seeking another \$6 million in funding for the Brownfields Redevelopment Fund State Program This additional funding will help to provide gap funding to catalyze the redevelopment of projects that are prioritized for redevelopment, but where the redevelopment costs cannot be met with existing federal funding. This work is conducted in conjunction with ANR and the RDCs and RPCs so that we prioritize the projects that are most closely aligned with redevelopment needs of the regions.

Pandemic Response: During FY 22 the Department has continued with administering and managing the economic recovery grants: the bridge and capital investment programs comprised most of the work. Due to ARP funding the department grew with the addition of 6 Limited-service positions to assist with the design, development, and administration of the grant programs. We expect work to continue into the FY23 as demand for the capital investment program has outstripped supply of funds.

American Rescue Plan Act - Capital Investment Program:

Summer of 2021, Vermont Legislature passed, and Governor Scott signed Act 74 which established the Capital Investment Program and appropriating \$10,500,000.00, with a launch date of September 27, 2021. The process consisted of a Stage I with a total of 125 applications submitted and a total of \$92.36M in grant requests. The Stage II process consisted of 77 of the 125 applicants being asked to submit additional documentation. Currently, the DED Capital Investment Team is reviewing projects from all over the State, to include projects from the following Counties: 7 Addison, 3 Bennington, 4 Caledonia, 15 Chittenden, 5 Franklin, 1 Grand Isle, 2 Lamoille, 6 Orange, 3 Orleans, 9 Rutland, 9 Washington, 8 Windham, and 5 Windsor County projects.

The projects that subscribed include a wide variety of Industries, to include agriculture, broadband, Senior Care housing /facilities, daycare, Commercial Development, community spaces, downtown redevelopment, food and beverage manufacturing, food hubs, general manufacturing, general stores, healthcare, hospitality and lodging, housing, outdoor recreation, renewable energy, rural commercial development, arts and culture.

The grant request total of the 77 Stage II applications is \$67,132,939.62, however, the total Net Fiscal Impacts calculations reduce the grant requests to \$27,411,706.00; having the Net Fiscal Impact in place, does significantly reduce some to most of the grant requests. The selection process of deciding what projects are most transformational has a strong state net fiscal impact and adhering to state and federal guidelines is a very ambitious process. The DED Capital Investment team, along with the Interagency Team will have the final award results sometime in February of 2022.

In FY23 we are asking for an additional \$50million so that we can continue to fund projects on a rolling basis.

Grand List Enhancement Program:

Similar to the Capital Investment Program this one time ask of \$30million is to fund projects with ARPA funding in areas of the state that have declining or stagnant grand list valuations. These funds would assist multi -unit housing or commercial or community projects get to the finish line.

Project-Based Economic Development Program:

The creation of a program that enables Vermont's rural communities to be approved to use municipal and education tax increment from select parcels to fund qualifying infrastructure projects (i.e. stormwater, wastewater, brownfield remediation and redevelopment, transportation enhancements) that will spur specific private development. This tool will provide the gap funding to get necessary public improvement projects over the finish line that otherwise would not be able to move forward. This program will not increase budget pressures on the Department.

PROGRAM REPORTS

BUSINESS SUPPORT

All DED staff, in partnership with the Regional Development Corporations, work directly with businesses on a variety of programs to support and coordinate recruitment and expansion of business. The staff are involved in a wide variety of areas to facilitate assistance for Vermont businesses to stay and grow in Vermont. We help facilitate access to state or federal programs, services and resources.

Among the activities staff perform:

- ***Intra and Interagency Collaboration Efforts:*** DED staff are working with DHCD and other state agencies to pursue ways to effectively collaborate on job creation activities, AOE and DOL Statewide Workforce Development Board on workforce pipeline development activities, as well as working with ANR/DEC on Brownfields Redevelopment, and permitting plans for expansion projects, and troubled situations.
- ***Supply Chain Facilitation:*** Many Vermont companies are not fully versed in the diverse capabilities of other Vermont companies. Staff connect Vermont companies when there is a potential synergy or a likely possibility for supply chain interaction.

- **Export Training:** DED staff coordinates with the Vermont Manufacturing Extension Center to recruit companies to participate in ExporTech, a National Institute of Standards and Technology (NIST)-developed intensive export training program that has trained 20 Vermont-based companies to date. This year as a result of COVID the training will be held virtually with 3 -6 companies participating. DED works with Vermont International Trade Alliance to offer more specific export trainings including ITAR (International Traffic in Arms Regulations) and Incoterm (Global Shipping Compliance) utilizing experts from the Northeast region. DED also retains the services of Mike Stone who is available to provide new market consulting services to Vermont firms and Bob Imbraini, who is available to provide compliance consulting.
- **Grant Administration:** Staff collaboratively administer state grants to the Regional Development Corporations and economic development organizations such as the Vermont Small Business Development Center, the Vermont Sustainable Jobs Fund, and the Vermont Employee Ownership Center. Staff also administer federal grants such as the Northern Border Regional Commission (NBRC) grants, DOD grants, Brownfield Clean-up and SBA.
- **Pass through grants:**
 - Small Business Development Center: DED collaborates with SBDC to strengthen small businesses in Vermont by offering small business development programs. Through this collaboration small businesses receive support in their ability to create jobs, secure capital, and build wealth. During FY21, the SBDC reported it helped start 40 new businesses, retained 412.5 at-risk jobs, created 96.5 new jobs and spurred \$21.1 million in new capital investment.
 - UVM - Office of Technology Management: DED supports UVM OTC by funding two grant programs, the Pre-Seed Capital Fund and the Innovations Fund, both of which provide critical financial support for early-stage development. The programs are designed to accelerate innovation, leverage the investment for partners to co-develop the technology and increase the potential for investment by traditional sources such as angel and venture capital funds, and enhance prospects for the success of the start-ups and licensing.
 - Vermont Employee Ownership Center (VEOC): DED partners with VEOC to provide guidance and referrals to owners and employees interested in forming employee-owned businesses. VEOC provides information, training, and educational seminars to regional development corporations, business advisors, Vermont companies and other networking opportunities on converting an established business into a worker cooperative and using the employee ownership model as an exit strategy.
 - Small Business Development Center: DED collaborates with SBDC to strengthen small businesses in Vermont by offering small business development programs. Through this collaboration small businesses receive support in their ability to create jobs, secure capital, and build wealth. During FY21, the SBDC reported it helped start 40 new businesses, retained 412.5 at-risk jobs, created 96.5 new jobs and spurred \$21.1 million in new capital investment.
 - Vermont Center for Emerging Technologies (VCET): DED partners with VCET to provide entrepreneurs, students, and emerging growth firms with substantive mentoring, technical assistance, startup training, professional networking programs and events, the operation of three co-working facilities and the management of the Vermont Seed Capital Fund.
 - RDCs: The Department partners with 12 Regional Development Corporations (RDCs) around the state to assist in all aspects of business growth and retention, including site location and workforce needs. The RDCs are our key first point of contact with many of the states' businesses and help measure the economic health of each region. They also work with communities on a variety of economic development related projects. They are essentially an "arm" of the department on key issues and opportunities around the state. Each RDC leverages the state dollars with other private and/or public dollars from local communities to fund their operations. The RDCs are independent, non-profit corporations, staffed by professionals and directed by independent boards of directors. Each is

operating under a performance-based grant agreement with the department, which includes operational goals, performance measures and expectations consistent with the state's goals. Each also has a regional work plan that reflects the varying needs in regions around the state. The regional network is critical as the needs and challenges of each region around the state vary.

Recruitment:

DED works to attract businesses to start-up, relocate and/or expand to Vermont. We work as a team to focus on enhancing the national perception and awareness of Vermont as a competitive location for a business to operate. As part of this strategy, various industry sectors and markets -- such as environmental technology, aviation, specialty food and beverage, and information technology -- have been identified as our clusters with high growth potential. Recruitment focuses on enhancing Vermont's image as a business-friendly state offering attractive economic incentives and other competitive advantages such as our educated workforce, geographic proximity to major markets, and high quality of life. We actively market our applicable financial incentives, specifically Vermont Employment Growth Incentive (VEGI), VT Training Program (VTP), and VT Economic Development Authority (VEDA). Historically, Vermont targets prospects in small to midsize operations, from 20 to 400 employees, which complements the state's small scale and labor force. Using direct relationships with government agencies and foreign direct investment software/firms, DED filters leads and makes contact with prospective enterprises.

In 2020, three Canadian companies expanded their businesses into the U.S. Market with Vermont as their landing location. The recruited firms represent different sectors including advanced manufacturing, renewable energy, and commercial retail. DED is currently working with foreign prospects in the green energy, electric vehicle, wiring and recreational vehicle manufacturing sectors. A Canadian firm also purchased an existing manufacturer in Springfield retaining 45 Vermont jobs.

In FY22 we enacted the two year \$300,000 in new funding by legislative to hire an in-market Quebec-based international trade representation firm to enhance our presence in Canada. The consultant will help us deepen our business and government relationships in the province as well as recruiting foreign direct investment prospects, assisting with trade missions and promoting tourism.

During the past year the biggest foreign direct investment promotion events known as the SelectUSA conferences in Montreal and Washington D.C were cancelled. DED is attending the virtual conferences in Summer 2022 as well as site selector network seminars to better attract well-suited businesses to Vermont. Businesses at these events often do not think of Vermont as a business destination, and by participating we are able to leverage people's positive perceptions of the state. Advanced manufacturing, aerospace and aviation, renewable energy, Green Tech and Clean Tech are key sectors and clusters that are focused upon.

DED maintains a comprehensive Atlas Site Selector Tool on our website. This tool allows potential investors to identify the commercial real estate that is available around the State. Going forward, Vermont plans to present at site selection industry conferences so that location consultants are aware of our programs and the attractiveness of the state for business expansions.

Remote Worker Grant Program:

The Legislature created the Remote Worker Grant Program to encourage professionals interested in moving to Vermont and already working remotely to make the leap. The program criteria required applicants to move to Vermont on or after 1/1/19, be employed full-time, work remotely from within Vermont, and have incurred qualifying expenses. The qualifying expenses for this program as passed by the Legislature were relocation

expenses, co-working space membership expenses, computer hardware or software and/or broadband access or upgrades. This program was funded with \$500,000 originally allocated to be awarded over three years (2018 - \$125k, 2019 -\$250k, and 2020 \$125k). Beginning January 1, 2019, DED awarded Remote Worker Grants to new Vermont residents working remotely within the State. Including their spouses and families, the program attracted 371 new residents spread among 68 different communities. The average age of these new workers at the time of relocation was 39. The program made media headlines across the nation and the world. The demand in the first year exceeded the funding and the Legislature updated the appropriation to remove the cap by year, providing DED the authority to award the full \$500,000 on a first come first served basis until the funding was depleted. On 1/6/2020 the DED awarded the final funds appropriated to the 140th grantee. Program interest exceeded the funding as there were 90 applications remaining after all of the funds were awarded.

New Worker Relocation Grant Program:

The Legislature created the New Worker Relocation Grant Program during the 2019 session to increase the population by encouraging new workers to move to Vermont and fill job openings with Vermont employers. Applicants must relocate to Vermont on or after 1/1/20 and become a full-time resident, become a full-time employee of a Vermont business, incur qualifying expenses, be employed in an occupation identified by the Vermont Department of Labor in its 2019-2026 Long Term Occupational Projections, and receive a wage equal to or higher than the minimum wage requirement (wages must meet or exceed either 140 or 160% of minimum wage depending on the Labor Market Area the employer is located within). Beginning in the first half of FY20, DED developed the program by creating print and online resources, as well as an online application portal. DED staff coordinated with partner organizations and business networks to market the program as a tool for employers to use to attract job applicants from outside of Vermont to fill their vacancies. On 1/1/20 the program opened for applicants who relocated to Vermont and filled vacancies with Vermont employers. The Covid-19 pandemic and related lockdowns impacted applicants' ability to relocate and establish residency with many operations delayed. The \$670,000 program funding was awarded to 167 grantees. The average grant \$4,458 with grants ranging from \$537 to \$7,500.

Worker Relocation Grant Program:

The Worker Relocation Grant Program was created by legislature as part of Act 51 (2021). The program is a combination of elements from the prior workforce relocation programs. There are two types of grants a newly relocated worker may apply for 1) New Relocating Worker Grant for those who relocate to Vermont on or after 7/1/21 and remote workers who relocate after 2/1/22. Maximum award amounts are determined by the geographic region the worker relocates to; the maximum award is either \$5,000 or \$7,500. As of January 14, 2022, DED had awarded over \$247,000 to 52 New Relocating Worker Grants with the average award amount of \$4,758. The New Remote Worker Grant begins February 1, 2022. It is anticipated that both grants will be over subscribed.

We expect to continue these efforts in FY23 and establish one ongoing program using the requested \$1,000,000 base-budget increase. The establishment of base funding in the amount of \$1,000,000 for Worker Relocation Grant Program and \$5,000,000 in one time program funding will continue the effort to increase the workforce and help employers who are struggling to fill vacancies.

State Trade Expansion Program (STEP):

The State Trade Expansion Program (STEP) is awarded to Vermont from the Small Business Administration (SBA) to support Vermont businesses to engage internationally through trade missions, trade shows, export training, and compliance awareness. During FY21, DED was awarded \$300,000 and funded 60 Eligible Small Business activities to offset expenses associated with exporting, including export training and consultation,

participation in (in-person and virtual) international trade shows and missions. In FY22, the SBA extended the award period by another 12 months and expanded allowable activities to include upgrades to e-commerce capabilities, digital marketing campaigns, and export finance fees. These 12 New-to-Export activities and 46 Market-Expansion activities benefitted companies that represented a wide range of business sectors, including the aerospace, medical, and manufacturing industries. Businesses pursued international markets in various countries, such as Germany, Mexico, and Canada, and attended trade shows, including MEDICA and AeroMart.

Northern Border Regional Commission (NBRC):

The Northern Border Regional Commission invests in economic development and infrastructure projects. In FY19, the federal Farm Bill expanded the territory of the NBRC to include all counties in Vermont.

Economic and Infrastructure Development (EID); the core NBRC competition, rolls out annually with assistance from the DED staff in her role as Vermont’s State Program Manager (SPM). For the flagship program the SPM assists with administration and provides outreach and technical assistance. The SPM also coordinates the scoring team for the competition which historically has included other DED staff together with ACCD personnel. The review team advances recommendations for the Governor’s consideration; the slate of awardees is ultimately approved by the Governor. In 2021, the Northern Border Regional Commission invested over \$5.6M state-wide; 16 specific economic development projects received awards.

Regional Forest Economy Partnership: a second NBRC competition that began in 2019 and has continued annually since is also supported by the SPM relative to marketing, application review and project selection.

We expect another robust application process and subscription level in the coming year for the above referenced competitions.

The Commission has also brought capacity funding to Vermont in the areas of Broadband (\$1.25M FFY21); Outdoor Recreation (USDA Partnership - \$391,666.50 FFY21) and State Capacity (\$250,000 FFY21). Vermont is using the State Capacity funding for the creation and maintenance of a statewide project priority list to ensure that funds are distributed where they are most impactful.

Year over year these investments have increased in amount and complexity.

Vermont Training Program (VTP):

The Vermont Training Program provides funding to help support the continued development of Vermont’s workforce. The funding allows full-time benefited workers to receive supplemental training that does not supplant the business’s ordinary training programs. The training funded by VTP grants, typically assists with the development of new technical or management skills that have been identified as required to meet the evolutionary needs of employers in our rapidly changing business environment.

The program reaches a large number of employees and businesses – and generally results in a sizable increase in the wages of the trained employees. Supporting the idea that the training is increasing the value of participating employees. In FY21, the program awarded grants to assist 1,315 employees at 42 businesses through individual business and training provider grants. Participant wages showed a medium wage increase of 16.2% from second quarter 2020 to the third quarter 2021.

VTP is one of two important programs that DED has to support economic development – and enhances our relationship with Vermont businesses. Over 100 Vermont businesses reached out to VTP to discuss the potential for grants during the fiscal year. These meetings typically led to other items with which the Department of Economic Development staff were able to provide assistance.

The program provides support across the state in a wide range of industries. The leading industries for requests were in advanced manufacturing and food production sectors with 5 applications each.

Lean trainings continue to be a common request for training funds as employers are working hard to find efficiencies in their business and manufacturing process. Training in lean skills should have long-term benefits for companies but are often expensive and have a lengthy training time – just the kind of investment that VTP is well suited to help with.

Windham County Economic Development Program:

Windham County Economic Development Program (WCEDP) was created to provide funding for businesses and non-profits undertaking projects that create new jobs in Windham County to offset the job losses due to the closure of Entergy’s Vermont Yankee nuclear power station. The \$10 million dollar fund was established in 2014 through an MOU that original allocation has been deployed. There remain 13 active and incomplete projects, a portfolio of loans, grants and incentives; the 8 loans are in a repayment status. Since inception, the program has accumulated \$1.6M in program income from loan repayments that will be used in support of future projects.

FINANCIAL SERVICES (CAPTIVE INSURANCE)

Financial Services promotes Vermont’s leading position as the top U.S. domicile for captive insurance and seeks out new and diversified opportunities in complementary financial services industries. Strategies include the development and implementation of marketing and communications plans, providing policy recommendations to state and federal policymakers to assure a beneficial business environment for expansion and relocation within the state, and acting as a spokesperson on behalf of Vermont to the global captive insurance industry. Vermont’s homegrown captive industry generates roughly \$26 million in premium tax revenue and licensing fees annually, directly supports over 400 clean, high-quality, high-paying jobs and makes significant positive contributions to the economic activities, opportunities and commercial fabric of Vermont.

Program Highlights:

- One ACCD employee is responsible for the marketing and business development activities in support of Vermont’s captive insurance industry.
- Vermont competes in a highly competitive global marketplace and ranks as the third largest captive insurance domicile in the world, behind Bermuda and the Cayman Islands.
- Due in part to the economic contributions of this clean, high-paying, financial services industry, 40 states are actively seeking to replicate the success of Vermont’s captive insurance industry.
- 2022 represented a consistent year of growth, with 45 new captives formed despite the Coronavirus pandemic and increased competition.

- Vermont won Domicile of the Year for a record eighth time by the U.S. Captive Review and Highly Commended in several other awards. Sandy Bigglestone, Director of Captive Insurance at the DFR was ranked 7th in the Power 50 awards, remaining the highest ranked regulator and one of the few regulators on the list.
- The captive insurance program budget is comprised entirely of special funds. Due to the coronavirus pandemic and inability to travel to conduct business, it may appear this year that the program is not utilizing available funding. It is anticipated that these funds will continue to be necessary moving forward as Vermont re-enters into a marketing environment that relies heavily on in-person trade shows, conferences, and events. In person marketing is essential for the recruitment of prospective captive owners and the long-term success of the program.

Year	New Captives	Active Captives	Premium Taxes	Licenses & Fees	Gross Written Premium
2021	45	589	\$28,200,000*	2,113,628*	\$29,400,000,000*
2020	38	564	\$26,247,710	\$1,959,089	\$30,017,055,062
2019	22	559	\$24,953,696	\$1,975,609	\$25,423,285,945
2018	25	558	\$24,039,460	\$2,086,090	\$22,629,066,085
2017	24	566	\$23,828,684	\$2,273,308	\$23,658,610,760
2016	26	584	\$23,800,809	\$2,741,244	\$32,830,233,549
2015	33	588	\$24,388,334	\$2,483,916	\$27,649,758,356
2014	16	581	\$24,370,532	\$2,371,089	\$25,470,028,392
2013	29	588	\$24,844,875	\$2,634,360	\$27,573,365,791
2012	32	586	\$24,216,614	\$2,542,167	\$27,525,581,940
2011	43	590	\$23,544,181	\$1,785,686	\$25,401,473,436

Note: Data Provided by Vermont Department of Financial Regulation *Final 2021 data not available until 6/30/22

VERMONT ECONOMIC PROGRESS COUNCIL

Vermont Employment Growth Incentive (VEGI) program continues to encourage the creation of good paying jobs and investment in Vermont that otherwise would not occur, generating new revenue to the state to support other programs. Applications are reviewed by the Vermont Economic Progress Council for consistency with nine program guidelines, including the quality of the jobs, and a rigorous cost-benefit analysis to calculate the level of new tax revenue a project will generate for the state. The Council also must determine that projects would not occur or would occur in a significantly different and less desirable manner if not for the incentives being authorized. Therefore, the projects generate new state tax revenues that would not have otherwise been realized. Those revenues pay the incentives and generate net new tax revenue for Vermont. There are no general funds being used in the payment of the incentives.

To earn the incentives, authorized companies must maintain payroll at the time of application and then meet and maintain payroll, employment, and capital investment performance requirements each year. Only when the Tax Department determines that the performance requirements are met and maintained, can the incentive be earned and paid out to the company in five annual installments.

In 2021, VEPC authorized *Vermont Employment Growth Incentives* for 4 business projects which will contribute an additional \$2.6 million in net tax revenue (after the cost of the incentive) over the next five years by creating 406 new jobs, \$47.1 million in qualifying payroll and \$40.6 million in other investments. Vermont companies such as OnLogic, MTX, GSR Solutions, Beta Technologies, NuHarbor Security, Twincraft, GS Blodgett, Dealer Policy, KAD Models and Prototyping, and Marvell are locating or expanding in Vermont due to the program.

Tax Increment Financing (TIF) districts have been available in Vermont as a public infrastructure financing tool for many years. Vermont's TIF program has undergone many statutory changes through the years, especially since the introduction of a statewide education property tax.

Generally, a TIF District is established by a municipality around an area that requires public infrastructure to encourage public and private real property development or redevelopment. The property values at the time the District is created are determined and the property taxes generated by that original value continue to go to the taxing entities (municipality and state).

In 2017, the legislature lifted the existing cap on additional TIF districts to allow for six additional districts to be created in Vermont. To date, two additional TIF Districts have been authorized by VEPC: Bennington and Montpelier. The Town of Killington submitted a TIF District application in January 2022, which VEPC will begin reviewing on January 27, 2022. Due to the impacts of COVID, the TIF Districts still within their period to incur debt felt that they could not go to voters with new bonds and would face extreme difficulty incurring the last of District debt by their deadline. The legislature passed Acts 175 (2020) and 73 (2021), allowing those Districts two additional years to incur debt. DED will continue to work with municipalities throughout the state that are interested in using this program to finance additional infrastructure.

Project-Based TIF proposal will allow rural communities with an identified gap in project financing to move a critical project forward by allowing the town to pay for a portion of their debt and related costs for the improvement project using education and municipal tax increment from the increased taxable value of the identified redeveloped parcels. The proposed project must be located within an approved designation by the Vermont Downtown Development Board, or within an industrial park as defined in 10 VSA § 212(7). Municipalities with approved TIF Districts would be ineligible to apply. Due to the small scale, project based economic development will be simpler to both use and administer than the TIF District program and will allow municipalities to advance key community driven development and redevelopment opportunities.

PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

The Procurement Technical Assistance Center (VT PTAC) consists of seven full-time employees; a director, five counselors, and an administrative services coordinator. The team works closely with businesses around the state to help them navigate the often-complicated processes of applying for contracts from federal, state and municipal government organizations. The program operates through a cooperative agreement with the federal Department of Defense (DoD) and State General Funds.

Due to COVID-19, VT PTAC has remained completely accessible virtually and continue to aid Vermont businesses daily using either virtual platforms or in-person as requested.

VT PTAC provides one-on-one counseling to eligible businesses focusing on proactively searching for appropriate opportunities for each business, aiding in market research, bid preparation and review. Highly qualified counselors guide businesses through government certification programs like the System for Award Management (SAM) and socio-economic programs such as Woman-owned, Veteran & Service-Disabled Veteran-owned and Minority or Disadvantaged certifications. They also assist with certifications for HUBZone along with other federally requested registrations necessary for complying with federal contracting, such as Enhanced Joint Certification Program (EJCP). VT PTAC continues to assist Vermont businesses interested with Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) opportunities. VT PTAC recognized the need to engage and support the R&D community and continues to work closely with our state partners to successfully aid these businesses.

VT PTAC counselors actively provide education and assistance to their clients with consistently changing cybersecurity requirements, especially around DoD and the Cybersecurity Maturity Model Certification (CMMC) assessments and compliance as needed.

VT PTAC partners with regional development corporations, local chambers of commerce, and business assistance organizations to support the economy locally and globally. We work closely with procurement processes with various government agencies and departments.

Governor Phil Scott signed a proclamation designating September 15, 2021 as Procurement Technical Assistance Centers Day in Vermont, a national campaign celebrating the contracting successes of the small businesses who have benefitted from training and technical assistance from their local PTACs. The PTAC team hosted a virtual Open House to showcase various ways our program assists Vermont businesses, share success stories and anecdotes. Attendees shared how PTAC's assistance benefited their business.

Awards \$213M

Total Federal and State Contract Awards: 2209

Total Vermont Companies Assisted (awards received): 215

Client Support

Initial Counseling with all Small Business Concerns: 105

Follow-up Counseling with all Small Business Concerns: 1768 hours

Outreach Events

Workshops and Outreach Events: 58

DEPARTMENT NAME		Financial Info						
Programs	Financial Category	GF \$\$	Spec F (incl tobacco) \$\$	Fed F \$\$	All other funds \$\$	Total funds \$\$	Authorized Positions (if	\$ Amounts granted out (if available)
PROGRAM #1: ECONOMIC DEVELOPMENT ADMINISTRATION								
Provides management and oversight for the Economic Dev. Department and all its programs. This include budgets, personnel, performance management and operations of the department and programs.	FY 2021 Actual expenditures	\$ 270,435.00	\$ -	\$ -	\$ -	\$ 270,435.00	3	\$ -
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ 402,720.00	\$ -	\$ -	\$ -	\$ 402,720.00	9	\$ -
	FY 2023 Budget Request for Governor's Recommendation	\$ 433,186.00	\$ -	\$ -	\$ 823,673.00	\$ 1,256,859.00	9	\$ -
PROGRAM #2: BUSINESS SUPPORT								
Assists new and expanding Vermont companies by; helping them to locate facilities; arrange financing; secure permits; and by fostering entrepreneurship. The group works via direct client interaction, as well as, in partnership with the Regional Development Corporations and other partner organizations. Administers VTP, OEA and Brownfield grant programs. The VTP promotes business expansion and relocation by granting funds to Vermont businesses to reimburse them for amounts invested in upgrading the skills of the Vermont workforce. Supporting and educating businesses on exporting, interfacing with various international trade components of federal and state government, and supporting international trade missions, primarily to Canada.	FY 2021 Actual expenditures	\$ 3,400,592.00	\$ 1,553,193.00	\$ 1,291,274.00	\$ 147.00	\$ 6,245,206.00	8	\$ 4,915,558.00
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ 3,912,175.00	\$ 1,140,000.00	\$ 3,321,642.00	\$ 1,690,500.00	\$ 10,064,317.00	9	\$ 7,458,839
	FY 2023 Budget Request for Governor's Recommendation	\$ 5,059,517.00	\$ 2,360,000.00	\$ 3,321,642.00	\$ 1,645,500.00	\$ 12,386,659.00	9	\$ 9,638,149.00
PROGRAM #3: CAPTIVE INSURANCE								
Promotes and strengthens Vermont's position as the leading U.S. captive insurance domicile. Seeks out new and diversified opportunities for Vermont within the financial services industry.	FY 2021 Actual expenditures	\$ -	\$ 495,350.00	\$ -	\$ -	\$ 495,350.00	1	\$ -
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ -	\$ 530,350.00	\$ -	\$ -	\$ 530,350.00	1	\$ -
	FY 2023 Budget Request for Governor's Recommendation	\$ -	\$ 530,350.00	\$ -	\$ -	\$ 530,350.00	1	\$ -
PROGRAM #4: VT ECONOMIC PROGRESS COUNCIL (VEPC)								
VEPC is an independent Council created by statute, housed within ACCD, and consisting of two staff (one appointed by the Governor and one classified) an eleven-member board (nine appointed by the Governor and two appointed by the General Assembly) and non-voting regional representatives designated by the RDCs and RPCs. VEPC administers the application and authorization portion of the Vermont Employment Growth Incentive Program (claim portion administered by the Tax Department), the Tax Increment Finance District Program.	FY 2021 Actual expenditures	\$ 238,837.00	\$ -	\$ -	\$ -	\$ 238,837.00	2	\$ -
	FY 2022 estimated expenditures (including requested budget adjustments)	\$ 271,612.00	\$ 15,000.00	\$ -	\$ -	\$ 286,612.00	2	\$ -
	FY 2023 Budget Request for Governor's Recommendation	\$ 300,180.00	\$ 15,000.00	\$ -	\$ -	\$ 315,180.00	2	\$ -
PROGRAM #5: PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)								
PTAC provides Vermont businesses with technical knowledge in understanding the procurement process in order to increase the percentage of Vermont business bidding and successfully obtain federal, state and local government contracts.	FY 2021 Actual expenditures	\$ 266,781.00	\$ -	\$ 492,351.00	\$ -	\$ 759,132.00	7	\$ -
	FY 2022 estimated expenditures (including requested budget	\$ 312,408.00	\$ -	\$ 585,443.00	\$ -	\$ 897,851.00	7	\$ -
	FY 2023 Budget Request for Governor's Recommendation	\$ 272,963.00		\$ 610,490.00	\$ -	\$ 883,453.00	7	\$ -
	FY 2021 Actuals	\$ 4,176,645.00	\$ 2,048,543.00	\$ 1,783,625.00	\$ 147.00	\$ 8,008,960.00	21	\$ 4,915,558.00
	FY 2022 Estimated	\$ 4,898,915.00	\$ 1,685,350.00	\$ 3,907,085.00	\$ 1,690,500.00	\$ 12,181,850.00	28	\$ 7,458,839.00
	FY 2023 Budget Request	\$ 6,065,846.00	\$ 2,905,350.00	\$ 3,932,132.00	\$ 2,469,173.00	\$ 15,372,501.00	28	\$ 9,638,149.00

Governmental Unit	Agency of Commerce & Community Development - Department of Economic Development
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Program Name	Vermont Economic Progress Council (VEPC)
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Program Description	<p>VEPC's Vermont Employment Growth Incentive (VEGI) program authorizes companies to earn cash incentives if the project meets certain statutory criteria and the company will create qualifying new jobs for Vermonters and make qualifying capital investments in Vermont that are beyond their normal growth and because of the incentive. The incentives are earned and paid out over time only if the company meets and maintains payroll, headcount, and capital investment performance requirements in addition to maintaining their base payroll and employment.</p> <p>The purpose of the program (See 32 VSA Section 5813) is to generate net new revenue to the state by encouraging businesses to add new payroll, create new jobs, and make capital investments and sharing a portion of the revenue with the business. The new qualifying jobs must be full-time, permanent, and pay above 140% of Vermont minimum wage with a defined set of benefits; must be above 160% of Vermont minimum wage for certain regions of the state.</p> <p>Data provided here is based on actuals for CY 2018 and CY 2019 outcomes. Data for the previous and current calendar years are not yet available. Due to the lengthy verification process we will not have figures for the actual activity (incentives paid, new jobs created, net new revenue generated) for 2021 until 2023. Claims for activity in 2020, for example, were filed April 2021 and examined by the Department of Tax throughout 2021 and into 2022 and will be reported to VEPC in summer of 2022.</p> <p>Data is based on incentive amounts that have been paid not what was originally authorized which are limited by an annual cap. But, the annual amount of incentives authorized and paid has no bearing on our budget. Dollars for the incentives are not appropriated, they come from future revenues that are generated only because the incentives are approved for each project. So increasing or decreasing our budget has no bearing on the amount of incentives approved or denied or the jobs created. Additionally, the budget amount is for two staff (and operating expenses) to administer two programs, not just the VEGI program. Plus, Tax has a staff person involved in the VEGI program as well, and that budget portion is not included here.</p>
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Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
VEGI Incentive Payments to Authorized Companies	How Much?	\$1,693,120.00	\$2,012,921.00	CY
Number of New Qualifying Jobs Created	Better Off?	670	953	CY
Net New Revenue Per New Qualifying Job	How Well?	\$23,660.00	\$15,933.00	CY

Program Name	Financial Services/Captive Insurance
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Program Description	Promotes and strengthens Vermont's position as the leading U.S. captive insurance domicile. Seeks out new and diversified opportunities for Vermont within the financial services industry. [Previous Period Value is Calendar Year 2019. Current Period Value is Calendar Year 2020.]
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Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Captive Licenses Issued	How Well?	22	38	CY

Premium Taxes Collected for Prior Year	How Much?	\$24,953,696.00	\$26,247,710.00	CY
License & Exam Fees Collected	How Much?	\$1,975,609.00	\$1,959,089.00	CY

Program Name	Procurement Technical Assistance Center (PTAC)			
Program Description	PTAC provides Vermont businesses with technical knowledge in understanding the procurement process in order to increase the percentage of Vermont businesses bidding and successfully obtaining federal, state and local government contracts. Previous Period Value SFY20. Current Period SFY21 (to be updated in October 2021)			
Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Initial Counseling w/Small Businesses	How Much?	156	105	SFY
Total Federal & State Contract Awards	How Much?	6067	4316	SFY
Total Federal & State Award Amount	How Much?	\$226,000,000.00	\$221,000,000.00	SFY

Program Name	VERMONT TRAINING PROGRAM			
Program Description	The VTP promotes business expansion and relocation by granting funds to Vermont businesses to reimburse them for amounts invested in upgrading the skills of the Vermont workforce. Previous Period Value SFY20. Current Period SFY21.			
Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Businesses Served through direct grants and through training providers	How Much?	45	31	SFY
Employees Approved for Training Assistance	How Much?	1240	1315	SFY
Vermont Employee Credentials or Apprenticeships supported.	How Much?	317	338	SFY

Program Name	BROWNFIELD PROGRAM			
Program Description	The Brownfields Initiative (Federal Program) promotes the productive reuse of sites that are currently abandoned or not fully utilized due to contamination on the site. By providing financial assistance for cleaning up these sites, Vermont continues its commitment to environmental stewardship, community investment, and economic growth. The purpose of the program (See 10 VSA Section 6654) is to remediate contaminated sites to protect human health and the environment in tandem with stimulating economic and community development. Data provided here is based on actuals for SFY20 and SFY21 outcomes.			
Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Number of sites approved for funding	How Much?	5	2	SFY
Number of sites that achieved Certificate of Completion (COC) Status	How Much?	1	1	SFY
Number of acres remediated and available for redevelopment	How Much?	0.21	6.7	SFY

Department of Tourism & Marketing

Heather Pelham, Commissioner

FY 2023 Governor's Recommend	\$ 14,048,410
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Fiscal Year 2023 Budget Development Form - Department of Tourism & Marketing

	General \$\$	Special \$\$	Federal \$\$	Interdept'l Transfer \$\$	Total \$\$	Related Strategic Plan Outcome
Approp #1 Tourism & Marketing: FY 2022 Approp	3,485,309	0	0	20,000	3,505,309	
FY 2022 Other Changes	0	0	0	0	0	
Total Approp. After FY 2022 Other Changes	3,485,309	0	0	20,000	3,505,309	
Personal Services						
Base Salaries	39,915				39,915	Structural Statewide Pressure
Fringe Benefits (non-retirement)	17,572				17,572	Structural Statewide Pressure
Retirement Rate	51,933				51,933	Structural Statewide Pressure
Total Salary/Benefit base change	109,420				109,420	Structural Statewide Pressure
Tsf Pos #670048 to ACCD-Admin - Base Salary	(76,877)				(76,877)	Modernize and Improve Government
Tsf Pos #670048 to ACCD-Admin - Fringe Benefits	(23,754)				(23,754)	Modernize and Improve Government
Tsf Pos #670048 to ACCD-Admin - Retirement	(16,452)				(16,452)	Modernize and Improve Government
Total Salary/Fringe Change	(117,083)				(117,083)	Modernize and Improve Government
					-	
Grand Total Salary/Benefit base change	(7,663)	-	-	-	(7,663)	Modernize and Improve Government
EDA Federal Award: State Tourism Grant - Other Personal Services			250,000		250,000	Grow the Economy
Internal Service Fee - Workers Comp	3,380				3,380	Structural Statewide Pressure
Contracted 3rd Party Services	(23,030)				(23,030)	Modernize and Improve Government
Total Personal Services Change	(27,313)	-	250,000	-	222,687	
Operating						
Internal Service Fees - base change (Insurances, VISION, ADS Allocated Fee)	(517)				(517)	Structural Statewide Pressure
					-	
EDA Federal Award: State Tourism Grant: marketing			10,233,053		10,233,053	Grow the Economy
Net Operating changes: marketing	59,758			55,000	114,758	Grow the Economy
Total Operating Change	59,241	-	10,233,053	55,000	10,347,294	
Grants						
Pass-through Grants	(76,880)				(76,880)	Grow the Economy
Competitive Marketing Capacity Grants	50,000				50,000	Grow the Economy
Total Grants Change	(26,880)	-	-	-	(26,880)	
Subtotal of Increases/Decreases	5,048	0	10,483,053	55,000	10,543,101	
FY 2023 Governor Recommend	3,490,357	0	10,483,053	75,000	14,048,410	
Tourism & Marketing FY 2022 Appropriation	3,485,309	0	0	20,000	3,505,309	
Reductions and Other Changes	0	0	0	0	0	
FY 2022 Total After Other Changes	3,485,309	0	0	20,000	3,505,309	
TOTAL INCREASES/DECREASES	5,048	0	10,483,053	55,000	10,543,101	
Tourism & Marketing FY 2023 Governor Recommend	3,490,357	0	10,483,053	75,000	14,048,410	
	0.1%					
3% GF Increase	104,559					
GF Benefit Allowance	17,572					
Position Transfer	(117,083)					
Total Target GF	5,048					

Report ID: VTPB-11_GOV REC
 Run Date: 01/10/2022
 Run Time: 11:16 AM

State of Vermont
FY2023 Governor's Recommended Budget: Rollup Report

Organization: 713000000 - Tourism and Marketing

Budget Object Group: 1. PERSONAL SERVICES

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages	784,849	895,340	895,340	858,378	(36,962)	-4.1%
Fringe Benefits	404,485	486,165	486,165	518,844	32,679	6.7%
Contracted and 3rd Party Service	173,373	491,030	491,030	468,000	(23,030)	-4.7%
PerDiem and Other Personal Services	1,650	2,700	2,700	252,700	250,000	9,259.3%
Budget Object Group Total: 1. PERSONAL SERVICES	1,364,357	1,875,235	1,875,235	2,097,922	222,687	11.9%

Budget Object Group: 2. OPERATING

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Equipment	720	2,000	2,000	2,000	0	0.0%
IT/Telecom Services and Equipment	58,157	57,430	57,430	63,436	6,006	10.5%
IT Repair and Maintenance Services	0	2,958	2,958	2,958	0	0.0%
Other Operating Expenses	1,500	1,645	1,645	1,290	(355)	-21.6%
Other Rental	182	2,400	2,400	2,200	(200)	-8.3%
Other Purchased Services	308,041	1,391,350	1,391,350	11,749,250	10,357,900	744.4%
Property Rental	0	0	0	0	0	0.0%
Supplies	45,809	62,520	62,520	49,372	(13,148)	-21.0%
Travel	378	32,891	32,891	29,982	(2,909)	-8.8%
Budget Object Group Total: 2. OPERATING	414,787	1,553,194	1,553,194	11,900,488	10,347,294	666.2%

Budget Object Group: 3. GRANTS

Report ID: VTPB-11_GOV REC

Run Date: 01/10/2022

Run Time: 11:16 AM

State of Vermont

FY2023 Governor's Recommended Budget: Rollup Report

Organization: 713000000 - Tourism and Marketing

Budget Object Rollup Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Grants Rollup	60,000	76,880	76,880	50,000	(26,880)	-35.0%
Budget Object Group Total: 3. GRANTS	60,000	76,880	76,880	50,000	(26,880)	-35.0%

Total Expenditures	1,839,145	3,505,309	3,505,309	14,048,410	10,543,101	300.8%
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Fund Name	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Funds	1,836,510	3,485,309	3,485,309	3,490,357	5,048	0.1%
Coronavirus Relief Fund	0	0	0	0	0	0.0%
Federal Funds	0	0	0	10,483,053	10,483,053	100.0%
IDT Funds	2,635	20,000	20,000	75,000	55,000	275.0%
Funds Total	1,839,145	3,505,309	3,505,309	14,048,410	10,543,101	300.8%

Position Count	12
FTE Total	12

Report ID: VTPB-07_GOV REC
 Run Date: 12/22/2021
 Run Time: 04:25 PM

State of Vermont
FY2023 Governor's Recommended Budget: Detail Report

Organization: 713000000 - Tourism and Marketing

Budget Object Group: 1. PERSONAL SERVICES

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Salaries and Wages							
Description	Code						
Classified Employees	500000	784,695	479,565	479,565	425,339	(54,226)	-11.3%
Exempt	500010	0	435,573	435,573	452,837	17,264	4.0%
Temporary Employees	500040	0	0	0	0	0	0.0%
Overtime	500060	154	0	0	0	0	0.0%
Vacancy Turnover Savings	508000	0	(19,798)	(19,798)	(19,798)	0	0.0%
Total: Salaries and Wages		784,849	895,340	895,340	858,378	(36,962)	-4.1%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Fringe Benefits							
Description	Code						
FICA - Classified Employees	501000	57,558	36,689	36,689	32,539	(4,150)	-11.3%
FICA - Exempt	501010	0	33,321	33,321	34,642	1,321	4.0%
Health Ins - Classified Empl	501500	168,481	100,084	100,084	92,367	(7,717)	-7.7%
Health Ins - Exempt	501510	0	108,425	108,425	113,146	4,721	4.4%
Retirement - Classified Empl	502000	161,004	102,628	102,628	108,462	5,834	5.7%
Retirement - Exempt	502010	0	85,826	85,826	115,473	29,647	34.5%
Dental - Classified Employees	502500	7,906	6,688	6,688	5,971	(717)	-10.7%
Dental - Exempt	502510	0	4,180	4,180	4,265	85	2.0%
Life Ins - Classified Empl	503000	3,159	2,024	2,024	2,130	106	5.2%
Life Ins - Exempt	503010	0	1,839	1,839	2,270	431	23.4%

Report ID: VTPB-07_GOV REC
 Run Date: 12/22/2021
 Run Time: 04:25 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 713000000 - Tourism and Marketing

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Fringe Benefits							
Description	Code						
LTD - Classified Employees	503500	428	0	0	0	0	0.0%
LTD - Exempt	503510	0	1,002	1,002	760	(242)	-24.2%
EAP - Classified Empl	504000	350	256	256	231	(25)	-9.8%
EAP - Exempt	504010	0	160	160	165	5	3.1%
Workers Comp - Ins Premium	505200	4,252	3,043	3,043	6,423	3,380	111.1%
Unemployment Compensation	505500	1,348	0	0	0	0	0.0%
Total: Fringe Benefits		404,485	486,165	486,165	518,844	32,679	6.7%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Contracted and 3rd Party Service							
Description	Code						
IT Contracts - Servers	507543	0	23,880	23,880	0	(23,880)	-100.0%
Creative/Development	507561	0	97,650	97,650	97,000	(650)	-0.7%
Advertising/Marketing-Other	507563	30,663	103,500	103,500	55,000	(48,500)	-46.9%
Media-Planning/Buying	507564	72,065	110,000	110,000	110,000	0	0.0%
Other Contr and 3Rd Pty Serv	507600	70,645	156,000	156,000	206,000	50,000	32.1%
Total: Contracted and 3rd Party Service		173,373	491,030	491,030	468,000	(23,030)	-4.7%

		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
PerDiem and Other Personal Services							
Description	Code						

Report ID: VTPB-07_GOV REC
 Run Date: 12/22/2021
 Run Time: 04:25 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 713000000 - Tourism and Marketing

PerDiem and Other Personal Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Catamount Health Assessment	505700	0	0	0	0	0	0.0%
Per Diem	506000	1,650	2,700	2,700	2,700	0	0.0%
Other Pers Serv	506200	0	0	0	250,000	250,000	100.0%
Total: PerDiem and Other Personal Services		1,650	2,700	2,700	252,700	250,000	9,259.3%
Total: 1. PERSONAL SERVICES		1,364,357	1,875,235	1,875,235	2,097,922	222,687	11.9%

Budget Object Group: 2. OPERATING

Equipment		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Other Equipment	522400	720	2,000	2,000	2,000	0	0.0%
Total: Equipment		720	2,000	2,000	2,000	0	0.0%

IT/Telecom Services and Equipment		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
ADS VOIP Expense	516605	1,202	1,500	1,500	1,500	0	0.0%
Telecom-Mobile Wireless Data	516623	506	1,530	1,530	1,100	(430)	-28.1%
Telecom-Toll Free Phone Serv	516657	211	0	0	0	0	0.0%

Report ID: VTPB-07_GOV REC
 Run Date: 12/22/2021
 Run Time: 04:25 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 713000000 - Tourism and Marketing

IT/Telecom Services and Equipment		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Telecom-Conf Calling Services	516658	0	0	0	0	0	0.0%
Telecom-Wireless Phone Service	516659	5,262	3,900	3,900	7,464	3,564	91.4%
ADS Enterp App Supp SOV Emp Exp	516660	23,168	24,894	24,894	22,164	(2,730)	-11.0%
It Intsvccost-Vision/Isdassess	516671	0	0	0	0	0	0.0%
ADS Centrex Exp.	516672	0	2,005	2,005	2,005	0	0.0%
ADS Allocation Exp.	516685	14,193	15,915	15,915	12,403	(3,512)	-22.1%
Software as a Service	519085	9,575	6,186	6,186	9,600	3,414	55.2%
Hw - Computer Peripherals	522201	644	0	0	0	0	0.0%
Hardware - Desktop & Laptop Pc	522216	3,278	0	0	5,700	5,700	100.0%
Hw-Personal Mobile Devices	522258	119	1,500	1,500	1,500	0	0.0%
Total: IT/Telecom Services and Equipment		58,157	57,430	57,430	63,436	6,006	10.5%

IT Repair and Maintenance Services			FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Repair & Maint - Office Tech	513010	0	1,300	1,300	1,300	0	0.0%
Software-Repair&Maint-Servers	513056	0	1,658	1,658	1,658	0	0.0%
Total: IT Repair and Maintenance Services		0	2,958	2,958	2,958	0	0.0%

Report ID: VTPB-07_GOV REC
 Run Date: 12/22/2021
 Run Time: 04:25 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 713000000 - Tourism and Marketing

Other Operating Expenses		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Single Audit Allocation	523620	0	1,495	1,495	1,140	(355)	-23.7%
Registration & Identification	523640	0	150	150	150	0	0.0%
Penalties	551065	1,500	0	0	0	0	0.0%
Total: Other Operating Expenses		1,500	1,645	1,645	1,290	(355)	-21.6%

Other Rental		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Rental - Auto	514550	182	2,400	2,400	2,200	(200)	-8.3%
Rental - Other	515000	0	0	0	0	0	0.0%
Total: Other Rental		182	2,400	2,400	2,200	(200)	-8.3%

Other Purchased Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Insurance Other Than Empl Bene	516000	8,308	7,357	7,357	6,931	(426)	-5.8%
Insurance - General Liability	516010	4,795	2,339	2,339	5,760	3,421	146.3%
Dues	516500	6,271	37,928	37,928	142,000	104,072	274.4%
Advertising-Tv	516811	0	15,000	15,000	20,000	5,000	33.3%
Advertising-Radio	516812	4,751	8,000	8,000	15,000	7,000	87.5%
Advertising-Print	516813	62,578	88,000	88,000	85,000	(3,000)	-3.4%

Report ID: VTPB-07_GOV REC
 Run Date: 12/22/2021
 Run Time: 04:25 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 713000000 - Tourism and Marketing

Other Purchased Services		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Advertising-Web	516814	155,552	1,085,101	1,085,101	11,323,154	10,238,053	943.5%
Advertising-Other	516815	250	10,000	10,000	7,000	(3,000)	-30.0%
Advertising - Out of Home	516817	0	0	0	0	0	0.0%
Advertising - Job Vacancies	516820	0	0	0	0	0	0.0%
Client Meetings	516855	0	0	0	0	0	0.0%
Trade Shows & Events	516870	10,315	40,000	40,000	40,000	0	0.0%
Giveaways	516871	0	0	0	0	0	0.0%
Sponsorships	516872	11,500	0	0	0	0	0.0%
Photography	516875	0	500	500	33,477	32,977	6,595.4%
Printing and Binding	517000	4,520	1,678	1,678	10,100	8,422	501.9%
Printing & Binding-Bgs Copy Ct	517005	0	200	200	0	(200)	-100.0%
Printing-Promotional	517010	0	26,650	26,650	1,400	(25,250)	-94.7%
Photocopying	517020	17	0	0	0	0	0.0%
Registration For Meetings&Conf	517100	(408)	6,050	6,050	4,050	(2,000)	-33.1%
Empl Train & Background Checks	517120	0	0	0	0	0	0.0%
Postage	517200	15,070	25,550	25,550	27,450	1,900	7.4%
Postage - Bgs Postal Svcs Only	517205	141	1,000	1,000	1,000	0	0.0%
Freight & Express Mail	517300	21,927	27,997	27,997	20,428	(7,569)	-27.0%
Instate Conf, Meetings, Etc	517400	0	0	0	0	0	0.0%
Outside Conf, Meetings, Etc	517500	0	0	0	0	0	0.0%
Other Purchased Services	519000	0	0	0	0	0	0.0%
Brochure Distribution	519030	2,453	8,000	8,000	6,500	(1,500)	-18.8%
Total: Other Purchased Services		308,041	1,391,350	1,391,350	11,749,250	10,357,900	744.4%

Report ID: VTPB-07_GOV REC
 Run Date: 12/22/2021
 Run Time: 04:25 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7130000000 - Tourism and Marketing

Property Rental					FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and As Passed	Percent Change FY2023 Governor's Recommend and As Passed
Description	Code						
Rent Land&Bldgs-Non-Office	514010	0	0	0	0	0	0.0%
Total: Property Rental		0	0	0	0	0	0.0%

Supplies		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Office Supplies	520000	542	1,583	1,583	1,759	176	11.1%
Gasoline	520110	66	900	900	900	0	0.0%
Other General Supplies	520500	0	200	200	200	0	0.0%
It & Data Processing Supplies	520510	0	0	0	0	0	0.0%
Photo Supplies	520560	15,740	25,112	25,112	3,000	(22,112)	-88.1%
Subscriptions	521510	5,299	0	0	43,513	43,513	100.0%
Subscriptions Other Info Serv	521515	24,162	34,725	34,725	0	(34,725)	-100.0%
Total: Supplies		45,809	62,520	62,520	49,372	(13,148)	-21.0%

Travel		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Travel-Inst-Auto Mileage-Emp	518000	378	3,300	3,300	3,000	(300)	-9.1%
Travel-Inst-Other Transp-Emp	518010	0	2,100	2,100	900	(1,200)	-57.1%
Travel-Inst-Meals-Emp	518020	0	300	300	200	(100)	-33.3%

Report ID: VTPB-07_GOV REC
 Run Date: 12/22/2021
 Run Time: 04:25 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 713000000 - Tourism and Marketing

Travel		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Travel-Inst-Lodging-Emp	518030	0	2,450	2,450	1,250	(1,200)	-49.0%
Travel-Inst-Incidentals-Emp	518040	0	450	450	350	(100)	-22.2%
Travel-Inst-Auto Mileage-Nonemp	518300	0	2,750	2,750	2,500	(250)	-9.1%
Travel-Inst-Other Trans-Nonemp	518310	0	100	100	100	0	0.0%
Travel-Inst-Meals-Nonemp	518320	0	150	150	150	0	0.0%
Travel-Inst-Lodging-Nonemp	518330	0	1,000	1,000	1,000	0	0.0%
Travel-Inst-Incidentals-Nonemp	518340	0	0	0	0	0	0.0%
Travel-Outst-Auto Mileage-Emp	518500	0	470	470	470	0	0.0%
Travel-Outst-Other Trans-Emp	518510	0	4,900	4,900	4,500	(400)	-8.2%
Travel-Outst-Meals-Emp	518520	0	2,050	2,050	2,050	0	0.0%
Travel-Outst-Lodging-Emp	518530	0	10,351	10,351	9,792	(559)	-5.4%
Travel-Outst-Incidentals-Emp	518540	0	1,220	1,220	1,220	0	0.0%
Travel-Outst-Other Trans-Nonemp	518710	0	1,000	1,000	2,000	1,000	100.0%
Travel-Outst-Lodging-Nonemp	518730	0	300	300	500	200	66.7%
Travel-Outst-Incidentals-Nonemp	518740	0	0	0	0	0	0.0%
Total: Travel		378	32,891	32,891	29,982	(2,909)	-8.8%
Total: 2. OPERATING		414,787	1,553,194	1,553,194	11,900,488	10,347,294	666.2%

Budget Object Group: 3. GRANTS

Grants Rollup		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						

Report ID: VTPB-07_GOV REC
 Run Date: 12/22/2021
 Run Time: 04:25 PM

State of Vermont

FY2023 Governor's Recommended Budget: Detail Report

Organization: 7130000000 - Tourism and Marketing

Grants Rollup		FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
Description	Code						
Other Grants	550500	60,000	76,880	76,880	50,000	(26,880)	-35.0%
Total: Grants Rollup		60,000	76,880	76,880	50,000	(26,880)	-35.0%
Total: 3. GRANTS		60,000	76,880	76,880	50,000	(26,880)	-35.0%
Total Expenditures		1,839,145	3,505,309	3,505,309	14,048,410	10,543,101	300.8%

Fund Name	Fund Code	FY2021 Actuals	FY2022 Original As Passed Budget	FY2022 Governor's BAA Recommended Budget	FY2023 Governor's Recommended Budget	Difference Between FY2023 Governor's Recommend and FY2022 As Passed	Percent Change FY2023 Governor's Recommend and FY2022 As Passed
General Fund	10000	1,836,510	3,485,309	3,485,309	3,490,357	5,048	0.1%
Inter-Unit Transfers Fund	21500	2,635	20,000	20,000	75,000	55,000	275.0%
Federal Revenue Fund	22005	0	0	0	10,483,053	10,483,053	100.0%
Coronavirus Relief Fund	22045	0	0	0	0	0	0.0%
Funds Total		1,839,145	3,505,309	3,505,309	14,048,410	10,543,101	300.8%

Position Count	12
FTE Total	12.00

Report ID: VTPB-28-GRANTS_OUT
Run Date: 12/20/2021
Run Time: 6:33 PM

State of Vermont
FY2023 Governor's Recommended Budget
Grants Out Inventory Report



7130000000 - Tourism and Marketing

Budget Request Code	Fund	Justification	Budgeted Amount
11785	10000	Competitive Marketing Grants	\$50,000
Total			\$50,000

Report ID:VTPB-23-IDT

Run Date: 12/20/2021

Run Time:7:02 PM

State of Vermont
FY2023 Governor's Recommended Budget
Interdepartmental Transfers Inventory Report



713000000 - Tourism and Marketing

Budget Request Code	Fund	Justification	Budgeted Amount
11790	21500	00000 Various State Entities - Chief Marketing Office billings	\$75,000
Total			\$75,000

Report ID: VTPB-24-FED_RECEIPTS

Run Date: 12/22/2021

Run Time: 4:22 PM

State of Vermont
FY2023 Governor's Recommended Budget
Federal Receipts Inventory Report



713000000 - Tourism and Marketing

Budget Request Code	Fund	Justification	Budgeted Amount
12181	22005	CFDA# 11.307 EDA Federal Award: State Tourism Grant	\$10,483,053
Total			\$10,483,053

Department of Tourism & Marketing -Contracts				
FY23				
Name/Type	Account Code	FY 2023 Contracts Request	General Fund	IDT 21500
Creative/Development	507561	97,000	77,000	20,000
Fulfillment & Storage Center	507600	100,000	100,000	
Media Planning/Buying	507564	110,000	110,000	
International Representation: Europe	507563	25,000	25,000	
Global Marketing Consultation: Asia	507563	30,000	30,000	
Earned Media Management	507600	20,000	20,000	
Visitation Trends	507600	50,000	50,000	
Occupancy Data	507600	10,000	10,000	
Travel Survey Research - TNS/VisaView	507600	26,000	26,000	
Total Tourism & Marketing		468,000	448,000	20,000
Advertising/Marketing -Web Design	507561	97,000	77,000	20,000
Advertising/Marketing -Other	507563	55,000	55,000	
Media-Planning/Buying	507564	110,000	110,000	
Other Contracts & Third Party Svcs	507600	206,000	206,000	-
		468,000	448,000	20,000

ACCD - Department of Tourism & Marketing		Financial Info						
Programs	Financial Category	GF \$\$	Spec F (incl tobacco) \$\$	Fed F \$\$	All other funds \$\$	Total funds \$\$	Auto rized Positions (if available)	\$ Amounts granted out (if available)
PROGRAM #1: TOURISM & MARKETING ADMINISTRATION								
Leadership, management and administrative support for all programs, including administration of grant funds, are all part of the general administration of the department.	FY 2021 Actual expenditures	281,735				281,735	2	-
	FY 2022 estimated expenditures (including requested budget)	316,421				316,421	1	-
	FY 2023 Budget Request for Governor's Recommendation	210,239				210,239	1	-
PROGRAM #2: MARKETING & ADVERTISING								
Implement strategic, direct advertising campaigns in core markets to promote Vermont as a year-round, global tourism destination and an ideal place to live and work. Develop advertising creative, coordinate purchase of advertising media, engage in digital marketing, promote owned media, and collaborate with private sector partners.	FY 2021 Actual expenditures	730,686			2,635	733,321	4	
	FY 2022 estimated expenditures (including requested budget)	1,995,930				1,995,930	4	
	FY 2023 Budget Request for Governor's Recommendation	1,985,164		10,483,053	55,000	12,523,217	4	
PROGRAM #3: INDUSTRY SUPPORT & OUTREACH								
Travel trade relations provide industry support, including national and international representation, to promote tourism properties and attractions. Participate in trade shows and sales missions, provide direct outreach to tour operators and consumers, and maintain relationships among statewide tourism, outdoor recreation, agriculture, arts and cultural heritage organizations.	FY 2021 Actual expenditures	277,583			-	277,583	2	60,000
	FY 2022 estimated expenditures (including requested budget adjustments)	509,182			-	509,182	2	76,880
	FY 2023 Budget Request for Governor's Recommendation	564,635			-	564,635	2	50,000
PROGRAM #4: COMMUNICATIONS & PUBLIC RELATIONS								
Coordinate internal and external communications; develop content for all owned and paid media; manage social media outreach and marketing; cultivate relationships with local, regional and national journalists, influencers and media outlets to achieve earned media exposure.	FY 2021 Actual expenditures	309,859			-	309,859	3	-
	FY 2022 estimated expenditures (including requested budget)	347,442			-	347,442	3	-
	FY 2023 Budget Request for Governor's Recommendation	377,651			-	377,651	3	-
PROGRAM #5: RESEARCH & ANALYSIS								
Analyze visitor demographics, interests, activities, and spending patterns to quantify the impacts of tourism on the Vermont economy. Utilize travel market media tracking and digital analytics to optimize marketing strategies and advertising investments.	FY 2021 Actual expenditures	-	-		-	-	-	-
	FY 2022 estimated expenditures (including requested budget)	78,000	-		-	78,000	-	-
	FY 2023 Budget Request for Governor's Recommendation	88,000	-		-	88,000	-	-
PROGRAM #6: CREATIVE SERVICES								
Support promotional and marketing initiatives by agencies across state government with strategic expertise, brand and digital asset management, and tactical support, encouraging cost efficiencies and collaboration. Provide direct creative services for promotions, awareness campaigns, websites and other outreach scenarios.	FY 2021 Actual expenditures	236,647	-	-	-	236,647	2	-
	FY 2022 estimated expenditures (including requested budget adjustments)	238,334	-	-	20,000	258,334	2	-
	FY 2023 Budget Request for Governor's Recommendation	264,668	-	-	20,000	284,668	2	-
	FY 2021 Actuals	1,836,510	-	-	2,635	1,839,145	13	60,000
	FY 2022 Estimated	3,485,309	-	-	20,000	3,505,309	12	76,880
	FY 2023 Budget Request	3,490,357	-	10,483,053	75,000	14,048,410	12	50,000
	FY23 Targets	3,490,357		10,483,053	75,000	14,048,410		50,000
	Difference	-	-	-	-	-		-

Department of Tourism and Marketing (VDTM)
Fiscal Year 2023 Budget
Strategic Overview and Program Performance Narrative

STRATEGIC OVERVIEW

MISSION

“To promote Vermont’s travel, recreation, cultural and historic attractions, as well as the state’s goods and services, in coordination with public and private sector partners and to market to a global audience in a manner consistent with the values and traditions of the state for the economic benefit of all Vermonters.”

The Vermont Department of Tourism and Marketing’s (VDTM) primary objective is to expand awareness of Vermont as a tourism destination and to increase the number of visitors to the state. More broadly, our mission is to promote Vermont’s travel, recreation, cultural and historic attractions, as well as the state’s goods and services, in coordination with public and private sector partners, to likely travelers from within the state, across the country, and around the world, and to encourage residents and visitors to purchase Vermont-made products and experiences.

The Department has also been playing an increasingly greater role in providing communications and marketing expertise to support Vermont’s efforts to recruit new businesses and residents to the state, and to convert visitors to become full-time residents, through support of the Think Vermont campaign and a regional relocation network.

As with the entire Agency of Commerce and Community Development (ACCD), the operations of the Department continue to evolve in order to support the state’s recovery from the Covid-19 pandemic. The types of activities needed to support Vermont’s travel and tourism sector have expanded to include new grant programs, more business outreach and industry facilitation, more research, and more support for regional relocation efforts, in addition to our ongoing work to promote Vermont as a travel destination to local, regional, national and global audiences. In concert with the rest of the Agency, VDTM continues to adapt and transform our operations to help businesses, communities and Vermonters recover from this unprecedented public health emergency.

POPULATION SERVED

The work of the Department serves all Vermont residents – whether through direct employment in the sector, business support for Vermont businesses and producers that provide the services and experiences that attract visitors to the state and our residents enjoy, or the direct impacts on quality of life and the health and vibrancy of our communities that tourism provides as a driver of rural economic activity.

Businesses that fall under the tourism sector include accommodations (hotels, inns, B&Bs), attractions (resorts, entertainment, cultural, historic), food and beverage (restaurants, specialty foods manufacturers, craft breweries, cidermakers, distilleries, winemakers), specialty consumer goods manufacturers (agricultural products, wood products manufacturers), independent retailers, and other entrepreneurs and businesses that provide hospitality services and a dynamic visitation experience for guests to our state.

The Department provides visitors with information to help them make informed decisions when planning their visits to Vermont but also informs residents of activities happening around the state to encourage them to participate in events; visit our attractions, state parks, and historic sites; enjoy the myriad recreation opportunities the state can provide; or enjoy our lodging, dining, and retail experiences. While the overall economic impacts of the Covid-19 pandemic on the tourism sector are still being analyzed and calculated, initial estimates show visitation to the state decreased to 6.75 million visitors in 2020 due to persistent travel restrictions. Visitors who were able to travel to the state contributed \$2.1 billion in spending to the Vermont economy and \$347 million in total tax revenues.

A restructuring of staff in FY21 increased the scope and capacity of VDTM through the integration of the Office of the Chief Marketing Office (CMO) into the Department from the Agency's Administrative Division. The CMO supports promotional and marketing initiatives by agencies across state government with strategic expertise, brand and digital asset management, and direct creative services for promotions, awareness campaigns, websites and other outreach scenarios. This restructure proved to be invaluable for the Department to efficiently pivot to meet the volume and gravity of communication needs from the Agency and enterprise-wide to support Covid-19 response and recovery.

OUTCOMES AND MEASURES

PERFORMANCE-BASED BUDGET

The following sections detail Program Performance for each of the Department's major program areas, as per VDTM's Program Profile (Form 5): Marketing and Advertising; Communications and Public Relations; Industry Support and Outreach; Research and Analysis, and Creative Services.

PERFORMANCE SUMMARY

As explained in detail in each section below, the Department looks at broad economic indicators as well as more specific marketing performance metrics in an attempt to answer the questions of How much did we do? How well did we do it? and Is anyone better off?

Looking at the economic data for the tourism and hospitality sector as a whole, Total Visitation, Rooms and Meals Tax Revenue and Wages in the Hospitality Sector are all down, reflective of the severe disruption to the sector as a result of the pandemic. Lodging, restaurants, attractions, cultural institutions—all of the businesses that make up our tourism infrastructure—were among the first to close under the State of Emergency and many have struggled to rebound, even once travel restrictions were lifted in June 2021. We have seen some promising signs of recovery with a pent up demand for travel but challenges persist, and it will take time for the tourism sector to return to pre-pandemic employment, visitation, and revenue generation levels.

More specific to the work of VDTM, thanks to resources allocated from Coronavirus Relief Funds in FY21 and additional General Fund appropriations to VDTM to aid recovery in FY22, VDTM has been able increase our marketing and advertising efforts—the *how much* of what we do—several times over and above what we were able to accomplish with much fewer resources in 2019. In addition to the increase in impressions from Paid Media, which gives us a measure for how many people we are able to reach with our messaging, the Department has expanded the types of support we are able to offer the tourism industry, including new grant funding programs, content partnerships and regional collaborations.

As far as *how well* are we doing, performance metrics from Owned Media (unique website visitors and page views) and Social Media (growth in audience reach) each show strong year over year gains, with increases also seen in Earned Media coverage. Our new lead generation distribution system gives us a new tool and baseline to measure how well we are doing with our relocation and recruitment efforts (more details in the Think Vermont section). As another measure of how well we are doing, we also now have access to a Return on Ad Spend calculation for the digital display advertising in our Paid Media work. The mechanics of this calculation are provided within the Research and Analytics section of the narrative, but from a baseline of a 25:1 return on investment in 2020, we are already seeing a jump to 42:1 in preliminary numbers for 2021.

It will be difficult to measure whether we are *better off* until the tourism and hospitality sector has had more time to recover from the pandemic. That said, we can report that 100% of grant awardees from the Restart Vermont Regional Marketing and Stimulus Grant Program administered by VDTM either agreed or strongly agreed that their community benefited from the grant funding and marketing programs.

MARKETING AND ADVERTISING

To promote Vermont as a top, year-round, global tourism destination and an ideal place to live and work, VDTM implements seasonal, direct advertising campaigns to Vermont’s core audiences in our top markets. Work by the Department includes developing all advertising creative and promoted content; coordinating purchase of advertising media; engaging in digital marketing and promoting owned media; and collaborating with private sector and regional partners.

PAID MEDIA

VDTM’s paid advertising strategy includes a combination of digital advertising, native advertising (sponsored content), advertising on social media, streaming audio and connected TV, print and broadcast channels, as well as out-of-home (outdoor advertising). Campaign investments are geotargeted to key drive markets (MA, CT, RI, NH, ME, NY, NJ, PA); drive/fly markets (MD, DC, VA, NC, SC, GA, FL); and well as fly/like markets (Chicago, Denver, Dallas, Nashville, Columbus, Minneapolis, Seattle, Phoenix, Houston, Austin, San Francisco, Los Angeles) based on behavior and intent to increase brand awareness and encourage conversions. Advertising creative celebrates Vermont as “A Place All Its Own,” inviting future visitors to learn about the experiences Vermont offers via our outdoor recreation, culinary, and cultural attractions.

Advertising is deployed at various touchpoints on the classic marketing funnel to influence decision making along a consumer’s research and purchase journey. At the top of the funnel is brand awareness and interest, where the work of the Department can make the most difference to individual tourism properties throughout the state. We have the broadest message to capture attention and create interest in Vermont as a destination overall, to continually fill the ‘funnel’ with potential new visitors.

As the Department is ‘selling’ the idea of Vermont and not a final product, we look at the customer journey differently than a lodging property or an attraction might. At the middle stage of the marketing funnel where consumers are considering and evaluating their options, the Department uses data from online behavior (someone who looked at flights online, searched for Vermont lodging or read an article about Vermont), to serve digital advertising to consumers as they navigate around the web to reinforce the idea of traveling to Vermont and inspire further action. The Department also invests in travel content platforms and sponsors native advertising (editorial content that we work with the publication to produce) to provide exposure to regional and industry partners as the Vermont experience is considered.

With resources allocated to the Department from Coronavirus Relief Funds in FY21 and additional General Fund appropriations to VDTM to aid recovery in FY22, VDTM has been able to run brand awareness campaigns more consistently and to a much larger audience than ever before. While we know there is pent up demand in the market, with folks eager to travel and visit friends and family as pandemic restrictions are lifted, we also recognize that Vermont faces strong competition from every destination, who are also desperate for travelers to return. Our marketing strategy includes not only inviting previous visitors back and keeping Vermont top of mind across the country, but we continue our work to reach new and diverse audiences, while also leveraging our strong positive brand association with safety.

Some highlights of our 2021 campaign work include:

- A brand partnership with Matador Networks and Airstream to document the final leg of a cross-country journey for Kina Pickett and his family, as they travelled back to Kina’s childhood home to celebrate all that Vermont is with his family. The resulting video, [Vermont: The Long Trail Home](#), articulates how “Vermont is about as perfect as it gets” and has been viewed over 500,000 times.
- In another brand partnership, Vice Media was able to bring a film crew to Vermont to produce a two-part video series featuring a local guide exploring stops to mountain bike, swim and grab a bite to eat around north-central Vermont. The ‘Go Local: 48 Hours in Vermont’ video for [Day One](#) explored the Waterbury-Morrisville area, including stops at Lost Nation Brewing and Blackback Pub, while [Day Two](#) featured opportunities to paddleboard and bike around Lake Champlain, with stops in Burlington at the Intervale Center and Skinny Pancake. With this type of longer form content, we also have the opportunity to talk about Vermont in a broader context, meeting Vermonters, to see why Vermont is appealing not just for vacation, but as a place to live.
- An out-of-home campaign in the greater New York City market area that featured 550 placements of transit advertising on the Metro North commuter rail network, from digital video boards in Grand Central and Union Square stations, to outdoor displays all up the commuter line. These placements ran throughout July and August and earned an estimated 41.7 million impressions.
- A video pre-roll and connected TV ad campaign showcasing [brand assets](#) we were able to produce in FY21 with Coronavirus Relief Funds on networks like Hulu, Discovery Digital Networks, and Outside TV, garnering over 15 million impressions.

Sponsored native content is tactic that allows us to leverage the brand networks of media and content partners, to get in front of particular audiences and to extend the reach of our message far beyond our own channels. We are also able to highlight individual properties, attractions, and experiences around the state, giving visitors specific trip planning ideas and providing national exposure to our local businesses. A sample of the content we created in 2021 includes:

- To help mitigate the incredible disruption we saw in wedding and event industry from the pandemic, we partnered with the lifestyle platform Pure Wow, to promote [Vermont as the Ideal Wedding Destination](#).

- To address one of our strategic priorities to reach more diverse audiences and be more intentional in how we represent the state, we worked with Edge Media Network, a content platform with an LGBTQ+ readership. Content pieces touted [Vermont as a Romantic LGBTQ+ Getaway](#), [Vermont Pride events](#) and why [Vermont is the Perfect Destination for Adventure Any Time of Year](#). Performance across the articles averaged 8:00 minutes on page, well above industry benchmarks for sponsored content.
- To again expand our reach to more diverse audiences, we partnered with Travel Noire, a travel site that describes itself as a platform for Black voices, stories, creators, and thoughts. Content pieces included [24-Hours in Black-owned Vermont](#) and [Seven Reasons to Visit Vermont for an Autumn Getaway](#). We also partnered with Melanin Base Camp to bring an influencer to Vermont in July. She hiked in the Mad River Valley and published a blog post on [Three Ways to Build a More Inclusive Outdoor Culture](#).
- To highlight Vermont's stewardship ethic and how the actions Vermonters take to preserve our natural landscape are central to protecting the assets that visitors come here to enjoy, we partnered with Outside magazine to explain the [Key to Vermont's Outdoor Recreation Economy](#).

With this broad brand awareness marketing, we are working at the top of funnel, promoting the brand, keeping Vermont top of mind, nurturing existing brand affinity, and hopefully creating new brand awareness on a regional and national level. In preliminary reporting from the first six months of our 2021, we were able to achieve 115 million impressions across the various tactics in our marketing mix, an 80% increase from the 63.9 million impressions the Department was able to achieve across all tactics in 2019.

To show the effectiveness of our work beyond just impressions, we continue to invest in tools and research that can tie these brand awareness numbers to actual economic impact. In 2020, we switched the vendor we use for programmatic digital advertising to take advantage of their capability to calculate return on ad spend. Through Conversant and their parent company, Epsilon, we can track in market purchases from individuals exposed to VDTM's advertising. While not every transaction is captured, we can now show a preliminary 42:1 return on ad spend from our Summer-Fall 2021 campaign, based on our investment and visitor spending. More details on this calculation are provided in the Research and Analysis section.

OWNED MEDIA

The call-to-action on all our advertising and collateral directs consumers to 'Start Planning Today' at VermontVacation.com. As the state's official tourism website, VermontVacation.com provides travelers with useful tools and trip ideas to research and plan their vacations. Major content areas include specific landing pages for each season; things to do (recreation, arts and heritage, family and made in Vermont); towns and regions; and an Explore Vermont section that includes trip ideas, sample itineraries, an events calendar, lodging deals; and access to the Stay & Play business directory for detailed information on specific dining, lodging or entertainment properties.

At the very bottom of the marketing funnel, since there is not a specific purchase to be made in our case, we track actions that represent significant interest as our performance measures, such as:

- Total time spent on page at VermontVacation.com (we count over 1:30 minutes spent on site as a conversion)
- Users who visit 3 or more pages on the site, including the Stay & Play business directory and Events calendar
- Total reach and engagement on social media channels
- Sign-ups to our newsletter, fall foliage report or requests more information

At this lowest end of the marketing funnel, we also utilize paid search to activate users who are already deep into the decision-making process. We test different keywords (such as “things to do in Vermont”) to drive traffic to VermontVacation.com where we can present the full range of activities and events that Vermont has to offer.

Thanks to the increased investment in destination marketing made possible through Coronavirus Relief Funds and additional General Fund appropriations to VDTM to aid recovery, we have seen our paid media tactics that drive traffic to VermontVacation.com pay off. More than 957,000 users visited the VermontVacation.com website in 2021, representing an incredible 40% increase in total traffic over 2019. We have also seen very positive increases in goal conversions, with email subscriptions up 133% from 2019 and requests for vacation guides recovering to within 7% of pre-pandemic levels online, and within 3% from phone inquiries.

A year over year website traffic comparison is challenging as 24% of site traffic in 2020 was to our public health guidance. As VDTM continues to support the state’s response to the Covid-19 pandemic, the travel restrictions page on VermontVacation.com remains one of the most popular resources for keeping travelers informed on the state’s travel guidance and restrictions in place at local businesses, generating over 91,000 pageviews in 2021. Even with this persistent need for safe travel guidance, the 2.1 million pageviews seen sitewide by users in 2021 represents a 15% increase over 2020.

VDTM’s long-standing partner, the Vermont Chamber of Commerce, manages the data that drives the Stay & Play directory to ensure business listings are accurate and current. Following a major redesign of the Stay & Play directory in 2021, the Events calendar, also managed by the Chamber, was also redesigned in 2021 to improve user experience and drive more traffic to tourism properties and community events across Vermont. Users can now filter search results by type of experience or specials available and also have the ability to ‘book now’ or ‘reserve a table,’ which is about as close as we can get to documenting a potential or final sale. Both the Stay & Play directory (1100+ business listings) and Events calendar (900+ events to date) have proven to be great resources for users, generating 138,000+ visits and 53,000+ visits respectively in 2021, as well as over 43,000 (Directory) and 10,000 (Events Calendar) outbound referral links to Vermont business and organizations across the state.

In addition to VermontVacation.com, VDTM communicates directly with potential Vermont visitors and industry partners using e-mail marketing. VDTM’s consumer newsletters support the overall advertising and marketing efforts with interest-specific seasonal promotions. Published for eight weeks each fall, the ‘Fall Foliage Report’ is the highest performing email marketing content, boasting a subscriber list that grew by over 6,500 users in 2021 (to over 31,500 total), and delivered an impressive 38% open rate (a 3% increase over 2020) and 12% click-through rate (up 1% from 2020). Currently, over 117,800 consumers have “opt-ed in” to receive monthly e-newsletters from VDTM highlighting the best of Vermont.

COMMUNICATIONS AND PUBLIC RELATIONS

Visitors are increasingly seeking authentic experiences to immerse themselves in local culture, whether it be history, arts, culinary, communities, or recreation. With our rich history, vibrant arts community, agricultural working landscapes, talented producers and makers, and abundant recreational opportunities, Vermont is well positioned as an ideal ‘immersive’ travel destination. Content produced by VDTM for our owned media channels (website, newsletters, social media, collateral, etc.) takes advantage of our natural assets and these content themes:

- Outdoor recreation has always played a pivotal role in Vermont’s story. It is a central theme in our visual identity and the way Vermont embraces an outdoor lifestyle is central to our brand. In addition to our world-class skiing and riding, Vermont is well known for its mountain and road biking, hiking trails, waterways, and hunting and fishing opportunities. Our culture of enjoying the amazing natural beauty that surrounds us and spending time outdoors is often what drives visitors to our state for the first time. Images of backcountry skiing or hiking in the winter; or spending time on the river or camping in the woods in the summer; are what stir the imaginations of our visitors and inspire them to come visit. As we have seen throughout the pandemic, access to nature is important to the physical and mental health of not only our residents, but our visitors as well. The open space our natural environment offers, and the promise of a safe outdoor experience that space enables, is key to Vermont’s recovery and gives us a valuable competitive brand advantage.
- Arts and culture stitch together the fabric of our communities and are central to the vibrancy and uniqueness of the experiences offered in our historic downtowns, city centers and rural hills across the state. Our reputation for creativity and innovation is part of what defines Vermont’s identity and helps us to achieve the brand promise of authenticity that so many destinations may aspire to, but we achieve with ease. VDTM collaborates with cultural organizations and downtown organizations to amplify events and arts experiences to the largest possible audience, as research has shown that 70% of visitors who come to Vermont for a world-class music festival, dance performance, or museum exhibit say it was their primary purpose for visiting. (See the Partnerships section below for more details on a recent collaboration with the Vermont Arts Council to promote live performances.) In another collaboration with industry partners, VDTM created a new brochure for the Vermont African American Heritage Trail in 2021, promoting sites of interest and roadside markers across Vermont. This popular trail has generated interest from national and international audiences seeking out the historic and modern African American experience.
- Vermont is recognized as a national leader in agritourism experiences. Eating local in Vermont has been a way of life for many, long before the phrase “farm-to-table” was coined. Agritourism activities connect visitors to the state’s working landscape and highlight tastings, tours, farm stays, and events, and encourage direct sales of agricultural and value-added made in Vermont products. Through our on-going collaboration with Vermont Fresh Network and Dig In Vermont, a new 20-page food and farms experiences brochure was created in 2021 for distribution at future in-person consumer events, and available to order or download from VermontVacation.com. Vermont will be hosting the International Workshop on Agritourism in late summer 2022 which will give us a chance to showcase Vermont’s history and expertise in the field, as well as many participatory agritourism offerings, to an expected 300 participants from around the world.

The Department keeps a content calendar to plan out which photos and content we will share throughout a season or campaign. VDTM also produces additional video content, featuring downtowns, artists, attractions, and businesses telling the story of Vermont in a visual way on an on-going basis. This content is then shared across all digital platforms, the website, and in certain instances, paid advertising. The highest performing content is promoted to reach a wider audience, targeted by geographic region, behaviors, and interests.

EARNED MEDIA

VDTM actively engages with the media for positive coverage of Vermont as a tourism destination by distributing press releases, generating and pitching storylines, facilitating news coverage, and coordinating media familiarization trips for journalists, bloggers, and lifestyle writers to travel to Vermont to experience our tourism destinations and attractions for themselves.

These editorial stories inspire potential travelers, reinforce frequent visitors' affinity for the State, and collectively strengthen the Vermont brand. Travel articles published about Vermont translate into millions of dollars in advertising equivalent publicity annually. In 2021, stories about Vermont travel and tourism experiences appeared in *Travel + Leisure*, *Fodor's*, *Frommer's Travel Guides*, *Lonely Planet*, *Yankee Magazine*, *Thrillist*, *Boston Globe*, *Boston Herald*, *Wall Street Journal*, *Miami Times*, *Outside*, *The Wine Enthusiast*, *Food & Wine*, *CNN*, *CNBC*, *NBC*, *New England Cable News* (TV and online) and hundreds of other publications and news sites.

In October, the Department sponsored the 2021 Outdoor Writers Association conference which brought 150 journalists to Jay Peak for workshops and networking opportunities, as well as an optional 'e-bike and brew' tour for participants hosted by VDTM and Lamoille Valley Bike Tours. VDTM also has been assisting the Town of Brattleboro in their efforts to bring BIPOC journalists, travel writers, and bloggers to visit the region and write about their experiences, with results including the article [This Hidden Vermont River Town Is Bursting with Fall Colors](#) published on the popular Thrillist.com platform.

SOCIAL MEDIA

VDTM nurtures social media engagement to build a community of passionate Vermont enthusiasts who amplify our marketing efforts with their personal social media connections. Through social media channels Facebook, Twitter, Instagram and YouTube, VDTM provides a fully interactive experience, enabling Vermont "fans" to share, comment on, and recommend locations, attractions and events that ultimately build Vermont brand awareness and motivate others to visit Vermont.

VDTM continues to see steady growth in this social media audience, particularly on Instagram where the audience grew by more than 12,000 followers. We currently have over 65,000+ Facebook followers, 44,000+ followers on two Twitter accounts, 69,000+ followers on two Instagram accounts, and 4,500+ subscribers on YouTube. VDTM shares a variety of content, from video to images and articles in dozens of posts weekly, which generate thousands of weekly social media impressions. As with editorial coverage, these social media posts illuminate our many tourism assets, inspire further visitation, and strengthen the Vermont brand. In the last year, follower numbers have increased 23% across all channels.

As we have seen with website traffic, this growth in our social media audience is due in part to the increased investment the Department has received through Coronavirus Relief Funds and additional General Fund appropriations to aid recovery. VDTM has been able to utilize advertising brand partnerships (such as with *Outside Magazine*, *Boston Magazine*, *Matador Network*, *Vice Media*, *Edge Media Network*, *PureWow*, *Food Network*, *Atlas Obscura* and *Travel Noire*) to get our name and content in front of new people on brand channels they trust, increasing the reach of our messaging and expanding our audience of followers we can now continue to communicate with to encourage future visitation.

In 2021, VDTM-shared social media posts received just over 22 million impressions and inspired almost 900,000 engagements, including likes, comments, and shares. Links were clicked more than 75,000 times in 2021. VDTM-created videos got 185,000+ views on YouTube in 2021, with the most popular video being [Episode 3](#) from the *Forevergreen* concert series that VDTM created in 2020, featuring Susan Tedeschi and Derek Trucks, Grace Potter, and local duo Dwight and Nicole. On Instagram, [posts with fall imagery](#) continue to perform best, with the top 12 posts of 2021 being all autumn scenic images. Our Facebook audience engages with imagery from all seasons. On Twitter, fall scenics also perform well, along with Covid-19 travel guidance updates.

VDTM also regularly collaborates with the Agency of Agriculture, Food and Markets to harness the power of social media influencers to promote the sale of Vermont-made products. In 2020, food and beverage products made in Vermont were shipped to 20 influencers from diverse backgrounds located across the country. The boxes featured products from 24 producers like marshmallows from Nomadic Kitchen Confections, caramel from Fat Toad Farm and wine from Shelburne Vineyard. By creating beautiful social media posts, these influencers were able to promote Vermont as a vacation destination, as well as encouraging their followers to enjoy a taste of Vermont in their own homes. In 2021 we brought three of those influencers back to the state in person: a foodie influencer who focused on Burlington, Montpelier, and Vergennes/ Middlebury; a lifestyle influencer couple who visited Brattleboro and Manchester; and a travel influencer who created content featuring the Lake Champlain Islands and Stowe. In total, there were over 250 social posts, with a total reach for the campaign of 428,000+ and 10.8 million impressions. The campaign generated an estimated media value of \$242,400.

INDUSTRY SUPPORT AND OUTREACH

Travel trade relations provide industry support, including national and international representation, to promote tourism properties and attractions in Vermont. VDTM maintains relationships among statewide tourism, outdoor recreation, agriculture, arts and cultural heritage organizations to leverage cooperative advertising opportunities and expand our collective reach to potential visitors.

INTERNATIONAL MARKETS

The top international markets for Vermont are Canada, the UK and Europe, followed by Japan, Australia and New Zealand. Quebec (especially the metropolitan areas of Montreal) and Toronto are considered key markets for Vermont and the Department will often promote at par deals from our industry partners to support visitation from Canada. Tactics VDTM employs to encourage international visitation include media familiarization trips with journalists to achieve positive press coverage; participation in domestic and international trade shows and sales missions; direct outreach to tour operators and consumers; paid advertising; and owned media and social media.

Membership in the U.S. Travel Association enables VDTM access to opportunities under the Brand USA public-private partnership established at the federal level to increase international visitation to the United States. In addition to co-op marketing, international media and tour operator tradeshow opportunities, Brand USA participation allows Vermont to have a page on VisittheUSA.com which is translated in Japanese, Chinese, and Spanish, among other languages.

VDTM also maintains relationships with U.S.-based receptive tour operators who contract with lodging properties in Vermont to sell rooms via tour operators abroad. These relationships allow properties to fill rooms mid-week as international visitors tend to come for longer periods of time and generally spend more than domestic visitors. The Department manages a Vermont portal on TourOperatorLand.com, a well-trafficked resource site for domestic and international travel, that provides VTDM with real-time data on who is visiting the portal and what content they are engaging with, so interested tour operators can be contacted and provided with customized itineraries or other information.

While the global pandemic forced an abrupt end to international visitation and the closure of the Canadian border, networks and relationships have been maintained to enable a nimble resumption of activities as conditions allow. Virtual outreach events attended in the last year that included travel trade appointments with individual tour operators, travel agents and journalists included the Brand USA Global Marketplace Travel Week (October

2020 and March 2021); Showcase USA-Italy with the U.S. Commercial Service (March 2021); Brand USA’s travel agent training program (UK and Ireland), and ‘Wide Open Spaces in the USA’ produced by Visit USA (April 2021).

In late 2021, following the reopening of the Canadian land border to fully-vaccinated travelers, VDTM was able to attend a Tourism and Travel Trade event in Montreal organized by the U.S. Commercial Service to reconnect with tour operators and media in Quebec. The arduous testing requirements in place since the land border has reopened, however, continue to depress international visitation from Canada. VDTM has partnered with Brand USA to launch a winter campaign on the Expedia travel platform campaign (in French and English) to encourage the return of Canadian visitors.

GROUP TOURS AND CONSUMER EVENTS

Group tours and travel continues to be an integral part of Vermont tourism’s mix. VDTM partners with the Vermont Tourism Network, a group tour planning resource, to support group travel operators that bring hundreds of motor coaches with thousands of travelers to Vermont during all four seasons. Group travel was another casualty of the pandemic, contributing to severe revenue losses at many tourism properties, especially attractions and cultural institutions. Thankfully, summer and fall 2021 were very strong for group tours for attractions like Morse Farm Maple Sugarworks, whose group tour appointment slots were completely booked this past season. Satisfying a pent up demand for travel and in-person experiences, attractions across the state reported visitation numbers rivaling 2019 levels.

VDTM staff interact with consumers at special events and at select consumer travel shows to speak directly to consumers to highlight Vermont as a vacation destination, some of whom may not have even considered a trip to Vermont before speaking to our staff. VDTM also manages the tourism booth in the Vermont building at the Eastern States Exposition (Big E) each year, which attracts over 1.6 million visitors over the course of 17 days. VDTM typically manages about 40 partner volunteers to be able to staff the booth for 12 hours a day. After being cancelled in 2020, the Big E did go on in 2021 and while attendance to the fair itself was strong, we did see a sharp decline in attendance to the state buildings as visitors preferred to stay outdoors.

PARTNERSHIPS AND REGIONAL SUPPORT

Collaborative marketing relationships with industry associations allow VDTM to align strategies and best leverage the state’s investment in the tourism sector. Annual agreements with the Vermont Convention Bureau, the Vermont Ski Areas Association, the Vermont Chamber of Commerce and the Vermont Mountain Bike Association give VDTM the opportunity to set goals and expectations to measure the impact of such partnerships.

VDTM also works regularly with regional chambers of commerce, downtown organizations and activity or sector-specific partners across the tourism industry, such as the Vermont Arts Council, the Vermont Fresh Network, the Vermont Outdoor Business Alliance, the Maple Sugar Makers Association, and the Vermont Brewers Association to name a few, in addition to state of Vermont partners including Vermont State Parks, the Department of Fish and Wildlife and the Division for Historic Preservation’s State-owned Historic Sites. We collaborate to produce content to be shared across our own channels and those of our partner organizations, as well as cross-promote events, statewide initiatives (e.g. Maple Open House Weekend, Open Studio Weekend or Open Farm Week) and all the authentic experiences visitors are seeking when they come to Vermont and want to immerse themselves in the local culture, whether it be history, arts, culinary, communities, or recreation.

In partnership with the Agency of Agriculture, Food and Markets, VDTM has been helping to promote maple syrup and its various uses beyond the breakfast table by collaborating on the Maple 100 campaign, a month long celebration of maple in early Fall. In addition to hosting the content for Maple 100 on the VermontVacation.com website, VDTM worked with *Food Network* star and Vermont resident Gesine Prado Bullock in 2021 to create a series of demonstration videos entitled ‘Maple Makes It’ that showcase recipes with maple as a main ingredient in baking, pickling vegetables, and in cocktails featuring Vermont spirits. As part of VDTM’s partnership with Dig In Vermont, we also have content in the ‘Stories from Vermont’ section of VermontVacation.com promoting food and farm experiences, such as recent features on farmer’s markets, a spotlight on Vermont apple growers, and a collection of Thanksgiving recipes featuring Vermont products.

Another notable partnership this year was a joint promotional campaign with the Vermont Arts Council and the Vermont Recreation and Parks Association to encourage folks to come out and enjoy live music again. The ‘Stages in the Sun’ campaign utilized the new Events calendar to promote outdoor performances and community arts events around the state as residents and visitors alike returned to pre-pandemic activities. VDTM also worked with the Department of Health to coordinate pop-up vaccine clinics at these events to aid statewide vaccination efforts.

VDTM also continued a partnership in 2021 with local media outlet *Seven Days* on their Staytripper series to encourage Vermonters to go out and explore all the corners of Vermont. While the content partnership was initially established to emphasize the important role that residents could play in supporting Vermont’s tourism and hospitality businesses during the pandemic, the content produced in the series continues to provide a wealth of engaging stories and local insights on businesses and experiences that visitors can discover when they come to Vermont.

With the appropriation of Coronavirus Relief funds in 2020, VDTM was also able to help many of these same organizations, as well as regional partners throughout the state, by creating the Restart Vermont Regional Marketing and Stimulus Grant Program to increase consumer spending and support recovery at the local level. Grants of up to \$10,000 each were awarded to downtown organizations, chambers of commerce and similar groups, with 61 grants ultimately being awarded across the state totaling \$589,039. As documented in the [final status report](#), most grant recipients planned multiple, overlapping initiatives that fell into four primary categories: advertising campaigns; contests and passport programs; events; and local currency programs. Over 3,300 Vermont businesses participated and 100% of grant awardees either agreed or strongly agreed that their community benefited from the grant funding and marketing programs.

Building on the success of that program, VDTM created the Tourism and Economic Recovery Marketing Grants Program in 2021 with a one-time appropriation of \$600,000 to help local, regional, or statewide organizations implement campaigns or initiatives that would increase visitation and consumer spending, support local businesses, and otherwise continue to advance community recovery efforts. While grant funding is still in the process of being deployed, the program attracted 41 applications for grants of up to \$30,000 that totaled over \$1M in funding requests. In the grant awards, priority is being given to projects that have the potential for long-term transformational impacts; campaigns that reach underrepresented and new and diverse communities of visitors; and projects that create assets that will live on beyond the life of the grant term. Final grant awards are scheduled to be announced in February 2022 and all projects must be completed by March 2023.

RESEARCH AND ANALYSIS

Every two years, VDTM prepares a benchmark report on the tourism industry to describe qualitatively and quantitatively the impacts of tourism on the Vermont economy. These impacts include jobs and income for Vermonters, revenue for state and local governments, and improved cultural and recreational opportunities for Vermont residents. The 2019 benchmark report has been delayed due to Covid-19 response needs but is scheduled to be released in early 2022.

The overall economic impacts of the Covid-19 pandemic on the tourism sector and Vermont's economy are still being analyzed and calculated. Initial estimates show direct visitor spending in Vermont in 2020 at \$2.1 billion, a loss of almost 25% compared to 2019, a figure that doesn't include depressed visitor spending seen in 2021 as a result of continued pandemic restrictions. Employment in food and accommodations still lags behind other sectors, creating severe staffing challenges that threaten the long-term recovery of many tourism and hospitality businesses. 2020 estimates show the tourism sector supports 25,000 jobs with \$989 million in wages, a more than 20% reduction in the number of jobs and 10% decrease in wages from 2019. Calculations further estimate that tourism activity in 2020 generated \$79 million in rooms, meals, and alcohol tax revenue to the State, down from \$106.9 million in 2019.

As noted above under Paid Media, we continue to invest in tools and research that can tie our brand awareness campaigns to actual economic impact. In 2020, we switched the vendor we use for programmatic digital advertising to take advantage of their capability to calculate return on ad spend. Through Conversant and their parent company, Epsilon, we can track in market purchases from individuals exposed to VDTM's advertising. While not every transaction is captured, we can now show a preliminary 42:1 return on ad spend from our Summer-Fall 2021 campaign, based on our investment and visitor spending. This calculation is based on \$191,000 in paid advertising resulting in \$8.122 million in revenue between May 17 and August 31, 2021. The revenue number is based on 31,000 visitors who were exposed to our advertising efforts who came to Vermont during the reporting window and made an average of \$262 in purchases. There is a 90-day look back window on purchases, so we will continue to track our progress as visitors exposed to ads during this campaign continue to enter the market. While this return on ad spend calculation does not cover all travelers or all purchases, it does help the Department target potential visitors during their trip planning process, as well as track behavior after media exposure so we can both optimize and quantify the effectiveness of our efforts.

VDTM is also now investing in market research data, including monthly trends in hotel occupancy and average daily lodging rates, with comparisons to our closest competing markets to further inform our paid marketing activities. In addition, through a pilot program with Trip Advisor, Vermont is participating in a research project that will provide Travel Sentiment Index data, so we can see where Vermont ranks against other destinations in organic conversations in 50 tourism-related categories.

CROSS-AGENCY INITIATIVES

As noted in the introduction, the Department has been playing an increasingly greater role in providing communications and marketing expertise to support Vermont's efforts to recruit new businesses and residents to the state, and to convert visitors to become full-time residents, through support of the Think Vermont campaign and Regional Relocation network. VDTM has also supported an Agency goal to position Vermont as the ideal place to pursue an education and start a career through the Choose Vermont scholarship program.

THINK VERMONT

VDTM has been working with the Department of Economic Development (DED) since FY16 to develop a targeted marketing program to attract investment, entrepreneurs, and talent to Vermont. The website ThinkVermont.com is the primary tool of Vermont's recruitment efforts. Site features include economic sector profiles, community resources, an automated jobs board that aggregates job postings from across the state, and a 'Meet Your Neighbors' library of stories about incentive programs and the unique accomplishments of Vermonters and Vermont businesses to provide inspiration to potential investors and future residents. The website was fully redesigned in FY21-22 with new content, functionality, and appearance to emphasize the state's focus on recruiting new Vermonters and new businesses.

The availability of relocation incentives, through the Worker Relocation Grant Program administered by DED, continues to be the largest traffic driver to the Think Vermont website and the source of the most content engagement. Pageviews of just the relocation incentives page comprised 32.8% of all pageviews across the website in 2021. VDTM remains committed to growing our reach and providing compelling content on the lifestyle, business environment, and work culture in the state to convince our audience that Vermont is the place for them. We collaborate with over 20 partners to provide fresh content to be featured on the 'Meet Your Neighbors' blog, including our Regional Relocation Network partners, the Vermont Arts Council, Vermont Sustainable Jobs Fund, Vermont Futures Project, Vermont Adaptive Sports, and the Vermont Outdoor Business Alliance. We have published 164 articles since the site was relaunched in April 2021. Think Vermont now has over 28,000 email subscribers and both users and total pageviews are up over 30% year over year.

REGIONAL RELOCATION NETWORK

The Regional Relocation Network is the evolution of the Stay to Stay Weekends program that was first launched in 2018 as an economic development tourism initiative. The program was originally conceived as a series of three-day networking weekends that were jointly administered by VDTM and regional partners to connect participants with community leaders, employers, entrepreneurs, realtors, and potential neighbors to help facilitate their relocation to Vermont.

After three successful and instructive years, planning was underway for more targeted, sector-based programming when Covid-19 required the entire program to go on hiatus. Interest in moving to Vermont has only increased throughout the pandemic, and regional partners continue to experience a high volume of inquiries from people looking to relocate. In response, VDTM worked with regional partners and the Department of Labor in FY22 to develop a more robust lead management system and reinvent Stay to Stay into a virtual experience. The current "Connect with a Vermonter" lead distribution solution creates an automated flow from inquiry to 'hand-off' at the local level, so users can be quickly connected with the resources they need to successfully relocate. Since the new lead generation form was launched in August 2021, an average of 166 inquiries are received per month. After a user submits an inquiry, they receive an auto-generated email with regionally-specific resource links and a prompt to select a time for a phone or video call with one of the relocation partners. Users are also prompted to utilize the Job Seeker service provided by the Department of Labor for job search assistance.

In FY23 we are hoping to improve the customer service experience, provide more comprehensive reporting, increase our promotional and targeting efforts for high-demand occupations and ultimately convert more interested parties into Vermont residents with additional investment in the relocation network as proposed in the Governor's budget to help reverse declines in the state's workforce and population.

CHOOSE VERMONT SCHOLARSHIP

In the wake of the closure of several Vermont colleges in the Spring of 2019, ACCD participated in multiple rapid response efforts and brainstormed on ways to help the communities recover. As a result, ACCD led the first state-sponsored collaborative higher education marketing campaign in more than two decades, working with the Vermont Student Assistance Corporation (VSAC) and the Association of Vermont Independent Colleges (AVIC) to provide \$5,000 scholarships to incoming freshman who commit to attending a Vermont college or university.

In 2020 and 2021, the Choose Vermont Scholarship program awarded 14 individual \$5,000 scholarships, totaling \$70,000 in available aid each year. Promotional efforts ran throughout the Winter and Spring ‘college commitment’ season to increase awareness of Vermont as the best place in the country to go to college and encourage accepted students to ‘choose’ Vermont for their education and hopefully, a career and future residency in Vermont. In 2021, 732 students registered for the program, with registrants for every school, and all participating schools delivered a scholarship to an incoming student.

CREATIVE SERVICES

New in FY2021 was the integration of the Office of the Chief Marketing Officer (CMO), previously part of the Department of Administration, into the Department of Tourism and Marketing. The CMO serves as the central authority for state marketing activity and facilitates the effective use of the Vermont brand. Across the State enterprise, the CMO supports marketing and outreach activities within individual agencies and departments by providing strategic expertise and tactical support. For the many state agencies and departments who do not have dedicated communications staff, the marketing consultancy and creative services provided by the CMO are a crucial resource to help them accomplish their outreach and marketing goals. The CMO can provide creative services from graphic design, copywriting and digital advertising to web design, content strategy, and data visualization.

STATE OF VERMONT BRAND STRATEGY AND MANAGEMENT

The CMO provides support and guidance for the appropriate and effective use of the Vermont brand. In particular, this includes the State of Vermont “Moon Over Mountains” logo and associated Brand Standards and Guidelines. Several times daily, the CMO fields questions, provides guidance, and supplies tactical support for execution of the State’s branding by agencies and departments. The Brand Standards and Guidelines was adapted this year into a simplified quick reference section on the CMO website, instead of a comprehensive, printed document. This effort also involved the update of the Web Look and Feel Standards which detail the minimally acceptable components for every SOV website or web application for official State business with current recommendations.

Brands need to evolve and change over time to address learnings and new opportunities and the CMO is currently working with fellow communications personnel from the AHS Accessibility Committee, Department of Disabilities, Aging and Independent Living (DAIL), and Department of Vermont Health Access to review the Brand Standards and Guidelines through an accessibility lens. This cross agency collaboration is intended to establish best practices, considerations, and options that will improve accessibility on all internal and external SOV communications. As a starting point, working with DAIL, the CMO established an alternative large format solution for SOV business cards to improve accessibility for visually challenged audiences. Future projects include developing a specific subset of standards and best practices for the inclusion of captions and American Sign Language (ASL) in videos.

MARKETING SUPPORT AND CONSULTATION

The CMO is a resource across the State enterprise, providing marketing and communications expertise to approximately 150 distributed programmatic staff on topics from branding and design to promotion strategy and social media management.

Additionally, the CMO is directly involved in the marketing strategy, planning and implementation for several cross-agency/department collaborations, including the following:

- Working with the Agency of Transportation, the CMO maintains promotional collateral for Amtrak service in Vermont. After being shut down since March 2020, the CMO worked with AOT on a return to service promotional campaign in July 2021 that generated over 26 million total impressions across media which included digital channels, out-of-home signage, and print ads.
- An ongoing collaboration with the Agency of Agriculture, Food and Markets typically involves marketing support for various trade shows and events. In the past year, this collaboration included continued support for Maple 100, a multi-year strategy that challenges Vermonters and visitors to discover the variety of products, uses and experiences that exist through the work of Vermont maple producers.
- For the Division for Historic Preservation's State-owned Historic Sites Program, marketing for the 2021 season focused on promotion of the sites as a nearby destination to Vermonters. The easing of travel restrictions provided an opportunity to also reconnect with out-of-state visitors through statewide and regional print ads, a statewide radio campaign, and the development of a new promotional rack card to promote attendance.

The CMO also assists with the development of content for the State's official website, Vermont.gov. The focus of this work includes the management of the homepage features and facilitation of content updates.

The CMO manages a Digital Asset Management platform for use across the enterprise. Staff within state entities can upload images, videos, and other digital assets, as well as maintain relevant asset metadata and control the sharing of those assets within and outside of the enterprise. In 2021 there were more than 6,200 digital assets uploaded to the platform and 4,400 assets downloaded for use in SOV communications.

CREATIVE SERVICES

The CMO provides no-cost services to State agencies and departments to support their marketing and communications efforts. This includes the development of brand assets, the design of printed collateral such as brochures and posters, and the production of materials for strategic initiatives. In the past year, just a few of such projects included:

- A collaboration with the Department of Vermont Health Access on a campaign to inform Vermont Health Connect customers about changes to how premium payments are to be made as of January 2022. Deliverables have included a kit of social media graphics, postcards, posters, and notice stuffers for both awareness and immediate attention messaging.
- The development of new logos for the Green Mountain Digital Archive for the Vermont State Archives and Records Administration, the Farm to Family Program for the Department for Children and Families, and the ABLE Library for the Department of Libraries.
- The development of supporting collateral, postcards, and bookmarks, for the newly designed Green Mountain Digital Archive logo.
- The design of a visual identity for the Stages in the Sun campaign collaboration between the Department of Tourism and Marketing, the Arts Council and the Vermont Recreation and Parks Department, promoting the return of safe, outdoor performing arts events.

- The design of brand marks for the three student choice book awards; Red Clover Book Award, Vermont Golden Dome Book Award, and Green Mountain Book Award, for the Department of Libraries.
- The design of a new brand mark for the Words in the Woods program for Vermont State Parks.
- The development of new rack cards for the Procurement Technical Assistance Center (PTAC) to promote government contracting support services for Minority Businesses and Small Disadvantaged Businesses, and Small Business Innovation Research/Small Business Technology Transfer.
- The design of a handout to summarize Act 48 (H.430) of 2021, which provides funding for the furnishing of health care services to pregnant persons and children who would be eligible for Vermont Medicaid except for their immigration status, for the Department of Vermont Health Access.

MARKETING SERVICES PROCUREMENT

The CMO provides procurement guidance for marketing services across the enterprise. Support can also be provided in drafting Requests for Proposal (RFPs) and occasionally the CMO will participate in the RFP bid review process with other state entities. The CMO provides oversight on contracts involving budgets greater than \$25,000 that include marketing services.

The CMO is responsible for the Prequalified Marketing Vendor Program, a list of qualified vendors approved to provide marketing-related services to state entities. Interested vendors must submit an initial application that demonstrates the organization's ability to deliver effective marketing services, and program participants renew their status every three years. This past year, the CMO completed a review of the program requirements, moved all application details to the CMO website, and updated the application forms to create a better user experience for businesses looking for procurement opportunities with the State. Future goals include transitioning the application forms to a web-based submission process.

The CMO also maintains Master Contracts for marketing and creative services, and media planning and buying, to make it easier and more efficient for state entities to enter into agreements with outside vendors when it is determined that the required skills or capacity for a marketing-related initiative are not available in-house. The Marketing Master Contracts for Photography expired in 2020 and due to limited usage during the last contract period as a result of the pandemic, the CMO has not yet solicited new bids for Photography Services Master Contractors.

COVID-19 RESPONSE AND RECOVERY

Since the earliest days of the pandemic, the CMO and VDTM have provided significant communications support to assist the state's response and recovery across the Agency and the state enterprise. When the end of the State of Emergency was declared in June, the communications team began the process of winding down the ACCD Covid-19 Recovery Resource Center. Over the course of the past 20+ months, this cross-department resource provided a huge wealth of information for businesses, individuals, and communities, including sector guidance, relief and recovery program information, health and safety guidance, cross-state travel information, and much more. The enormity and success of the effort can be seen through some of these statistics, as of June 2021:

- Over 11 million pageviews of Recovery Resource Center content, spanning 75+ pages.
- 1,100+ posts of Covid-19 recovery social media content, gaining 2+ million impressions, 50,000+ clicks, and 70,000+ engagements on Facebook and Twitter alone.

- 132 issues of the Covid-19 Economic and Community Response newsletter, with nearly 765,000 total opens and 165,000+ total clicks from a subscriber list of 6,681 contacts.
- 37,000+ chatbot answers, with 90% user-accuracy (users reported the question was answered).
- 20,000+ downloads of educational posters and signage.
- Two dozen webinars hosted (and available for post-event viewing).

The CMO also provided support for the Vermont Forward Roadmap to Reopening plan. This included the development of an infographic to illustrate the reopening timeline, with details on the steps and vaccination thresholds to be met in order for business operations, cross state travel, gathering and event, and mask and physical distancing guidance and restrictions to be loosened or removed. As part of the Vermont Forward communications, the CMO created accompanying social media graphics, assisted with webinar content, and maintained the reopening details on the Vermont.gov website.

PROPOSED ONE-TIME PROGRAM INCREASES AND BUDGET IMPACT FOR FY23

Consecutive years of level funding have created consistent challenges in promoting Vermont as destination, especially when competing in a global marketplace and directly with neighboring states that substantially outspend Vermont. Vermont has the smallest tourism marketing budget in New England and the Northeast. In FY21, New Hampshire's tourism budget was \$10.8M, Massachusetts's was \$12.7M and Maine's was \$18.4M, compared to \$3.6M for Vermont.

The State has been losing market share due to this competitive disadvantage with our closest competing markets and we have even more ground to catch up to reinvigorate travel and the visitor spending that Vermont depends on as the nation recovers from the Covid-19 pandemic. Tourism and hospitality businesses all over the state have been severely impacted and are depending on the work of the Department to bring in customers, keep their doors open, and keep employees employed. Any financial reduction in the Department's ability to promote Vermont puts those businesses in greater jeopardy, as well as the communities that depend on those jobs and all the economic benefits that visitors and visitor spending bring.

Thanks to a provision in the American Rescue Act Plan, Vermont is slated to receive a \$10.4M state tourism grant from the Economic Development Administration (EDA) in FY23. While the exact scope of work is still under negotiation with EDA, the Department hopes to utilize this funding to support the tourism industry in the broad categories of destination marketing, business development, and destination development investments.

This pending funding from the EDA will help support visitation and recovery in the tourism and hospitality sector, but the funding cannot be used to help address the workforce crisis facing our state. The Governor's recommended budget for FY23 includes a one-time investment of \$8.46 million to support a 3-year regional recruitment campaign and relocation network program. The funding will support regional and local entities who are embedded in their communities, through a competitive bid process, to act as resource coordinators to transform leads into permanent residents. The funding will provide the resources for the Department to launch and lead this coordinated system, as well as boost the Think Vermont brand and engage in micro-targeted marketing activities to critically in-demand occupations and sectors, like health care, engineering, and the trades. The regional network being informally utilized for these activities currently is at capacity, and without additional funding, regional partners will not be able to continue this important work. Vermont's labor force shortage existed prior to Covid-19 but has been exacerbated because of the pandemic and associated economic impacts.

Programmatic Performance Measure Report

Attachment A-2

Governmental Unit	Agency of Commerce & Community Development - Department of Tourism & Marketing
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Program Name	Marketing and Advertising				
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Program Description	Coordinate strategic brand awareness advertising campaigns to promote Vermont as a top, year-round, global tourism destination and an ideal place to live and work. Develop, produce and purchase advertising media, promote owned media; engage in all forms of destination marketing at various stages of the marketing funnel to promote Vermont.				
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Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Overnight Out-of-State Occupancy at Vermont State Parks	How Well?	330,640 (CY 2020)	513,000 (CY 2021)	CY
Total Number of Visitor Overnight Stays	How Well?	8,500,000 (CY 2019)	6,750,000 (CY 2020)	CY
Increase in Rooms and Meals Tax Revenue	Better Off?	(\$25,100,000) (SFY 2020)	(\$21,770,000) (SFY 2021)	SFY

Program Name	Industry Support and Outreach				
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Program Description	Collaborate with outdoor recreation, agriculture, arts and cultural heritage organizations statewide to develop cross-promotional opportunities and amplify local brand experiences. Support regional relocation initiatives. Travel trade relationships promote international visitation and group travel, plus participation in consumer events and trade shows.				
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Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
Total Wages in the Hospitality Sector (Accommodations and Food Services)	Better Off?	\$777,000,000 (CY 2019)	\$583,000,000 (CY 2020)	CY
Number of Unique Visitors to the ThinkVermont Website	How Well?	135,727 (CY 2019)	137,388 (CY 2020)	CY
Average Number of Relocation Form Submissions per Month	How Well?	N/A (new measure)	150 (CY 2021)	CY

Program Name	Communications and Public Relations				
Program Description	Coordinate internal and external communications; manage social media outreach and marketing; develop owned media content to showcase Vermont's brand theme and assets; cultivate relationships with local, regional and national journalists, influencers and media outlets to achieve earned media exposure.				
	Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
	Growth in Reach of Social Media (Total Audience)	How Well?	138,574 (SFY 2020)	149,419 (SFY 2021)	SFY
	Views of Earned Media Coverage of Vermont	How Well?	\$1,100,000 (CY 2019)	\$1,650,000 (CY 2020)	CY

Program Name	Research & Analysis				
Program Description	Analyze visitor demographics, interests, activities, and spending patterns to quantify the impacts of tourism on the Vermont economy. Utilize travel market media tracking and digital analytics to optimize marketing strategies and advertising investments.				
	Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
	Return on Ad Spend, Visitors Exposed to Advertising	How Well?	N/A (new measure)	25 to 1 (CY 2020)	CY

Program Name	Creative Services				
Program Description	Support promotional and marketing initiatives by agencies across state government with strategic expertise, brand and digital asset management, and tactical support, encouraging cost efficiencies and collaboration. Provide direct creative services for promotions, awareness campaigns, websites and other outreach scenarios.				
	Measure Name	Measure Type	Previous Period Value	Current Period Value	Reporting Period
	Average Number of Distributed Outreach Staff Supported	How Much?	150 (CY 2019)	150 (CY 2020)	CY