



The Wheelmen Are Coming! The Wheelmen Are Coming!



The Rutland Region Chamber of Commerce is excited to announce that the 40th Annual Meet of the Wheelmen organization will be coming to the Rutland Region July 24-28, 2007!

Thanks in large part to the efforts of Castleton State College, Wheelmen State Captain Ernie Gallegos of Pittsfield and the Rutland Region Chamber of Commerce; the national event will be taking place here. Last year the event was held in Canada and many other locations were considered but we are excited to report that Castleton and the Rutland Region were ultimately chosen for this

year's event entitled "Mountains Of Fun".

Working with the Downtown Rutland Partnership and the Chamber the organizers also plan to be part of next Summer's Ethnic Festival in Downtown Rutland including a parade and exhibitions. We believe the event will be a major attraction to the region for tourists as well. RRCC will be promoting the event accordingly.

The Wheelmen is a national, non-profit organization dedicated to keeping alive the heritage of American cycling, promoting the restoration and riding of early cycles (1918 or earlier), and encouraging cycling as part of modern living. The Wheelmen embrace a broad range of bicycle-related activities, centered on the historical aspects of cycling. Such activities include riding in parades, tours and demonstrations, holding rides, participating in events to promote modern cycling, displaying bikes and memorabilia, research, writing and publishing cycle history, collecting bicycle literature and memorabilia, restoring cycles, restoring and recreating uniforms and costumes, recreating grand dance balls, picnics, developing buglers, show and tell meets, swap meets, auctions, slide shows, visiting historic sites and museums, and learning trick riding.

The club was founded in 1967 at Hoopes Park, Wilmington, DE, at it's first Official High Wheel Tour by 12 men mainly from the Philadelphia area. Today the club has over one thousand members across the U.S., Canada and overseas. Each year the club has an Annual Meet. The Annual Meet is an activity where many Wheelmen worldwide join together in one spot for a four-day celebration of antique cycling. More information about the Wheelmen is available at www.thewheelmen.org or by calling the Chamber at 773-2747.

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Calendar/Buy Local Inserted

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Welcome New Members

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New Location-Shear Heaven Salon & Day Spa



The ribbon is cut at Shear Heaven Salon & Day Spa's, new expanded location at 168 N. Main St. in Rutland.

Pictured are: Front L to R - RRCCEVPTom

Donahue, Stylist Jamie

Lanzillo, Owners Jackie

Lorman & Keith Lorman,

RRCC's Joan Hill. Rear L

to R - stylist Ashley

Anderson, Realtor Nance

McShane of Century 21

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Edwards of Russell

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inaugural run of the Marble
Valley Regional Transit
District/The Bus' Rutland/
Middlebury Connector
service. The Connector
service is a joint venture of
Marble Valley Regional
Transit/The Bus and Addison
County Transit Resources.

The ribbon was cut by
representatives of both transit
organizations, Rutland Region
Chamber of Commerce and
officials from Rutland,
Brandon and Middlebury.

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Rutland Redevelopment Authority

Merchants: Be Alert ~ by James P. Mongeon, State's Attorney

New Years *Action Plan For Business Security*



You probably noticed that part of this month's title is in *Italics*. I wanted to draw your attention to the importance of reviewing your business security at the start of the New Year. I could have called this a New Year's Resolutions. But we all know how those Resolutions work out: they are usually discarded by January 15. Therefore, rather than a resolution, I urge you to formulate an Action Plan to protect your business and your customers.

A. Adequate Lighting

Winter means darkness outside your business in both the early hours (before 7 a.m.) and late afternoon hours (after 4:30 p.m.). Therefore, adequate lighting is important both for an inviting appearance to customers and to give them a sense of security from predators and accidents.

B. Sign and Poster Locations

While large signs and posters are used to sell merchandise, the size and location can block your view of persons entering your business. That obstruction can be used by a person to avoid early detection or evade apprehension. Many crimes, such as retail theft, are crimes of opportunity. The potential thief will look over the premises to gain a sense of the level of security. If there are signs or other obstructions, those will be used to his or her advantage.

C. Cameras

Video cameras give both customers and potential thieves a "sense of security" although for different reasons. The customer welcomes the deterrent effect while the potential thief is often frustrated by their presence. BUT cameras and video systems need to be able to both capture a good image and record it properly. A blurry image is nearly useless. A recorder that does not record is completely useless. It is just as important to insure that your staff keep a video or disc in the recorder so that it can record onto the proper medium. Expensive equipment in good working order cannot function without the video tape or disc in place to actually record the events.

D. Fire Safety

Check your premises for fire safety issues. Avoid flammables (such as cardboard boxes) near your building. Keep the fire exit(s) clear and usable. You may wish to have an alarm on the door so that the door cannot be opened without staff learning of it immediately (or left opened for later entry).

The time that you spend on the above action plan now can save you time and expense later, whether it is this year or next. Best wishes for 2007.



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Rutland Region Workforce Investment Board Nancy Burzon, Executive Director

Linking Learning to Earn in Vermont, Report from the Next Generation Commission



On December 13, 2006 at the first meeting of the newly formed Workforce Development Council the findings and recommendations of Vermont's Next Generation Commission were presented. William J. Stenger, President and CEO of Jay Peak, was the chairman of an eight-member committee appointed by the Governor, the president pro tempore of the senate and the speaker of the house of representatives. The commission was charged with "developing a plan to encourage Vermonters to live and work in Vermont."

In their work, the commission was responding to demographic trends that will lead to a significant shortage of skilled workers in the next 25 years, *unless correcting measures are taken*. We are already feeling the effects, as employers report difficulty in filling jobs requiring advanced skills in all Vermont's key industries—travel and tourism, education, agriculture and manufacturing. As Governor Douglas noted in his opening remarks that day, four years ago when he asked businesses what was the biggest challenge they faced the response was either the Act 250 permitting process, health insurance or worker's compensation. Now the same question gets a single response, "we can't find highly skilled people adequate to do the job."

Recommendations: (Source VT LEG 210825.v3)

1. *Integrate and coordinate the state's economic development, workforce development, and education system and appoint a "Champion" with the authority and accountability to ensure implementation.*
2. *Dramatically increase state funding for postsecondary education and training (scholarships, loan repayment and workforce development) by implementing bold, innovative financing mechanisms.*
3. *Provide additional state funding for postsecondary education and training (scholarships, loan repayment, and workforce development grants) while developing the mechanisms in Recommendation #2.*
4. *Raise postsecondary aspirations by markedly strengthening career awareness education beginning in elementary school. Continue exposure to careers and the need for postsecondary education and training in middle and high schools through technical education, school-to-work initiatives, internships, dual enrollment, and other efforts.*

The recommendations were presented with tremendous passion for the cause. In the following discussions, there was agreement that the need is clear and compelling and that it appears the timing is ripe for action. Future generations of Vermonters stand to benefit if the recommendations are acted upon. As the report stated so eloquently, "without a vibrant workforce, the economy suffers; without a strong economy, Vermont is hampered in what it can do for its citizens."

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Make a difference in our community!



**Rutland County
Business Advisory Council**

*The BAC is looking to recruit new members from businesses in Rutland County!

*The primary purpose of the B.A.C. is to develop a working partnership between the rehabilitative workforce and the business community.

For more information, contact: Karen Letourneau, 786-5875

Thank You To Our Contributors

The Rutland Region Chamber of Commerce would like to thank those who contribute articles for *The Courier* throughout the year.

These individuals provide vital business, education and health information to our membership on a regular basis: Jim Mongeon, State's Attorney; Nancy Burzon, Rutland Region Workforce Investment Board; Kelli Diaz and Dave Hakins, Vermont Convention Bureau & Lisa Donohue, Hands On Health Network.



Jim Mongeon



Nancy Burzon



Lisa Donohue



Dave Hakins



Kelli Diaz

From Our Members/ Classes/Workshops

Annie's Book Stop will hold Storytime for Children on Tuesdays in January at 10am. Their reading club will meet on January 2nd and 8th. For more information call 775-6993.

Brandon Area Chamber of Commerce and the Town of Brandon have announced their new Wedding Sweepstakes. One lucky couple will receive an entire complimentary wedding to be held in Brandon. For more information go to www.brandonisforbrides.com.

Chaffee Art Center Studio School announces the following classes beginning in January. Beginning Photoshop Digital Design I; Exploring Art; Introduction to Basic Drawing; Portraits; Beginning Drawing; Sundays with Peter Huntoon. For more information call 775-0356.

Leddy Group is pleased to announce "Wednesday is Walk-In Day." Each Wednesday between 9am and 4pm, you can walk right into their office and start the employment process. Call 786-2222 For more information.

Okemo Mountain Resort announces the opening of Jackson Gore's Spring House and The Ice House skating rink. Also the resorts newest restaurant Epic located at Solitude Village Lodge. For more information go to www.okemo.com.

Red Clover Inn will hold their monthly Wine Dinner on January 16th. For more information call 775-2290.

Rutland Free Library will hold Storytime for Children on Thursdays in January. For more information call 773-1860.

Shear Heaven Salon & Day Spa has moved to 168 N. Main St., Rutland. An open house will be held at their new location on January 6th at 5pm. For more information call 773-8880.

If your company has news you would like to see listed in this section of *The Courier* email it to Penny, rrccpj@aol.com by the 2nd Friday of the month.

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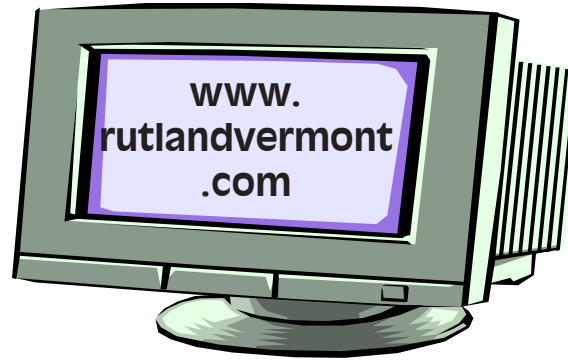
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November 2006 Website Report

Top 10 Chamber Web Site Member Listing page Requests

1. Lodging 1,004
2. Restaurants 926
3. Attractions 868
4. Retail 631
5. Real Estate 557



6. Services 447
7. Construction 366
8. Healthcare 301
9. Association 299
10. Recreation 255

November 2006

Visitor Sessions: 20,211

*An Average of
673 people per day!*

FY YTD:

112,585 Visitors
to rutlandvermont.com

Other Top Page

Requests of Interest

Calendar 2,203
Visiting 800
Things To Do 706

2006-2007 Upcoming Chamber Events

- January 9:** Mixer @ Comfort Inn,
5-7pm
- January 29:** Legislative Breakfast
with Gov. Douglas,
7:30 am at South Station.
RSVP Required
- February 13:** Mixer @ Castleton
State College, 5-7pm

- February 26:** Legislative Breakfast,
7:30am
- March 13:** RRCC Business Show
2007 @ Holiday Inn
- March 19:** Legislative Breakfast,
7:30am
- March 29:** Legislative Bus Trip to
Montpelier

Movies: Advance Movie Tickets Only.

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Vermont Convention Bureau Update

By: Dave Hakins, Executive Director

VCB Bestows Awards at Annual Meeting

The Vermont Convention Bureau (VCB) bestowed its annual awards at a well-attended membership meeting Thursday, Dec. 14, at the Capitol Plaza Hotel & Conference Center in Montpelier.

Lester Pelkey of Frank's Motorcycle Sales & Service, Essex Junction, received the "Hometown Hero" award for working tirelessly with the Champlain Valley Expo, VCB and Vermont Sports & Events Council (VSEC) for many years to bring 9,200 visitors to the Expo in July 2006 for the BMW Motorcycle Owners of America annual rally. The economic impact of Pelkey's efforts exceeded \$5 million.

Rick Milliken, Vice President and General Manager, Doubletree Hotel Burlington, earned the VCB's "Member of the Year Award" for years of leadership as a member of the VCB Executive Committee, Chair of VSEC for many years, and Chair of the VCB last year.

The VCB gave its "Member Sales Star of the Year" award to Erin Shirley of the Woodstock Inn and Resort. Honorable mentions went to Jean Wry of Sugarbush Resort, Amy McArthur of the Sheraton Burlington Hotel & Conference Center, Nicole Ravlin of Stoweflake Resort & Spa and Jackie Urch of the Inn at Essex. Qualifications included skill and success collaborating with the VCB sales team to convert VCB business leads to bookings.

Gigi Valley, Senior Sales Manager, Vermont Convention Bureau, won the "VCB Sales Star of the Year" award. She led the VCB sales staff last year in new business leads, bookings and room nights sold.

Vermont Convention Bureau Reviews Strategies. With the Vermont Travel & Recreation Council

Dave Hakins, Executive Director, reviewed the Vermont Convention Bureau's sales and marketing strategies on Nov. 16 in Montpelier with the Vermont Travel & Recreation Council.

The TRC comprises 10 Vermont hospitality and corporate leaders appointed by the Governor to advise Kevin Dorn, Secretary of the Vermont Agency of Commerce and Community Development, and Bruce Hyde, Commissioner of the Vermont Department of Tourism & Marketing, on matters relating to tourism and recreation marketing.

Hakins informed the TRC that the VCB is evolving from a sales to a sales AND marketing organization with three major initiatives in the current fiscal year:

- * Modernize · www.VermontMeetings.org.
- * Position Vermont as an ideal medical meetings destination.
- * Promote Vermont as the perfect location for sports and special events.

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if unable to attend.



Membership Directors Update ~ Joan Hill

Hi Everyone,

Thank you to the Heritage Family Credit Union for hosting the December holiday mixer. The attendance was great and the ambiance was wonderful.

Each month in the newsletter I will be highlighting a different chamber benefit to keep you informed of the advantages of being a member of the Rutland Region Chamber of Commerce.

January's Benefit of the Month is The Perk Card. 2007 Perk Cards are now available to Chamber Members and their Employees. The successful member to member discount program currently offers over 100 discounts at area businesses. The full list of discounts are available at www.rutlandvermont.com. If you have not yet received your Perk Card for 2007 or if you would like to offer a Perk Discount from your business call us at 773-2747.

Welcome to our new members At Home Senior Care, Creed Ice, Dynamic Energy Therapy, Heartland Payment Systems, James P. Fitzgerald, The Inn at Logan's Run, Vermont Adaptive Ski & Sports and James P. Fitzgerald.

The Legislative Reception at the South Station sponsored by the Rutland Herald was a great success with many legislators present. The program was very informative and South Station did a wonderful food presentation.

The Legislative Breakfast Series sponsored by TD Banknorth will kickoff on January 29th at 7:30am with guest speaker Governor Jim Douglas at the South Station Restaurant. Please call the chamber office (773-2747) to reserve your seat.

The annual Rutland Region Chamber of Commerce Business Show sponsored by Rutland Regional Medical Center will be at the Holiday Inn in Rutland on March 13th. If you would like to reserve a booth for this very successful event, please call the chamber office for details.

New Perk for the month: Body Tech is offering a 10% discount on all supplements.

Join a committee, offer Perk Card discounts and get involved to receive the most benefits from your Chamber. I look forward to seeing you all at our next mixer at the Comfort Inn on January 9th.

Congratulations to Killington Resort for recognition by the Vermont Chamber of Commerce 2006-07 Top 10 Winter Events for the Sprint US Freestyle Championships! The Championships return to Killington March 22-25, 2007.

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RRCC/REDC Begin Legislative Events

The Rutland Region Chamber of Commerce and Rutland Economic Development Corp. unveiled their joint Public Policy Statement for 2007 at the annual Legislative Reception with the Rutland County Delegation held December 6, 2006. We would like to thank the Rutland Herald for sponsoring this event. The statement addresses 11 important topics and is available by calling the RRCC office or visiting www.rutlandvermont.com.

The RRCC/REDC Legislative Breakfast Series sponsored by TD Banknorth will kick off on January 29, 2007-7:30am at South Station Restaurant featuring Governor Jim Douglas. A RSVP will be required (\$11.00pp). The remaining breakfasts will take place at the Franklin Conference Center on February 26th, March 19th and April 30th. Our annual bus trip to Montpelier sponsored by OMYA will take place on March 29th.

For more information on the Public Policy Committee or Legislative Breakfast series call 773-2747

RRCC Business Show Set For March 14th

It's time to reserve your space at the Rutland Region Chamber of Commerce Business Show 2007. The show is sponsored by Rutland Regional Medical Center.

This years show will be held at the Holiday Inn on March 13, 2007 from 4:00-7:30pm. With 84 vendor spaces available we've been able to sell the show out each year and expect the same this year.

The RRCC Business Show exhibitors are usually a diverse group of members who have chosen to exhibit everything from home services, air services, real estate and new and used cars. It's a great way to get your business name out to hundreds of people.

An exhibitor contract is enclosed in this issue of the Courier. Spaces are sold on a first come, first pay basis with a limit on electricity and wall locations, so get your form in early. Call the Chamber office at 773-2747 for more information.

2007 Chamber Ski Days Announced

The 2007 Chamber Ski Day dates have been set. Mark your calendars and plan on attending this great opportunity to ski for only \$29.

The Killington Ski Day will take place on February 2nd, with tickets being sold in the Killington K-1 Base Lodge. The Okemo Ski Day will take place on March 16th with tickets being sold in the main Okemo Base Lodge. Tickets will be on sale 8:30am-2:00pm. Ski Days are open to Chamber Members, their employees and immediate family. For more information call 773-2747.



Dr. Frank Miglorie and Gillis Lynn discuss the issues at the RRCC/REDC Legislative Reception with the Rutland County Delegation held December 6, 2006 at South Station Restaurant



Linda MacFarlane of Music Fun For Everyone receives a door prize at the Holiday Chamber Mixer. A large Crowd was on hand at the Holiday Chamber Mixer held at Heritage Family Credit Union

Workers' Comp. Corner

Explanations of the Voluntary Market and the Assigned Risk Plan

Since worker's compensation insurance is mandatory, all employers must be able to obtain coverage. In a statistical light, insurers regard some kinds of businesses as greater risks than others. These include new businesses (which have not yet established a safety record), very small businesses, those with poor claims histories and those involving especially hazardous work. Such employers who have been unable to find a willing insurer in the open or general market (called the voluntary market) are placed in the assigned risk market, also known as "the pool". The pool is actually divided into two pieces; direct assignment and the pool.

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- ### January Chamber Meetings
- 2 Special Events Committee, 8:30am
 - 8 Public Policy Committee, 7:30am
 - 9 Mixer @ Comfort Inn, 5-7pm
 - 11 Membership Development Committee, 8:30am
 - 22 Public Policy Committee, 7:30am
 - 24 Board of Directors, 12:15pm
 - 29 Legislative Breakfast with Gov. Jim Douglas, 7:30am, South Station Restaurant, \$11.00pp

Great Member Benefit

****Free****

Notary Services for Chamber Members Monday-Friday 8am-5pm at the RRCC offices, 256 N. Main St. Rutland. Call 773-2747 for more information

Grand Opening - The Inn at Logan's Run



The ribbon is cut at the grand opening of The Inn At Logan's Run in Pittsford

Pictured RRCC EVP/CEO Tom Donahue, Owners Randy Bushy, Charla Helton & Victoria Higgins, Pittsford Select Board Member Joe Gagnon, Rep. Peg Flory & RRCC's Joan Hill

Mailings/Phone Calls

Mailings November 2006 - 48

Phone calls November 2006 - 1,386

Mailings November 2005 - 25

Phone calls November 2005 - 1,479

*web stats see page 7



invites you to the

January Mixer

Tuesday, January 9, 2007 ~ 5-7pm

Location: 19 Allen St., Rutland

Catering & Cash Bar provided by South Station Restaurant

~Hors d'oeuvres~



~Door Prizes~



**Next Month: Mixer @ Castleton State College,
February 13th - 5-7pm**