



Rutland Region Chamber of Commerce Names David Wolk, Business Person Of The Year



David Wolk is presented the 2008 Business Person of the Year Award.

(L to R) Tom Donahue, RRCC EVP/CEO, John Valente RRCC President, David Wolk and Mayor Chris Louras

The Rutland Region Chamber of Commerce held their 110th Annual Meeting sponsored by GE-Rutland on November 19th. The luncheon meeting was held in the Holiday Inn's ballroom featuring Keynote Speaker Gene DeFilippo, Director of Athletics, Boston College.

David Wolk, President of Castleton State College was named 2008 Business Person of the Year. In his remarks Executive Vice President Tom Donahue highlighted a lengthy list of Wolk's

accomplishments, including his service on 37 boards and commissions and the level of activity and change at Castleton State College under Wolk's leadership. Castleton State College is transforming their academic programs, clubs and co-curricular activities. Currently Castleton is experiencing record numbers of applications and record enrollment.

By the end of 2009 the college will have invested \$51 million in students and the Vermont economy. The college has invested over \$25 million in building and facility renovations since 2002 and an additional \$26 million in the Castleton Student Initiative which includes improvements to the Science Center, the Campus Center, the new Spartan Stadium and the renovated Glenbrook Gym. Donahue also pointed to Castleton State College as being a major employer in the Rutland Region, employing 405 people.

Quoting David Wolk, Donahue said "Our project is the largest in Vermont in 2008, it is the most student friendly, and we are proud of it." "Together we are transforming lives as we transform our college. How lucky we are to be a part of history."

(Continued on page 5)

In This Issue

Computer Ease	Page 3
Creating Space	Page 4
From Our Members	Page 2
Legislative Breakfast Series	Page 7
Meeting Schedule	Page 11
Membership Director's Update	Page 9
Merchants: Be Alert	Page 10
Upcoming Events	Page 6
VCB Update	Page 11
Web Report	Page 5
Welcome New Member	Page 2
Workers' Comp. Corner	Page 6
Workforce Investment Board	Page 8

Calendar/Buy Local Inserted

Staff**Thomas L. Donahue**

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775-0510

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773-2747

Transportation/Airport

Joe Giancola

773-6251

**Crossroads of Vermont
Partnership/
Regional
Marketing Program**

Tom Donahue

773-2747

Winter In August

Donna Blight

775-6062

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Welcome New Member**New York Life**

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From Our Members

Enman Engineering, PC has relocated to 61 Prospect St. in Rutland. Their phone number remains 775-3437.

Limoges Antiques Shop owner/author Debby Dubay has been awarded a contract by Schiffer Publishing, Ltd., to write a book *Rutland, Vermont Heart of the Green Mountains* using historical post cards on Rutland. Ms. Dubay is also looking for information on your organization. If you would like to include post cards or information on your organization included in her book please call 773-6444 or email dlimoges@flash.net before December 31, 2008.

Okemo's Jackson Gore Inn has earned the Green Hotels designation by the environmental business partnership between the Vermont Department of Environmental Conservation and the Vermont Small Business Development Center.

Powdr Corp, parent company of Killington Resort has received a 2008 Green Power Leadership Award for the US Environmental Protection Agency (EPA).

Rutland Area Visiting Nurse Association and Hospice will host their annual Tree of Remembrance tree lighting on December 9th at 6pm at the Franklin Conference Center. Call 770-1514 for more information.

Rutland Regional Medical Center Auxiliary is hosting the annual Pampered Chef Sale on December 4, 2008-9am-3pm at RRMC. For more information call 747-1660.

Vermont Backroad Tours will provide Holiday Light Tours again this year. The tours will run December 5-31, leaving Rutland at 4:30pm. The cost is \$15.00 per person. For more information call 446-3131.

November Chamber Mixer

Mike Gillam, Gail
Gillam and Bill
Gillam provided a
feast at their
Chamber Mixer

Computer Ease

By: Larry Gold

High Tech Holiday Season?



First of all, last month I promised an article on file sharing to go with the print sharing article. Fagetaboutit!. I'll try for next month. This is it. The ultimate (where have you heard that expression before?) gift list for the high tech oriented recipient from the high value oriented gift giver. Look for these 10 gifts on line, and get them soon, before they go out of stock. All of them are sure to impress your geekiest of friends, and will not set you back a fortune. In fact, every one of them can be had for under \$30 including shipping. As I write this, I have yet to see any other holiday season shopping oriented type articles, and usually I'm the one to complain about how early this kind of stuff starts. So, here is my way of getting even with the world at large. Not in any particular order:

- **USB Bigfoot Digital Camera for \$20 from Kleargear.com
- **Circuit Board Luggage Tags for \$14 from Kleargear.com
- **Green Circuitry Earrings for \$20 from computergear.com
- **Coast LED TT7575CP Auto LED 12V Flashlight for \$19 from x-tremegeek.com
- **Joby Gorillapod digital camera holder for \$22 from x-tremegeek.com
- **Micro-Tech 6-in-1 Multi-tool \$8 from thinkgeek.com
- **Roll-Up Keyboard for \$24 from thinkgeek.com
- **Optical Mouse with Built-in Internet Phone for \$20 from techgiftsdirect.com
- **Doberman Security SE0111 Water Detector Alert \$15 from newegg.com
- **Engineer designer inspired mini LED DEK light for \$12 from computergear.com

Some of these things might be able to be had by shopping locally, so feel free to check with any local stores that might sell these kinds of things. Dead hard drives brought into the shop in the month of October.....12! Nuff said.

For additional information call Larry Gold at 773-6065 or go to www.computer-ez.net

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Jack Merola
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 Downtown Rutland Partnership
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Tom Macaulay
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 Authority



Creating Space: The Quarterly Health & Wellness Column

By Lisa Marie Donahue, MA, LMT

And to All a Properous New Year....

Prosperity: A definition of prosperity is: The manifestation of wholeness and health in all areas of life: physical, mental, social, emotional, spiritual, and financial. Just like getting our bodies and minds into shape / centered, we can get our finances into a better place too. Given everything that's happening in our world, the timing is could not be better.

Intentions: I'm sure you've heard the old saying: "Most people spend more time planning their vacations than their lives." It's sad, but true. If you don't take the time to stop and consider where you'd like to be in a year, you may not like where you end up. I agree with my peer Cheryl Richardson, "Setting intentions is easier than you think. You don't need to spend hours working on them. Ten lines are all it takes. As you set them, make sure you choose intentions that you're ready to put your time and energy behind. Setting intentions in and of itself is only one part of the process. Taking action to fulfill them is what inspires doors to open and pathways to clear."

Money: Money can be a source of stress for a lot of people. Learning to have a good relationship with money—how to earn it, save it, spend it wisely—is just like learning any other skill. As you write a few intentional prosperity lines for 2009, take some time to reflect on your finances, by asking yourself some questions. Examples might include: What are some beliefs I hold about money?; When I think about my finances what happens in my body / mind?; What was my family's relationship to money and how did they handle finances / income?; Do I live within my means rather than having credit card debt or overspending?; Do I take personal responsibility for creating and managing my wealth?; Do I have the practical guidance I need? Etc.

Sample Health Care ~ Intentions, Goals & Affirmations:

Intention: Be empowered to create wealth and manage my finances in highly effective, successful ways.

Goal: Be free of the emotional, practical and mental blocks that I have concerning money and move forward with empowering beliefs and skills.

Affirmation: I am clear, open and receiving a flow of money and abundance in my life and I have effective ways to facilitate & manage it.

Look for my next article in March. For or more information about worksite health promotion programs [including onsite chair massage], individual & group coaching, call 802.446.2499 or Email wellbeyond@vermontel.net.

[Resource: Rebecca McLean & Roger Jahnke, www.circleoflife.net]

RRCC Annual Meeting Continued from Page 1

Donahue presented a brief PowerPoint presentation to the audience highlighting the many Chamber accomplishments during the past year. The presentation included the Chamber's active involvement in Montpelier, daily business promotion and referrals, website activity, regional promotion, visitor center operations, special events and networking opportunities.

We would like to thank the Holiday Inn for hosting the Annual Meeting, GE-Rutland for sponsoring the Annual Meeting and Rutland Regional Medical Center for sponsoring the Keynote Speaker.

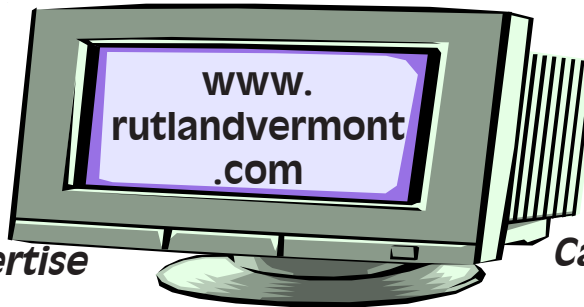


Mike Quinn, Vermont Commissioner of Economic Development speaks about the economy at the Information Can Set You Free Seminar presented by Rob Kurchena, Catamount Radio, and the Rutland Region Chamber of Commerce.

October 2008 Website Report

Top Chamber Web Site Member Listing Page Views

1. Lodging 1,550
2. Attractions 1,322
3. Restaurants 1,000
4. Retail 451
5. Real Estate 279



6. Services 186
7. Health 134
8. Construction 96
9. Associations 94
10. Conference 79

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Other Top Page Views of Interest

Calendar 2,530
Things To Do 1,326

Visiting 1,214
Shopping 691

Fall Foliage 320
Jobs 271

Workers' Comp. Corner

What is the Workers' Compensation Assessment Fund?

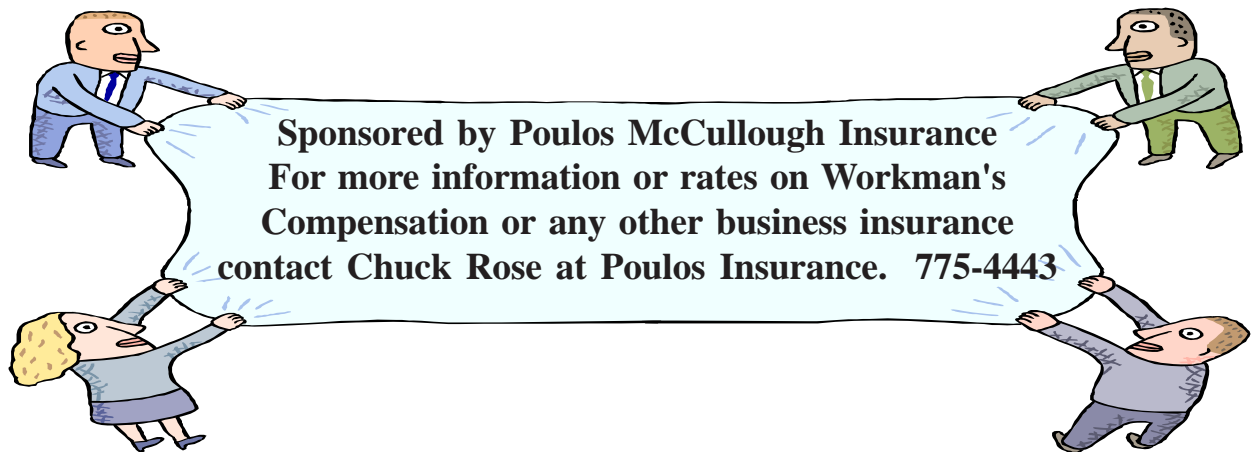
* The workers' compensation administration fund was created to provide the funds necessary to administer Vermont's Workers' Compensation Program.

The fund consists of contributions from employers, based on the *Workers' Compensation Assessment Rate*.

Current Workers' Compensation Assessment Rates:

- * Insurance Companies - Prior to July 1, 2007 .4% of the direct calendar year premiums for workers' compensation insurance. After July 1, 2007 .42% of the direct calendar year premiums for workers' compensation insurance. On July 1, 2008 the assessment rate changed to .81%.
- * Self-Insured - 1% of workers' compensation losses during the preceding calendar year.

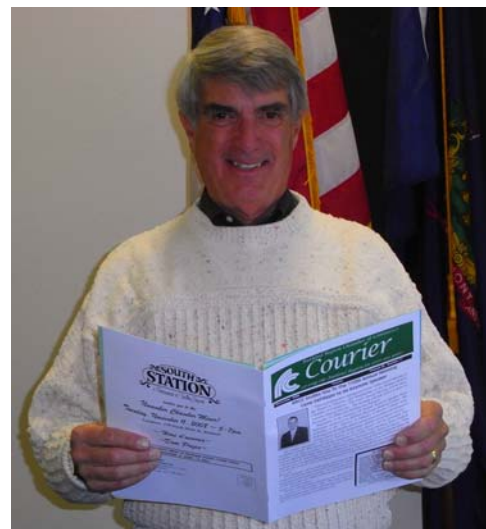
These assessment rates will remain in effect until further notice.



2008-2009 Upcoming Chamber Events

- December 9:** RRCC Holiday Mixer @
Heritage Family Credit
Union, 5-7pm
- January 5:** RRCC/REDC Legislative
Breakfast, featuring Gov.
Jim Douglas, South Station
Restaurant, 7:30am
- January 13:** RRCC Mixer @ Allen Pools
& Spas, 5-7pm
- February 2nd:** Legislative Breakfast @
Franklin Conference
Center, 7:30am.

Informed Chamber Members Read the RRCC Courier



**Rutland Regional
Planning Commission**

Governor To Kick Off Legislative Breakfast Series January 5th



Eric Bohn of OMYA is greeted by Lt. Governor Brian Dubie during the annual RRCC/REDC Bus Trip to the State House

The Rutland Region Chamber of Commerce and Rutland Economic Development Corp. will unveil their joint Public Policy Statement for 2009 at the annual Legislative Reception with the Rutland County Delegation hosted by RRCC, REDC and Rutland Region Transportation Council on December 2, 2008. The Public Policy Committee has been meeting since September to complete this important

document which addresses important topics for the business community and will be 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 5, 2009-7:30am at South Station Restaurant featuring Governor Jim Douglas. A RSVP will be required (\$10.00pp). The remaining breakfasts will take place at the Franklin Conference Center on February 2nd, March 16th and April 13th. Our annual bus trip to Montpelier sponsored by OMYA will take place on February 11th.

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

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Rutland Region Workforce Investment Board

Nancy Burzon, Executive Director

State Funding Still Available for Workforce Development Projects

At the RRWIB Annual Meeting on October 30, Pat Moulton Powden, Commissioner of the Vermont Department of Labor spoke to fact that the Workforce Education and Training Fund (WETF) has remaining resources available to support new applications for workforce education and training.

If you are an employer with a need to develop incumbent employees for new job demands or to hire new employees and train them for new positions, this is a great opportunity and the application is not a burdensome process.

Here is what you need to know to get started:

- * Information is fully available at the Vermont Department of Labor website. That address is www.labor.vermont.gov.
- * At that website, scroll to the Business section and find Grant Information/Next Generation, Workforce Development/Training Programs.
- * The next deadline is January 2, 2009.

Quoting from that section, “Grants under the “Training” category of the Workforce Education and Training Fund are intended to support training that will improve the occupational skills of Vermont workers who are unemployed, under-employed, or at risk of becoming unemployed due to changing workplace skill requirements. Eligible applicants include employers, and public and private training providers **in collaboration with employers**. Activities under this program can include occupational skill training/education and apprenticeships. Occupational skill training may include soft skills or work readiness components that are woven into the training curriculum. Extra weight will be given to projects that train for new or vacant jobs, but projects may also train current (incumbent) workers for greater job security or for upgrades or promotions. WETF projects that train incumbent workers must result in pay increases, over and above routine wage adjustments, as a direct result of training.”

Help is available locally. The Rutland Regional Workforce Investment Board has a responsibility to help our region in securing grants. We are involved in the review and approval process and support the development of regional need. I can be reached at Nancy.Burzon@rrwib.org or 802 293-2044. The Vermont Department of Labor is also directly involved in supporting the application process through technical consulting. Our local contact is Donna Nobrega, and she can be reached at donna.nobrega@state.vt.us or 802 786-5846.

If you believe you could have an application project, please feel free to contact Donna or myself. This is what we do.



Membership Directors Update ~ *Joan Hill*

Hi Everyone,

Thank you to South Station Restaurant for hosting the November mixer. The food and presentation were outstanding. Make sure you check out their new website www.southstationrestaurant.com.

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.

December's Benefit of the Month: New York Life Insurance Company is offering a 10% discount on their Long Term Care rates to qualified participants who are members of the Rutland Region Chamber of Commerce. For more information contact Ronald Gruber at 802-236-6702.

Welcome to our new member New York Life Insurance Company.

The 110th Rutland Region Chamber of Commerce Annual Meeting on November 19th was a big success. Thank you to General Electric for being the premiere sponsor and to the Rutland Regional Medical Center for sponsoring the Keynote Speaker Gene DeFilippo.

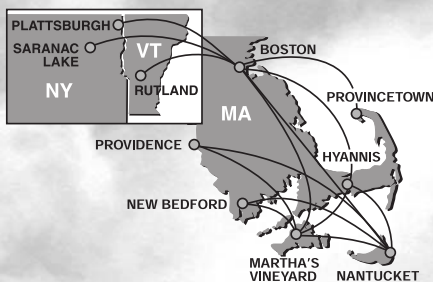
Thank you to TD Banknorth for sponsoring the Legislative Breakfast Series again this year. The kick off breakfast will be held at the South Station Restaurant on January 5th featuring Governor Jim Douglas. Make your reservations by calling the Chamber office.

The new perk cards for 2009 have arrived and I will be delivering them this month. Over 19,000 are distributed in Rutland County and this is a great way for you to showcase your business by offering a discount. The chamber does not charge for the listing but asks that you offer the discount for at least 1 year.

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 Heritage Family Credit Union on December 9th.

I hope everyone has a happy holiday and safe and healthy New Year.

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Merchants: Be Alert

by James P. Mongeon, State's Attorney

'Tis The Season

We all know that this Holiday Season will be challenging for merchants. The global economic slowdown is affecting many sectors. For the merchants of our area there are two pressing concerns: Sales and Profits.

Sales Marketing focuses on attracting customers and providing them easy access to goods so that they want to inspect and then purchase the items.

Goods are often placed near the front entrance, prominently displayed and within easy reach of the customers.

Profits In simple accounting terms, your bottom line. The simple formula is: Sales – Cost – Overhead = Profit. The result can be adversely affected by:

Shoplifting You suffer a double loss: no sale and you have to pay the cost of the goods. Check your displays, be sure that they are not outside the area that your employees can easily control. If your cash register is not close to the entrance, then having an employee to assist incoming customers can act as both a deterrent to potential shoplifters and a ready eye to see if something is amiss.

Return Merchandise Scams Another double loss when the shoplifted item is returned for a cash refund. Although the merchandise is returned to you, you are paying the full retail price for the goods on the refund while having paid the wholesale cost.

Have set policies which protect you from scams such as the requirement for sale receipts, signs about your policy on display to the public, and good training for staff to recognize fraudulent returns.

Bad Checks You can suffer a triple loss here: loss of merchandise, the cost of the merchandise, and the loss of cash if the check is made out for more than the purchase. Train your staff on how to identify and deal with bad checks. Several of my prior articles have provided tips.



Rutland Region Chamber of Commerce Board President John Valente, along with Tom Donahue, RRCC Executive Vice President/CEO, presented an award to Larry Jensen for his service as RRCC President. Jensen remains on the RRCC Board as Immediate Past President.



Vermont Convention Bureau Update
Gigi Valley, Director of Sales
Vermont Sports and Events Council Brings
Vermont Ice-Fishing Tournament
to Rutland County

Three hundred of the best ice fishermen in the US will square off on Lake Bomoseen this March, as Vermont hosts one of eight North American Ice Fishing Championship qualifying events held across the nation's ice belt. Taking place March 6th -8th, 2009 at the Bomoseen State Park in Castleton, it will be the first time the NAIFC, or Trap Attacks as they were formally known, will have ever been this far east.


VCB sales manager, Annie Lunn, has been working through the Vermont Sports and Events Council with Shawn Hayes, a Local Hero, and Ted Bridges of the Holiday Inn, Rutland to bring the North American Ice Fishing Championship Qualifying Event to Rutland and Lake Bomoseen. Registration, lodging and seminars will take place at the Holiday Inn Rutland/Killington.

In-school seminars will be held on Friday, March 6th at Rutland Public Schools, with an evening seminar at the Holiday Inn. Events continue through Saturday with the actual tournament starting at 7:30 am Sunday. The event in its entirety will be televised and aired on the Sportsman Channel and will be known as "ICEMEN TV".

For more information on becoming a member of the Vermont Convention Bureau, or how you can become a Local Hero and bring a meeting or event to Vermont, call Gigi Valley, Director of Sales, 802-860-0606 x 204, gigi@vermont.org.

December
Chamber Meetings
& Events

- 1 Public Policy Committee, 7:30am
- 2 Special Events, 8:30am
- 2 RRCC/REDC Legislative Reception, 5-7pm, South Station Restaurant
- 9 RRCC Holiday Mixer @ Heritage Family Credit Union, 5-7pm
- 15 Public Policy Committee, 7:30am
- 17 RRCC Board of Directors, 12:15pm
- 29 Public Policy Committee, 7:30am



The Rutland Region Chamber of Commerce fielded 936 phone inquiries during the month of October 2008



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CREDIT UNION

invites you to the

Holiday Chamber Mixer!

Tuesday, December 9, 2008 ~ 5-7pm

Location: 50 West St., Downtown Rutland

Catered by: East Creek Catering



~ Hors d'oeuvres ~ Door Prizes ~



**Next Month: Mixer at Allen Pools & Spas
January 13, 2009 ~5-7pm**