



Tri-Region Economic Development Stakeholders: Assets & Opportunities Working Session

NADO

BRATTLEBORO, VT
MAY 5, 2015

Session Overview

Assets & Opportunities

- Perception

- ▶ Unique community & economic development assets?

- Action

- ▶ Short-term & longer-term opportunities?

Next Steps

- Organization

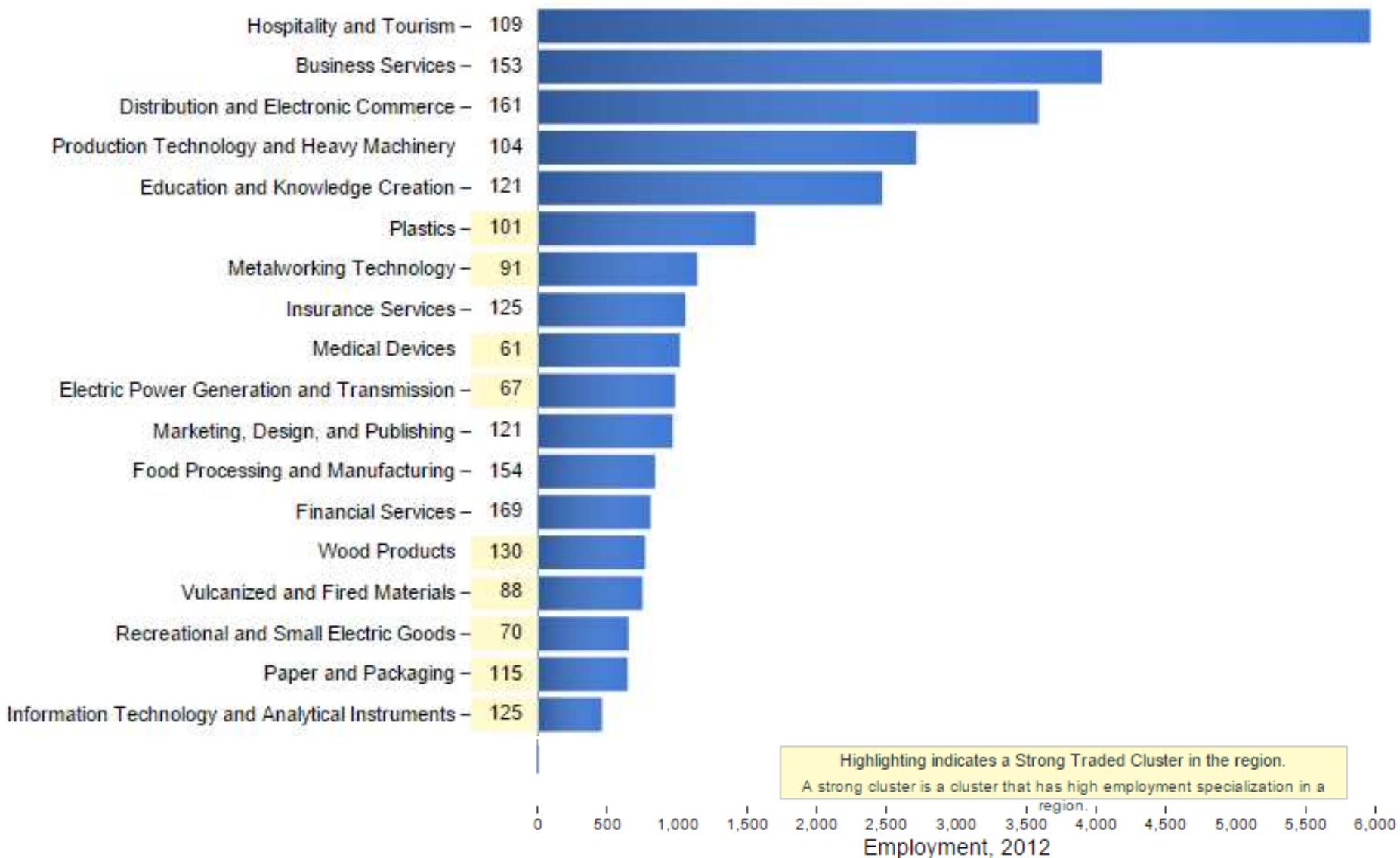
- ▶ How should we organize the effort?

Tri-Region Economy: An Outsider's View



- \$8.3 billion GDP
- \$11.5 billion exports
- 192,400 population
- 93,900 total emp
- 3,000 est. ann. job openings 2015-20
- 41% postsecondary

Tourism/Hospitality prominent, but industry diversity helps Tri-Region avoid “part-time” economy label



15
Traded Clusters



Diverse base of small & emerging clusters
strong foundation for econ development

Industry Partners: Several options for anchor firms to serve as potential champions for Tri-Region efforts

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Business Size

Employees
Sales Volume
Office Size

Geography

Street / Radius / Neighborhood
Area Code / Phone Number
ZIP Code / Carrier Route
City / County / Metro / State
Map Based Search

Business Characteristics

Type of Company
Company / Executive Name
Executive Title / Gender / Ethnicity
Business Details
Contact Options
Email

My Data

Review Criteria

12,043 Records

Map Tags Details Summary Export Save

Call Campaign Direct Mail Email Campaign

Row No. Go 1-90 of 12,043

	<input type="checkbox"/>	Business Name	City	Employee Size	SIC Code	SIC Description	Sales Volume
1	<input type="checkbox"/>	United Natural Foods	Chesterfield	500-999	514101	Food Products (Whls)	Over \$1B
2	<input type="checkbox"/>	Albert's Organics NE Div	Chesterfield	500-999	514801	Fruits & Vegetables-Wholesale	Over \$1B
3	<input type="checkbox"/>	Judd Wire Inc	Turners Falls	100-249	508546	Wire-Insulated (Whls)	\$500M - \$1B
4	<input checked="" type="checkbox"/>	Entergy Nuclear Vt Yankee LLC	Brattleboro	500-999	491104	Power Plants	\$500M - \$1B
5	<input type="checkbox"/>	Yankee Candle Co	South Deerfield	500-999	599953	Candles	\$100-500M
6	<input type="checkbox"/>	Toyota Volvo Of Keene	Swanzey	100-249	551102	Automobile Dealers-New Cars	\$100-500M
7	<input type="checkbox"/>	Teleflex Inc	Jaffrey	250-499	331798	Steel Pipe & Tubes (Mfrs)	\$100-500M
8	<input type="checkbox"/>	Samson Manufacturing Corp	Keene	20-49	509908	Manufacturers-Agents & Representatives	\$100-500M
9	<input type="checkbox"/>	Pelican Products Inc	South Deerfield	500-999	364804	Flashlights (Mfrs)	\$100-500M
10	<input type="checkbox"/>	Ocean State Job Lot	Walpole	50-99	509936	Job Lot Merchandise (Whls)	\$100-500M
11	<input type="checkbox"/>	Newmark	Brattleboro	100-249	512205	Vitamins & Food Supplements-Wholesale	\$100-500M
12	<input type="checkbox"/>	Mt Snow Resort	West Dover	1000-4999	701110	Skiing Centers & Resorts	\$100-500M
13	<input type="checkbox"/>	Millipore Corp	Jaffrey	500-999	283601	Biological Products (Mfrs)	\$100-500M
14	<input type="checkbox"/>	Lightlife Foods Inc	Turners Falls	100-249	514101	Food Products (Whls)	\$100-500M
15	<input type="checkbox"/>	Leader Distribution Sysys Inc	Brattleboro	50-99	514937	Beverages (Whls)	\$100-500M
16	<input type="checkbox"/>	Franklin Medical Ctr	Greenfield	500-999	806202	Hospitals	\$100-500M
17	<input type="checkbox"/>	Eversource Energy	Millers Falls	250-499	491101	Electric Companies	\$100-500M

Perception: Secondary Data



Challenges, but:

- Industry diversity
- Human capital
- Anchor firms
- Natural amenities
- Arts/culture
- Tourism
- Job openings

Perception: Stakeholder Views

Table Exercise

What **one** word best describes Tri-Region?



Perception: Asset Mapping

Table Exercise

What are Tri-Region's unique assets and characteristics that present region's best opportunities for community/economic development?



Action: “Bottom-Up” Strategies

CEDS Posters

What existing priorities and/or initiatives can be leveraged for regional community/economic development?



Action: Work Plan Brainstorming



Table Exercise

Short-term opportunities?

Longer-term opportunities?

Organization: Early Considerations



Table Exercise

What are the rules of engagement?

How do we determine best way forward?

Next steps?



National Association of Development Organizations (NADO)

and the NADO Research Foundation

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