

I am a resident of Shelburne and the CEO of [InfiSense](#). We are an early stage hardware-enabled software company that gives experts the data they need to solve today's toughest problems, including climate change, building decarbonization and indoor food production.

We are bursting at the seams to grow our team, add customers, increase revenue and improve our product. However, we can't do this without an injection of outside capital. Our needs are modest, but the marginal impacts of this capital are huge. We would immediately hire various skill sets, from software development to marketing to sales and customer success. We would ramp up existing services that already use Vermont-based companies such as [Reconciled](#). We would hire interns from local schools. **In short, the talent we need is right here in Vermont.**

The Commerce committee needs to understand that early stage investment is hyper-local and there is a penalty for being an entrepreneur and startup based in Vermont. We have had numerous investors clearly state that they are hesitant to fund us due to our location and the fact that we're not in a major city. They do indicate that if we had early capital from local institutional funds like the Vermont Seed Fund that would make it easier for them to believe in what we're doing and co-invest.

The Seed Fund is essential for Vermont-based companies. Please recapitalize this fund. The impacts flow out of each small investment and this fund directly creates jobs, attracts more talent and investment, and ensures that Vermont can grow local businesses and keep families here.

Thanks for your consideration,

Tim

Tim Guiterman, CEO
InfiSense