

AMCHAM/NECBC Luncheon
27 October 2015

“Vermont and Quebec: Strengthening Economic Ties and Business Opportunities.”

Background:

- The luncheon is being hosted by AmCham – Quebec and the New England Canada Business Council (NECBC).
- There will be approximate 60 attendees – made up of businesses, aerospace consultants, attorneys and government officials (both U.S. and Quebec).

Please thank:

- Ben Schwartz of TD Bank and NECBC President for hosting the event
- Julie Lessard, Co-Chair of AmCHAM Co-Chair
- Len Gold, Previous President of NECBC
- Jean-Marc Clement of AmCham

Please recognize:

- Consul General Nina Fite
- representatives from the Quebec Government
- representatives from the US Department of Commerce
- businesspeople from Quebec, including attorneys and consultants,

Following your remarks, a panel, moderated by Tom Torti, will talk further about doing business in Vermont and New England.

Panelists will include:

- Jake Holzscheiter (pronounced HOLE-SHIDER), President of AN Deringer,
- Gregory Maguire, Revision Military
- Leonard Gold, a Boston-based attorney from Burns & Levinson.

Talking Points

- Vermont is a place to do business...not just ski, sail and savor our great food and beer

- You are here in Montreal to build on existing relationships
 - o Strong relationship with Premier Couillard

 - o Shared commitment to environmental excellence and economic development

 - o Vermont has a longstanding cooperation agreement with Quebec – collaboration on economic development, energy, transportation, the environment
 - Strong energy partnership – Hydro Quebec and Gaz Metro (the Premier and Consul General Fite attended the Power from the North Conference last March in Vermont)
 - Transportation – improvements to A-35 have helped with commerce and tourism
 - Port of Montreal is a great asset to Vermont companies

 - o The Premier’s visit began discussions about economic development and the VQEI efforts

- We are working hard to growing new partnerships
 - o VQEI – private sector participation will help make this a success

- VQEI work will enhance B2B opportunities, economic development relationships and create new promotion opportunities.
 - o We have already hosted dozens of companies in Vermont thanks to the launch of this program and there are more events being planned to encourage new investment in our great state – one before the end of the year

 - o New relationships with site consultants have been initiated

- The VQEI was a sponsor of Deringer's annual Port of Montreal Tour
- Quebec has been a great neighbor for commerce – we share some great companies that are located across Vermont: Revision, VELAN and Appalachian Flooring - and the door is open to host more.
 - Appalachian Flooring selected North Troy, Vermont as their US location. This Cowansville-based company makes engineered hardwood flooring products. They selected North Troy due to its proximity to the Canadian border and for the fantastic workforce.
 - You will hear more about Revision from Greg in a few minutes, but this company located in Vermont about eleven years ago and has expanded in Vermont several times. Revision now has two locations in our state.
 - Kaytec, with operations in Quebec and Richford, Vermont, is another great example of a cross-border company. They manufacture building products – including vinyl siding and window shutters. They have called Vermont home for decades.
- There are a host of incentives to encourage investment in our state; the panel will get into greater detail on that.
 - We don't play checkbook economic development; we have nationally recognized programs that are fiscally responsible.
 - Our commitment to workforce development includes our colleges and universities – all of whom understand the need to offer programs that help grow our already-strong workforce. They can customize training classes to fit employers' needs.

You may want to mention that the President of Vermont Tech joined the meeting you had with the Premier, Tom Torti and business leaders during his March visit to Burlington

- We aren't striving to compete with Plattsburgh b/c what we have to offer is very different.

- Reference panelists –
 - Greg Maguire from Revision
 - Jake Holzscheiter (pronounced HOLE-SHIDER) from Deringer
 - Len Gold from Burns & Levinson.

They are all great resources for companies seeking to do business in Vermont.

Close by reiterating our commitment to strengthening opportunities between Quebec and Vermont. We share much more than a border...

Take Questions