



Nancy Jeffries-Dwyer, Owner
Njoyevent.com

June 3, 2020

Dear Members of the Committee (including):

Rep. Michael Marcotte, Chair

Rep. Jean O'Sullivan, Vice Chair

Rep. Charles Kimbell, Ranking Member

Rep. Robert Bancroft, Rep. James Carroll, Rep. Eileen Dickinson, Rep. Stephanie Jerome,
Clerk, Rep. Kristi Morris, Rep. Zachariah Ralph, Rep. Tristan Toleno

As the owner of a long-standing wedding planning small business in Vermont I rely heavily on the tent and rental companies to serve my clients' needs. 95% of my business is generated from destination weddings – clients who travel here to celebrate their marriage from another state, therefore bringing significant income into our state.

In looking at client contracts with various tent companies for the year 2020 the total income that would have generated in equipment rentals is \$295,780. This is a relatively accurate amount from other weddings that I have hosted over the past 5 year period – ranging from \$245,000 - \$350,000 just for rentals alone.

Without the support of these rental companies, my clients simply would have chosen to host their wedding in another state where they could receive the products and services that they wanted.

I strongly request that you members and other influencers take a hard look at how you will support the rentals industry, and the wedding industry in general. I am only one vendor who generates significant revenue for the state, and I hope to continue doing so for many years. But without our rental companies our businesses will be broken.

Sincerely,

Nancy Jeffries-Dwyer

Owner, NJOY Event Planning

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