

Vermont Business Roundtable

32nd ANNUAL MEMBERSHIP MEETING

OVERVIEW

Thursday, January 17, 2019
The Essex Resort & Spa | Essex, VT

TIME	EVENT	PRESENTERS
9:30 – 10:30 a.m.	New Director Orientation – Salon I, Governor’s Mansion	Lisa Ventriss
10:30 – 11:30 a.m.	New Member Orientation – Salon I, Governor’s Mansion	Lisa Ventriss
11:30 a.m. – 12:00 p.m.	Registration - Atrium, Main Building	
12:00 – 1:00 p.m.	Networking Luncheon	Speaker, Education Secretary Dan French
1:00 – 2:00	Business Meeting	Mark Foley, Chair
2:00 – 2:15	Networking Break	.
2:15 – 3:30	Tandem Leadership: Going Farther Together	Dan Bridge, VMI Phelan Fretz, ECHO Mary Powell, GMP
3:30 – 3:45	Networking Break	
3:45 - 4:45	Handing over the Reins to the Next Generation	David Bradbury, VCET Marguerite Dibble, GameTheory Sarah Morris, Basin Harbor Resort and Boast Club
5:00 – 7:00	Reception	

Vermont Business Roundtable

32nd ANNUAL MEMBERSHIP MEETING

BUSINESS AGENDA

January 17, 2019 | 1:00 – 2:00 p.m.

CALL TO ORDER	FOLEY
<ul style="list-style-type: none">• Approval of Previous Meeting Minutes (<i>Action, Attachment I</i>)• Chair’s Remarks	
TREASURER’S REPORT	GILES
COMMITTEE REPORTS	
<ul style="list-style-type: none">• Governance (<i>Action, Attachment II</i>)• Pension Reform Task Force• Early Childcare & Learning Task Force	DUNN CROW FRAME
PRESIDENT’S REPORT	VENTRISS
VERMONT TALENT PIPELINE MANAGEMENT	SHEAHAN
LEGISLATIVE OUTLOOK	HOLLAR
OTHER BUSINESS	
ADJOURNMENT	FOLEY

Vermont Business Roundtable

Attachment I

2018 SUMMER MEMBERSHIP MEETING Minutes of the Meeting June 14, 2018

Pursuant to the foregoing Notice of Meeting, the 2018 Summer Membership Meeting of the Vermont Business Roundtable was held at Sugarbush Resort in Warren.

The 31st summer meeting was officially called to order at 1:00 p.m. by Chair Michael Seaver. He began the business meeting by welcoming members and guests and asked for a motion to approve the minutes of the previous meeting.

Action: Upon motion duly made and seconded, the minutes of the previous meeting were unanimously approved.

Next, Seaver invited Lucie Garand of Downs Rachlin Martin to provide a summary of the highlights from the 2018 Vermont legislative session. In her remarks, Garand pointed to passage of two important bills that were priorities for the Roundtable, including free tuition for Vermont National Guard and inclusion of Vermont Talent Pipeline Management in the comprehensive workforce development bill.

Next, Roundtable President Lisa Ventriss delivered her mid-year remarks to the membership, which included highlights of the activities and accomplishments since January.

Next, Paul Millman, Chair of the Governance Committee, presented the new members for ratification by the full membership.

Action: Upon motion duly made and seconded, the slate of new members was unanimously approved.

Next, a series of progress reports were presented by Lisa Ventriss on behalf of Mark Foley, Chair of College and Career Readiness Task Force and, Mark Crow, Chair of the Pension Reform Task Force. The reports were followed by discussion among the memberships.

At this point, as there was no further business, the business meeting was adjourned.

Respectfully submitted,

Lisa Ventriss, President

COMMITTEE REPORTS

Vermont Business Roundtable

Attachment II

TO: Roundtable Members
FROM: Tom Dunn, Chair of Governance Committee
RE: Recommendations for Action

Your Governance Committee includes the following individuals: Renee Bourget-Place, Frank Cioffi, Tom Dee, and Tom Gallagher. At the end of 2018, Paul Millman's term on the board expired and I'd like to acknowledge Paul's leadership during his tenure, as Chair of the Governance Committee. We owe him a debt of gratitude.

On behalf of the Board, which approved the following items at its meeting in November, I present the following recommendations for your ratification at the 32nd Annual Meeting.

Recommendation #1:

That the Members ratify the approved slate of directors to serve a first three-year term (2019-2021):

DAVID BRADBURY, Vermont Center for Emerging Technologies
SARA BYERS, Leonardo's Pizza
MEG FLEMING, SymQuest
HOLLY GROSCHNER, VermontPBS

Recommendation #2:

That the Members ratify the following approved directors for a second three-year term (2018-2020):

TOM DEE, Southwestern Vermont Health Care
MARK FOLEY, Foley Services
WALTER FRAME, Trapp Family Lodge
JUDY O'CONNELL, Champlain Investment Partners
MIKE WALSH, NFP

Recommendation #3:

That the Members ratify the following approved Board officers for the term 2019-2020):

MARK FOLEY, Chair
JUDY O'CONNELL, Vice Chair
SCOTT GILES, Treasurer
STEPHANIE MAPES, Secretary
MICHAEL SEAVER, Immediate Past Chair

Thank you.

APPENDIX

Vermont Business Roundtable

2019 ANNUAL MEETING PRESENTER BIOS

DAVID BRADBURY, PRESIDENT VERMONT CENTER FOR EMERGING TECHNOLOGIES

www.VCET.co

@VCET

Mr. Bradbury is President of the Vermont Center for Emerging Technologies (VCET), which offers expert business mentoring, venture capital, three coworking and accelerator facilities, and substantive networking to the region's entrepreneurs and next generation employers. In 2013, VCET was ranked #11 globally and #5 in the US by the UBI Index.

When not grabbing coffee with aspiring entrepreneurs, reading technology journals or learning to code, David is snowboarding, surfing, and mountain biking with his family from their home base in Stowe, Vermont.

DAN BRIDGE, PRESIDENT AND CEO VERMONT MUTUAL INSURANCE GROUP

www.vermontmutual.com

Mr. Bridge is President, COE and Chairman of the Board of Vermont Mutual Insurance Group. He joined Vermont Mutual in 21009 and is an industry veteran of nearly 30 years. He was previously employed in senior management positions both regionally across New England and nationally. Dan brings experience in Underwriting, Marketing and Distribution, Product Development and Pricing, Information Technology and Strategic Planning. He has served on several boards and committees, including AIPSO, Massachusetts and Rhode Island Property Insurance Underwriting Associations (FAIR Plans), Mutual Fire Insurance Association, and the Vermont Business Roundtable. Most recently, Dan has led the Marketing, underwriting, IT and Research & Development functions at Vermont Mutual.

MARK CROW, PRESIDENT TENTH CROW CREATIVE

www.tenthcrowcreative.com

Mr. Crow is President of Tenth Crow Creative, an advertising and design agency based in Burlington, Vermont. Working with clients in a variety of industries, Mark's industry experience includes healthcare, food/beverage, manufacturing, financial, lifestyle/fitness and energy.

Prior to joining Tenth Crow as a partner in 2006, Mark practiced business and real estate law for 18 years, mostly as a partner with two Burlington firms. Mark was formerly on the boards of Burlington City Arts and Lund, and served on the South Burlington Planning Commission. Mark graduated with a J.D. from the University of Southern California and a B.A. from Colorado College.

MARGUERITE DIBBLE, CEO AND FOUNDER GAMETHEORY

@MLDibbs

www.gametheoryco.com

Vermont Business Roundtable

Ms. Dibble is the CEO of GameTheory, a company that uses game design toolkits and mindsets to tackle challenging real-world problems. Much of GameTheory's work centers around designing what is natural and enjoyable for users, seeking to create solutions that are engaging rather than demanding. GameTheory has worked to provide unique game-based solutions across healthcare, energy, and education, creating products and techniques that exist in the sweet spot between logical and the creative.

**TOM DUNN, PRESIDENT AND CEO
VERMONT ELECTRIC POWER COMPANY**

www.velco.com

Mr. Dunn currently serves as President & CEO of Vermont Electric Power Company (VELCO). He joined VELCO in 2000 and advanced through several positions within the Company including: Director of Capital Projects, Vice President for Transmission Services, and Chief Operating Officer. Prior to joining VELCO, Mr. Dunn was the Chief of Engineering at the Vermont Public Service Department from 1992-2000. From 1985 to 1990 Mr. Dunn was a Field Engineer at the Massachusetts Electric Company. Mr. Dunn is a graduate of the Massachusetts Maritime Academy and has an MBA from Boston College.

**MARK FOLEY, JR., OWNER AND PRESIDENT
FOLEY SERVICES/MKF PROPERTIES**

www.foleylinens.com

www.mkfpropertiesvt.com

Mr. Foley is the fourth-generation owner of Foley Services, the leading linen, uniform and materials rental company in Vermont. Mark is also the owner of MKF Properties, a real estate management company which owns and manages commercial properties, primarily in Rutland's Historic Downtown.

Mr. Foley is active in the community, serving on several Boards, including the Rutland Economic Development Corp (REDC), the Rutland Regional Medical Center, and the Paramount Theatre. He is also currently serving as Vice Chair of the Vermont Business Roundtable. Mark lives in Rutland Town with his wife Kelly, and their three children.

**WALTER FRAME, III, DIRECTOR AND EXECUTIVE VICE PRESIDENT
TRAPP FAMILY LODGE**

www.trappfamily.com

Walter Frame coordinates all business activities for the 2,500 acre resort; hotel, brewery, cross country skiing, mountain biking, recreation, homeowner association management, and real estate sales & development. He was previously Vice President and Director of Real Estate Development at Spruce Peak Realty, LLC, for the period 2003-2011. In addition to administering all development, governance and operations for Spruce Peak at Stowe, a planned community at Stowe Mountain Resort, Frame spearheaded the creation of the Spruce Peak Arts Center Foundation, a non-profit performing arts center.

Walter is married to Kristina von Trapp and they live in Stowe with their two daughters, Annie and Stella. Frame earned a bachelor's degree from Babson College and an MBA from the Carroll School of Management at Boston College.

**DANIEL M. FRENCH, SECRETARY
AGENCY OF EDUCATION**

@danfrench

Vermont Business Roundtable

Mr. French started his career in education as a high school social studies teacher, K-12 principal, and superintendent in Canaan, Vt. He then served as the superintendent for the Bennington-Rutland Supervisory Union from 2007-2016. In 2009, French was named Vermont Superintendent of the Year, and he served as president of the Vermont Superintendents Association from 2010-2012.

From 2016-2018, he was the coordinator of the School Leadership Graduate Program at Saint Michael's College where he taught graduate courses in school leadership, the legal and financial management of schools and using data to improve schools.

French also provided consulting services to Vermont school districts and the Vermont Agency of Education with a focus on assisting districts with improving their organizational performance as a result of merging. He has been very active in the development of major Vermont education policy initiatives including Act 153, Act 156, Act 77 and Act 46.

Mr. French obtained his bachelor's degree in political science from the University of Connecticut in 1985, his master's degree in educational administration from Plymouth State University in 1996, and his doctorate in educational leadership and policy studies from the University of Vermont in 2014.

PHELAN FRETZ, EXECUTIVE DIRECTOR OF ECHO, LEAHY CENTER FOR LAKE CHAMPLAIN

@phelanfretz

www.echovermont.org

Dr. Fretz's science education career includes leadership positions at the New England Aquarium, Philadelphia's Academy of Natural Sciences and Chicago's Museum of Science and Industry. He was named Executive Director of ECHO in 2002 and opened the new Burlington Waterfront science and nature center in 2003.

Dr. Fretz received a B.S. from Penn State University, M.S. in Conservation Biology and Ph.D. in Cognitive Psychology from the University of California, Davis. He received several national museum industry awards including the Noyce Leadership Fellowship. He is an avid cyclist, lives in Burlington with his wife Laura, a sixth grade math and science teacher.

SCOTT GILES, PRESIDENT AND CEO VERMONT STUDENT ASSISTANCE CORPORATION

www.vsac.org

Mr. Giles has served VSAC since 2003. Mr. Giles was appointed president and CEO of VSAC after serving as vice president of operations, social marketing, and strategy. Mr. Giles previously served as deputy chief of staff of the Committee on Science of the U.S. House of Representatives and as senior professional staff member on the U.S. Senate Committee on Health, Education, Labor and Pensions, where he authored the student loan provisions of the Higher Education Act of 1998. He was appointed by the Secretary of Education to serve on the Federal Advisory Committee on Student Financial Assistance and was elected chair.

A national expert in higher education policy, regulation, and servicing, Mr. Giles has been designated by Secretary Spellings and Secretary Duncan to represent the nonprofit student loan lenders and servicers in three rounds of negotiated rule-making. Mr. Giles has a BA from St. Lawrence University and an MA and PhD from the University of Virginia, as well as certificates in finance and management from the Harvard Business School and the Kennedy School of Government.

Vermont Business Roundtable

**JOHN HOLLAR, PARTNER
DOWNS RACHLIN MARTIN**

www.drm.com

Mr. Hollar brings more than 25 years of public policy experience at the state and federal levels to his work as a member of DRM's Government and Public Affairs Group. Since 1990, he has represented a wide range of businesses and associations before the Vermont General Assembly in the areas of insurance and utility regulation, health care, education, telecommunications, tax policy and state appropriations.

Mr. Hollar also represents a variety of clients on administrative matters before state regulatory agencies, including the Department of Banking, Insurance, Securities and Health Care Administration and the Office of Secretary of State licensing boards. He serves as outside general counsel to a Vermont domestic property and casualty company. He works closely with clients - many of whom have complex and challenging legislative and regulatory needs - to develop alliances with other businesses and organizations. Working with other members of the DRM Government Affairs team, he helps clients to implement effective media and public relations strategies.

Mr. Hollar was listed in The Best Lawyers in America 2010. He currently serves as chairman of the Montpelier School Board of Commissioners, and has been a board member of the Central Vermont Chamber of Commerce, the Onion River Arts Council and a volunteer teacher for Prevent Child Abuse Vermont. He is an avid mountain biker, and also enjoys skiing, backpacking and kayaking. He is a member of the Old Meeting House in East Montpelier.

**SARAH MORRIS, FIFTH GENERATION HOST
BASIN HARBOR RESORT AND BOARD CLUB**

www.basinharbor.com

Ms. Morris is a fifth-generation hotelier at Basin Harbor. She holds management experience in resorts, private clubs, and restaurants, with specific experience in resource management in seasonal business, guest services, sales and marketing, and F&B management. She works to anticipate, fulfill, and exceed guest expectations while have a little fund every day.

Sarah holds a B.S. in Hotel Administration from Cornell University. Her interests include travel, gastronomy, and the great outdoors.

**MARY POWELL, PRESIDENT AND CEO
GREEN MOUNTAIN POWER CORPORATION**

@MaryGPowell

www.greenmountainpower.com

Ms. Powell is nationally recognized as an energy visionary, positioning Green Mountain Power as a leading energy transformation company. Delivering clean, cost-effective and highly reliable power to customers all across Vermont, GMP offers cutting-edge products and service to reduce costs and carbon. In 2017, GMP was named one of the top 10 energy companies in the world by *Fast Company*. GMP has also achieved the top score for mid-sized utilities in the East Region in J.D. Power's 2016 electric utility residential customer satisfaction study.

Mary has served as president and chief executive officer for GMP since 2008. She initiated and implemented a strategic and comprehensive restructuring of the company that dramatically transformed GMP, and she has been the backbone of a cultural transformation and service quality improvement. Fast,

Vermont Business Roundtable

fun, and effective is her motto. Under Mary's leadership, GMP became the first utility in the world to become a member of B Corp, showing a commitment to use energy as a force for good.

Mary has delivered on an ambitious energy vision to provide low-carbon, low-cost and highly reliable power to Vermonters. As a result, GMP became the first utility to offer to help customers go off-grid, built Vermont's largest wind farm, made Rutland, Vermont, the Solar Generation Capital of New England, and installed smart grid technology across GMP's service territory.

In 2012, Mary led the acquisition of Central Vermont Public Service, with a promise to generate \$144 million in savings for customers. GMP has grown from serving 88,000 customers in 2008 to serving over 260,000 customers, with revenues of more than \$640 million and \$2 billion in assets.

And in 2015, Mary led another partnership with Tesla, with GMP becoming the first utility anywhere to offer customers the Tesla Powerwall battery.

In 2014, Mary was recognized by Powergen as the Woman of the Year, in 2015 The Burlington Free Press named her Vermonter of the Year, in 2016 Fast Company named Mary one of the 100 most creative people in business, and in 2017, Mary was named one of the top 25 Most Influential Women of the Mid-Market by CEO Connection.

LISA VENTRISS, PRESIDENT VERMONT BUSINESS ROUNDTABLE

@lisa_ventriss

www.vtroundtable.org

Ms. Ventriss joined the Roundtable in 2002 as President and chief spokesperson. Since then, Ms. Ventriss has led the organization to become effective and respected business champions for public investments in the early years of a child's life; for improvement of Vermont's PreK-12 education system; and, for better alignment of the state's education and training programs with the needs of the state's employers. The Roundtable's efforts have resulted in meaningful policy changes at the state level and have earned a national reputation and recognition for successful community building on these issues.

Prior to joining the Roundtable, Ms. Ventriss held a leadership position in the Vermont captive insurance industry, in which she represented the industry and its strategic partners as it grew into the largest domestic and third largest captive domicile in the world. The hallmark of her contributions was in laying the foundation for what has become the industry's leading educational organization, the International Center for Captive Insurance Education (ICCIE).

Ms. Ventriss holds leadership positions in several Vermont and New England-based organizations. She earned a Master of Public Administration and B.A. in Political Science from the University of Vermont and is the recipient of numerous awards including the 2017 Catherine McAuley Award from Mercy Connections. Ms. Ventriss is married and has three sons and one adorable grandson.

Vermont Business Roundtable

32nd Annual Membership Meeting Registered Roundtable Members & Guests

MEMBERS

David Austin, Sheehey Furlong & Behm

Don Baker, KeyBank

Jesse Beck, Freeman French Freeman

Scott Boardman, Hickok & Boardman Inc.

Janette Bombardier, Chroma Technology Corp.

David Bradbury, Vermont Center for Emerging Technologies (VCET)

Jo Bradley, Vermont Economic Development Authority

Dan Bridge, Vermont Mutual Insurance Group

Sara Byers, Leonardo's Pizza

Frank Cioffi, Cynosure / GBIC

Tom Clavelle, Engelberth Construction

David Coates, KPMG LLP (Retired)

Jody Cole, People's United Bank (Associate)

Mark Crow, Tenth Crow Creative

Phil Daniels, TD Bank

Staige Davis, Four Seasons Sotheby's International Realty

Thomas Dunn, VELCO

Scott Fewell, Liquid Measurement Systems

Scott Finn, Vermont Public Radio

Meg Fleming, SymQuest Group

Mark Foley, Foley Services / MKF Properties

Walter Frame, Trapp Family Lodge

Phelan Fretz, ECHO Leahy Center for Lake Champlain

Dimitri Garder, Global-Z International

Don George, Blue Cross Blue Shield of Vermont

Scott Giles, Vermont Student Assistance Corp.

Geoffrey Grab, Neville Companies, Inc.

Holly Groschner, Vermont PBS

Dave Gurtman, Dinse, P.C.

Stephen Harrison, Kurn Hattin Homes

Jacob Holzscheiter, A.N. Deringer

Johnny Illick, ReArch Company (Associate)

Kerrick Johnson, Vermont Energy Investment Corp. (Associate)

Shane Jacobson, UVM Foundation

Vermont Business Roundtable

Michael Keller, Gallagher, Flynn & Company, LLP
Peter Kelley, DEW Construction Corp. (Associate)
Jen Kimmich, The Alchemist
Eric Knudsen, Langrock Sperry & Wool, LLP
Peter Kunin, Downs Rachlin Martin PLLC
Evan Langfeldt, O'Brien Brothers
Thomas Leavitt, Northfield Savings Bank
Christopher Loso, Loso's Professional Janitorial Services, Inc.
Leslee MacKenzie, Coldwell Banker Hickok & Boardman Realty
Jim Madej, Vermont Energy Investment Corp.
Stephanie Mapes, Paul Frank + Collins P.C.
Thomas McHenry, Vermont Law School
Dale Miller, GlobalFoundries
Paul Millman, Chroma Technology Corp.
Bob Morgan, North Country Federal Credit Union
Sarah Morris, Basin Harbor Resort
Eric Ode, Champlain Investment Partners (Associate)
Ralphine O'Rourke, Primmer Piper Eggleston & Cramer P.C.
Brian Otley, Green Mountain Power Corp. (Associate)
Cassie Polhemus, Vermont Economic Development Authority (Associate)
Mary Powell, Green Mountain Power Corp.
David Provost, Middlebury College (Associate)
David Rees, Bennington College (Associate)
Don Rendall, Vermont Gas Systems
Stephen Savell, ReArch Company (Associate)
John Sayles, Vermont Foodbank
Karen Scolforo, Castleton University
Timo Shaw, VBT & Country Walkers
Bill Shouldice, IV, Vermont Teddy Bear
Bill Stritzler, Smugglers' Notch Resort
Tom Sullivan, The University of Vermont
Tim Volk, Member Emeritus
Michael Walsh, NFP
Don Wells, DEW Construction Corp.

GUESTS

Jesse Crary, Primmer Piper Eggleston & Cramer PC
Marguerite Dibble, GameTheory
John Flynn, VELCO
Anna Marie Gewirtz, Flynn Center for the Performing Arts

Vermont Business Roundtable

Joan Goldstein, Vermont Department of Economic Development

Pam Mackenzie, DeckerZinn

Jennifer McDonald, Downs Rachlin Martin PLLC

Michele Nelson, VELCO

John Hollar, Downs Rachlin Martin PLLC

Peter Sylvester, Morgan Stanley

Nicole Voth, VBT & Country Walkers

Ashley Wainer, Vermont Gas Systems

John Wilking, Neville Investments

Dixie Zens, Abacus Automation

STAFF

Sherra Bourget, Operations and Communication Director

Mary Anne Sheahan, Executive Director of VTPM

Lisa Ventriss, President