

Vermont Department of Economic Development
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Montpelier, VT 05620-0501
accd.vermont.gov/economic-development

To Whom It May Concern:

I am writing to follow-up on your firm's interest in participating in Vermont's Office of Economic Adjustment (OEA) grant for defense-related companies. As we discussed, the grant is intended to provide assistance for Vermont-based companies to help them receive the training necessary to diversify revenues away from DOD-related sources. Members of the Vermont Department of Economic Development (DED)—in coordination with the state's Regional Development Corporations (RDCs) and the Vermont Manufacturing Extension Center (VMEC)—will be hosting a meeting for companies interested in participating in the grant on **Tuesday, February 21st 10:00am-12:00pm—Vermont Technical College, Williston Campus (building TBD)**. We would like to invite you or someone from your management team to attend.

The meeting will cover possible opportunities for the grant funds as well as provide participants with the ability to undertake a business assessment—provided by VMEC—using CoreValue's Discover tool. CoreValue is an algorithm-based on-line tool which provides operational assessments—and, highlights areas where generating additional capabilities can build additional quantifiable business value. **Attendees are asked to please bring a laptop or tablet to the meeting to complete the assessment.** VMEC and DED will be using the results as a means of focusing on providing training in the capabilities that will generate the largest increases in business value. Please see the following link for more information on CoreValue: <https://corevaluesoftware.com/corevalue-for-business-executives>.

Lastly, if you have any questions please don't hesitate to contact me, or review the OEA grant information on our website:

<http://accd.vermont.gov/economic-development/resources/business/Defense-Diversification-Assistance>

Please advise either Ian Davis or Brett Long of your attendance plans. Thank you, we look forward to meeting with you.

Regards,

Joan Goldstein
Commissioner

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