



ANNUAL REPORT

FISCAL YEAR ENDED JUNE 30, 2022



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VEDA CONTRIBUTES TO VERMONT'S ECONOMIC VITALITY BY PROVIDING A BROAD ARRAY OF FINANCING PROGRAMS TO ELIGIBLE BUSINESSES THAT CREATE JOBS AND HELP ADVANCE VERMONT'S PUBLIC POLICY GOALS.

The Honorable Phil Scott
Governor, State of Vermont
Pavilion Office Building
Montpelier, VT

Dear Governor Scott,

On behalf of the members and staff of the Vermont Economic Development Authority, we are pleased to submit to you our Annual Report for the fiscal year ended June 30, 2022, the Authority's 48th year.

We started the year with a great deal of uncertainty in the economy, and while uncertainty persists, we witnessed how Vermont businesses want to move beyond the COVID 19 pandemic. We approved an astounding \$160.9 million in new financings across all our programs, up 244% from fiscal year 2021. In our core direct commercial and agriculture loan programs, we approved \$57.1 million in new loans, an 86% increase from fiscal year 2021 and a 16% increase over pre-pandemic fiscal year 2019. Our direct financing activity impacted approximately 2,200 jobs in Vermont.

VEDA approved loans totaling \$53.6 million in our commercial, small business and clean energy programs. Our work in these programs would not be possible without the help and support of the many banks, credit unions and other lenders in the state. VEDA also worked with our state agency partners to approve \$2.6 million in loans for clean water, drinking water and EV charging station projects. Revenue bonds totaling \$95.9 million were approved in the important sectors of waste management and long-term care service providers.

VEDA's agricultural lending unit, Vermont Agricultural Credit Corporation, approved \$8.7 million in agricultural loans to approximately 50 farming enterprises in fiscal year 2022. The cow dairy industry, our largest sector, represented 47% of the total \$87 million in agricultural portfolio at the end of the year, down from 63% of a \$107 million portfolio five years ago. The small- and medium-sized dairy farms continue to be disproportionately impacted by a mix of challenges, including unfavorable fluctuations in commodity prices and aging demographics. VEDA's non-cow dairy activity during the year included loans to over a dozen diverse agricultural and forestry producers including goat dairies, poultry, logging, maple, beef cattle and a variety of crops. VEDA helped many new farmers either start a new farm business or purchase an existing farm.

With the support of your administration and the General Assembly, VEDA's lending authority was expanded with the enactment of Act No. 91 (H.627). This legislation enables VEDA to provide greater and meaningful impact in larger and complex economic development projects. It also enables VEDA to better serve the growing service economy and long-term care service providers. We are already experiencing how this legislation is helping VEDA and its lending partners fill financing gaps.

We are grateful to be chosen by your administration to implement the State Small Business Credit Initiative (SSBCI) program reauthorized in the American Rescue Plan Act. VEDA will use up to \$28 million of the SSBCI funds to help small businesses access low-cost loans over the nine-year term of the program. In the current increasing interest rate environment, this money provides critical help to businesses emerging from the pandemic.

While most of us are ready to move beyond the pandemic, we are keenly aware many businesses were disproportionately impacted by the mandated shutdowns. The VEDA Short-Term Forgivable Loan Program, created by the General Assembly this past year, appropriated \$19 million dollars to VEDA to help businesses that are not back to pre-pandemic financial strength. VEDA's staff is working hard to ensure the funds get to the businesses that need more financial relief to get back on stable financial footing.

The members and staff of VEDA thank you for your support. We look forward to working together to implement these new initiatives and continue the work of strengthening and enhancing the economic vitality of our state.

Sincerely,



CASSIE POLHEMUS, CEO



STEVE VOIGT, BOARD CHAIR

BOARD OF DIRECTORS



LEFT TO RIGHT: Anthony Collier, Caroline Carpenter, Steven Voigt, Joan Goldstein, Daniel Kurzman, Edward Delhagen, Alyson Eastman, Thomas Gallagher, Rhonda Shippee, Theodore Foster

NOT PICTURED: Michael Snyder, Karyn Hale, Beth Pearce

VEDA STAFF



ROW 1: Alice Wright, Andy Wood, Ann Miller, Cassie Polhemus, Chanda Beun, Cheryl Houchens, Cindy Houston, Colleen Leonard, Debbie Izor, Elizabeth Russell

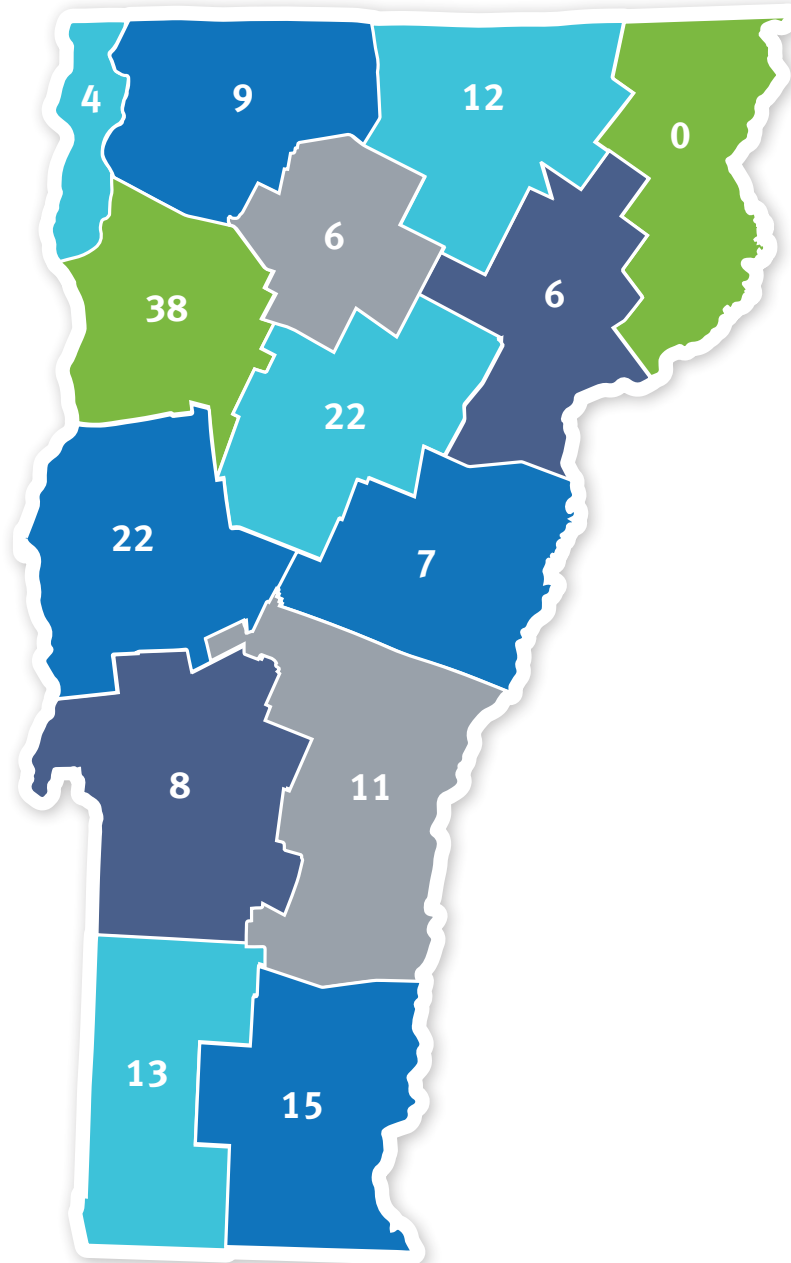
ROW 2: Ellen Paradee, Eric Hall, Eun-Young Denny, Haleigh Molinario, Heidi Hook, Jennifer Emens-Butler, Jillian Reynolds, Jonathan Harris, Jules Shackman

ROW 3: Katie Flint, Kelly Leonard, Kimberly Demars, Leah Wilhjelm, Marie Dussault, Nancy Gonneville, Peter Fitzgerald, Peter Samson

ROW 4: Renee Grzankowski, Sam Buckley, Sandy Croft, Sarah Heffernan, Sarah Isham, Shirley Moore, Thad Richardson

NOT PICTURED: Barry Koch, Bhrea Strand, Denise Stroffoleno, Jennifer Pinsonneault, Liz Vesosky, Mariah Sperry

FISCAL YEAR 2022 LOAN APPROVALS BY COUNTY



FISCAL YEAR 2022 LOAN APPROVALS

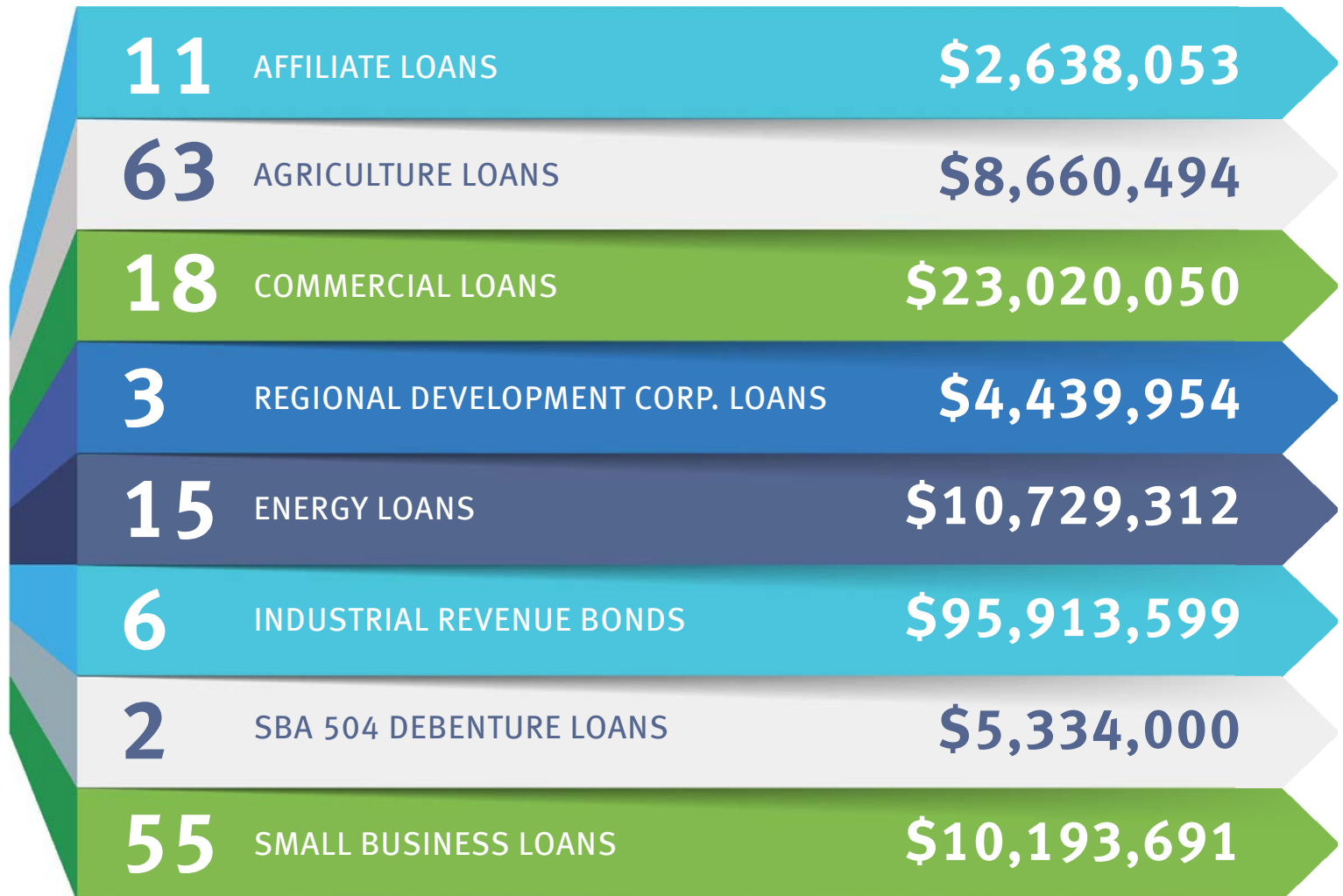
VOLUME BY COUNTY:

- ADDISON 22
- BENNINGTON 13
- CALEDONIA 6
- CHITTENDEN 38
- FRANKLIN 9
- GRAND ISLE 4
- LAMOILLE 6
- ORANGE 7
- ORLEANS 12
- RUTLAND 8
- WASHINGTON 22
- WINDHAM 15
- WINDSOR 11

FISCAL YEAR 2022 LOAN APPROVALS BY PROGRAM

173
LOANS APPROVED

VEDA APPROVED OVER
\$160 MILLION
IN FINANCING
FOR VERMONT
BUSINESSES AND
FARMS IN
FISCAL YEAR 2022



VEDA'S IMPACT ON VERMONT'S ECONOMY



ENERGY DATA

VEDA'S ENERGY PORTFOLIO
GENERATES
30 MEGAWATTS AC

ENOUGH TO PROVIDE ELECTRICITY
FOR OVER **12,000**
AVERAGE HOUSEHOLDS AND
REDUCE GREENHOUSE GAS
EMISSIONS BY OVER
30,400 TONS/YEAR



**OWNERSHIP TRANSITION
LOANS APPROVED**
OVER THE PAST 3 YEARS

39 LOANS
FOR **\$18.9 MILLION**



SMALL BUSINESS LOANS*

APPROVED OVER THE PAST 3 YEARS

153 LOANS FOR \$28.6 MILLION

TOP 5 INDUSTRY CLASSIFICATIONS:

ACCOMMODATION & FOOD

\$8.0 MILLION
(41 LOANS)

MANUFACTURING

(INCLUDING BREWERIES & DISTILLERIES)

\$6.6 MILLION
(35 LOANS)

HEALTH CARE & SOCIAL SERVICES

\$2.2 MILLION
(13 LOANS)

WHOLESALE & RETAIL TRADE

\$4.6 MILLION
(24 LOANS)

PROFESSIONAL SERVICES

\$3.1 MILLION
(16 LOANS)

(*LOANS LESS THAN \$500,000)



EMPLOYMENT & WAGE DATA

OVER THE PAST 3 YEARS

VEDA FINANCING HAS IMPACTED OVER
10,000 JOBS*

AVERAGE WAGE AT VEDA-FINANCED
COMPANIES **\$32/HR****

AVERAGE WAGE INCLUDING BENEFITS
\$36.38/HR**

AVERAGE BENEFITS AS A % OF PAYROLL
14%**

(*INCLUDES SBA PPP JOBS IMPACTED;
**BASED ON COMPANIES REQUIRED TO REPORT THIS DATA)



START-UPS APPROVED

OVER THE PAST 3 YEARS

95 LOANS FOR \$34.3 MILLION

BEGINNING FARMER AG LOANS:

\$5.4 MILLION (36 LOANS)

SMALL BUSINESS START-UPS:

\$28.8 MILLION (59 LOANS)

COMMERCIAL LOAN PORTFOLIO AT JUNE 30, 2022

TOTAL FINANCIAL INVESTMENT PER SECTOR

\$35,196,440	Renewable Energy & Energy Efficiency
\$30,330,760	Accommodation & Food Services
\$29,994,904	Manufacturing
\$21,838,124	Real Estate
\$9,437,046	Retail Trade
\$9,063,138	Arts & Recreation
\$6,364,121	Wholesale Trade
\$4,461,455	Health Care & Social Assistance
\$4,262,272	Professional, Scientific & Technical Services
\$3,295,417	Construction
\$3,670,325	Other Services
\$2,978,656	Educational Services
\$2,606,896	Information
\$1,811,903	Transportation & Warehousing
\$510,065	Administrative & Support

\$165.82 MILLION
IN FINANCING TO APPROXIMATELY
540 BUSINESSES

AGRICULTURE LOAN PORTFOLIO AT JUNE 30, 2022

AGRICULTURE PORTFOLIO DATA PER SECTOR

\$41,383,436 Dairy

\$18,713,598 Crops & Haying

\$11,351,332 Livestock

\$10,634,571 Maple

\$3,164,039 Equine

\$1,918,456 Forestry & Logging

\$87.2 MILLION

IN FINANCING TO

325

BORROWERS

BORROWER STORY: Lambert Farm

LAMBERT FARM

WASHINGTON, VERMONT

Agricultural Loan Program

WARM, FUZZY COWS AND RELATIONSHIPS ALIKE

Walking around her Washington farm, Jennifer Lambert pet the babies, including one 2-day-old cutie, the barn cats and her son. A few fields over, her other son and husband worked on machinery.

All in all an idyllic Vermont day.

In Lambert's case, the farm wasn't passed down by generations — she and her husband, Jesse, bought it in 2010. After studying at Vermont Technical College and the University of Vermont, then helping manage a dairy, Jennifer realized she wanted a place of her own.

Some homegrown owner-financing for the cows, and renting the farm, got the deal done. "At the time, I was in my early 20s, so none of the banks wanted to loan me money," she said.

But, from the very beginning, the farm was diversified, with Jesse owning a custom cropping business.

After a couple years of farming, the couple purchased the whole farm with the help of VEDA and the Vermont Land Trust, which ensured the land will stay workable in the future.

Jennifer didn't grow up on a dairy farm and didn't start milking cows until her teens, but said she always looked up to those who did, maybe envying a tiny bit. Having forged her own path, she is curious to see what her boys — still young — will do when they grow up.

Just because this was her dream doesn't mean it will be the kids', she said.

"I want them to see what farming is, the fun parts and the kind of terrible parts," she said. "I don't want to scare them out of it, but I want to be realistic about it as well, so they know what they're signing up for."



BORROWER STORY: Lambert Farm



Working with Andy Wood, their loan officer, has played a role in the Lamberts knowing what they're getting into, too. He is transparent, asking questions about what they want the future to look like, how they might get there and helping keep them in a place where they can retire and be comfortable later in life.

While she joked about not feeling like a young farmer after so many years of hard work, at just 36 and 40, Jennifer and Jesse thoughtfully prioritize working today but thinking of tomorrow, keeping their finances in mind as they continue to grow the business.

The couple has added robotic milking to the farm, increasing production enough to allow them to build a new heifer barn. With new machinery comes a new potential for breakdowns, and having someone to rely on helps ease that stress.

"Other lenders, I think, are too concentrated on certain benchmarks," Jennifer said. "Andy knows our business is so different from others and he doesn't try to put us in this little box."

Jennifer said she will sometimes call Andy just to check in and update him on the latest goings-on — he will ask what she's thinking about and serve as both a resource and a cheerleader.

Having someone to ask the right questions makes a huge difference.

"If I can convince myself that something is the right move, and I can convince Andy, I feel so much more confident," Jennifer said. "He's super smart and he knows so much about the Vermont dairy industry and the dairy industry altogether; he's always been really supportive and excited about what we're doing."

"Without VEDA, I think we're stubborn enough we probably still would have been in business, but I don't think I would have that warm, fuzzy feeling that I have towards my lenders."

~ Jennifer Lambert

BORROWER STORY: Gevry Firewood

GEVRY FIREWOOD

ADDISON, VERMONT

Agricultural Loan Program

ADVANCING THE WOOD PRODUCTS INDUSTRY

In his first year in business, Ethan Gevry of Gevry Firewood sold 1,200 cords. This year, he more than doubled sales.

The goal is to reach 10,000 cords per year sold by 2026.

Given the demand, the effects of COVID-19 and more time spent at home for many Vermonters, they're on track to reach this goal.

Because of financing received from VEDA, Gevry has been able to grow his own business and simultaneously support other Vermonters working in the forestry industry.

Stopping by the business' base in Addison, the year-round work that goes into firewood production is evident — Gevry pulls in with a huge truck, his wife Ashley helps fill another with pre-measured crates and the smell of cut-and-dried wood pleasantly wafts through the air. Ashley flits across the top of a wood-filled truck gracefully while another staffer goes to grab the next load.

Unlike many businesses, Gevry's saw a boom during the pandemic. Remote workers and the desire for people to stay in meant they needed to keep their homes warm for longer periods of time.

"COVID-19 has had a huge positive impact on my business," he said. "It's got more people home enjoying a fire or heating their home all day with wood heat versus just the evening and overnight hours."

Leisure firewood sales — campfire bundles for state parks and amateur chefs using grills or smokers — have jumped too.



BORROWER STORY: Gevry Firewood



Since starting in 2021, with just one processor and a small six-cord kiln, Gevry has seen a steady incline. The family-owned business has added another kiln that can hold 12 cords and a second processor.

“If VEDA didn’t exist, I might not be where I am today,” Gevry said; VEDA lends with trust in where his business is headed, versus where it has already been like a more traditional bank might. “They are great with helping me meet the needs of the growing pains of my business as I scale up and increase production.”

VEDA, he said, has been with him every step of the way, helping secure funding for new equipment and operating costs to purchase inventory during slow months and more.

In addition to its own growth, Gevry understands the importance of helping other Vermont businesses — loggers, log-haulers and more — by paying fair prices, without the roller coaster rates that many sawmills have to follow, for wood and keeping the “big picture” in mind.

“By growing, it allowed me to create jobs and put more money back into my local economy.”

~ Ethan Gevry



BORROWER STORY: Shred-Ex

SHRED-EX

COLCHESTER, VERMONT

SBA Community Advantage Loan Program

SHRED-EX PRIORITIZES SUSTAINABLE GROWTH

Prioritizing the people, the environment and the wellbeing of Vermont are major parts of the Shred-Ex mission, according to Todd Klimoski, owner and general manager of the Colchester-based data destruction company.

He found a kindred spirit in VEDA.

Klimoski grew up in Madison, Wisconsin — a community with a history of strong recycling efforts — and his father was a trash hauler in a time when the norm was to bring waste to the landfill.

The nuances and care around how to dispose of items stuck with him, and Klimoski's company now ensures all on-site shredding is 100 percent recycled back into paper products.

A book lover, Klimoski enjoys working with libraries to responsibly recycle books that have seen the end of their lives.

Electronics are also 100 percent recycled, working with partner facilities that share his values.

As a result of its recycling efforts, in the last year Shred-Ex saved more resources than just paper products including:

- 16,934 trees
- 493 barrels of oil
- 996 tons of CO2
- 6,972,959 gallons of water



BORROWER STORY: Shred-Ex



Through VEDA's Small Business Loan program, Shred-Ex is working to add another building to its Colchester campus in addition to acquiring the property on which it sits.

Additionally, VEDA helped Shred-Ex access the SBA Paycheck Protection Program which enabled Shred-Ex to weather the COVID-19 pandemic. The company was considered an essential service and therefore work didn't stop — but, as customers furthered work-at-home programs for their employees, the demand lessened.

Klimoski promised his employees their regular 40 hours per week, and he kept that promise. Some days that meant keeping the trucks really clean, he joked, but creative solutions on his part and creative financing opportunities with VEDA meant everything stayed afloat.

If VEDA did not exist, Klimoski and his five employees would be in a very different situation. He said the partnership allows his crew to bring in more materials for recycling and maintain its place within the communities it serves — reputation counts in Vermont, Klimoski said, and by staying open and offering its services, it has stayed on peoples' minds.

Much like VEDA, Klimoski prioritizes a holistic approach to growth — in an industry that has seen, and been responsible for, immense change over the years, Shred-Ex continues to support sustainability and the proper disposal of items.

Yes, it's a business, but it's also a responsibility, and one that Klimoski doesn't take lightly. By investing in its people — with VEDA's support — Shred-Ex is ensuring it won't be going anywhere but up.

“The SBA program is a good overlay with what I’m trying to do in this state — it was a really good match.”

~ Todd Klimoski



BORROWER STORY: Stonewood Farm

STONEWOOD FARM

ORWELL, VERMONT

Agricultural Loan Program

THRIVING AFTER AN UNEXPECTED LOSS

Peter Stone and his family have a bustling farm in Orwell, filled with about 37,000 turkeys they raise each year.

Of those, 3,000 will be utilized for ground turkey and boneless breasts — frozen products — about 20,000 will feed local families during the Thanksgiving season and a few hundred will set the Christmas table. The remainder will become ground turkey sausage.

In 2016, the farm suffered a loss — more than half its turkeys succumbed to a disease right before slaughter, meaning Stone's costs had already been accrued and the income would be heavily altered.

The farm didn't have the sales expected for Thanksgiving — one of the biggest retail times of the year — and as a result lost a significant amount of money.

The Stones needed financial help to keep their farm afloat and reached out to VEDA, which was able to provide two loans; one to help Stone make it through the loss and another for the following year in order to start again. Additionally, a line of credit filled in the gaps.

"I don't know if anybody else would have touched any of that," Stone said, crediting the business' survival to the partnership and trust with VEDA.

Stone grew up on the farm. His parents converted it from a dairy to turkey business because, he said, milk prices then were much like they are today — they didn't move. When he took over, Stone tried cows, too, but eventually got rid of them altogether in favor of the feathered fowl.



BORROWER STORY: Stonewood Farm



In addition to raising the birds, Stone and his wife Siegrid sell hay, part of the business that proved important during the transition from cows to turkeys.

The turkey business is highly seasonal, raising the birds in the spring and summer in order to get them ready for holiday tables. During the winter months, empty barns are cleaned, year-round products are made and the cycle begins again.

Those year-round sales are important, too, as they allow Stone to have a bit more control over the market — something he said is a big challenge with dairies.

The farm is in charge of its own sales, working directly with stores and distributors. It works for them, even if it is more work, because they can set their prices.

Stone's father worked with VEDA and he has continued that tradition, too, for creative financing solutions to everything from replacing a large-scale freezer to a current project helping make it possible for the seasonal workers who come to the farm from Jamaica to live on the property versus in rented homes miles away.

“I don't know if anybody else would have touched any of that.”

~ Peter Stone



BORROWER STORY: Town of Berlin

TOWN OF BERLIN

BERLIN, VERMONT

State Infrastructure Bank Program

TRAFFIC CONTROL: FIXING THE ROAD TO KEEP A COMMUNITY RUNNING

Fisher Road in Berlin is a main traffic artery from Montpelier to Barre, with Central Vermont Medical Center nearby. Daily commuters, patients and visitors to the hospital rely on the road to reach the care they need.

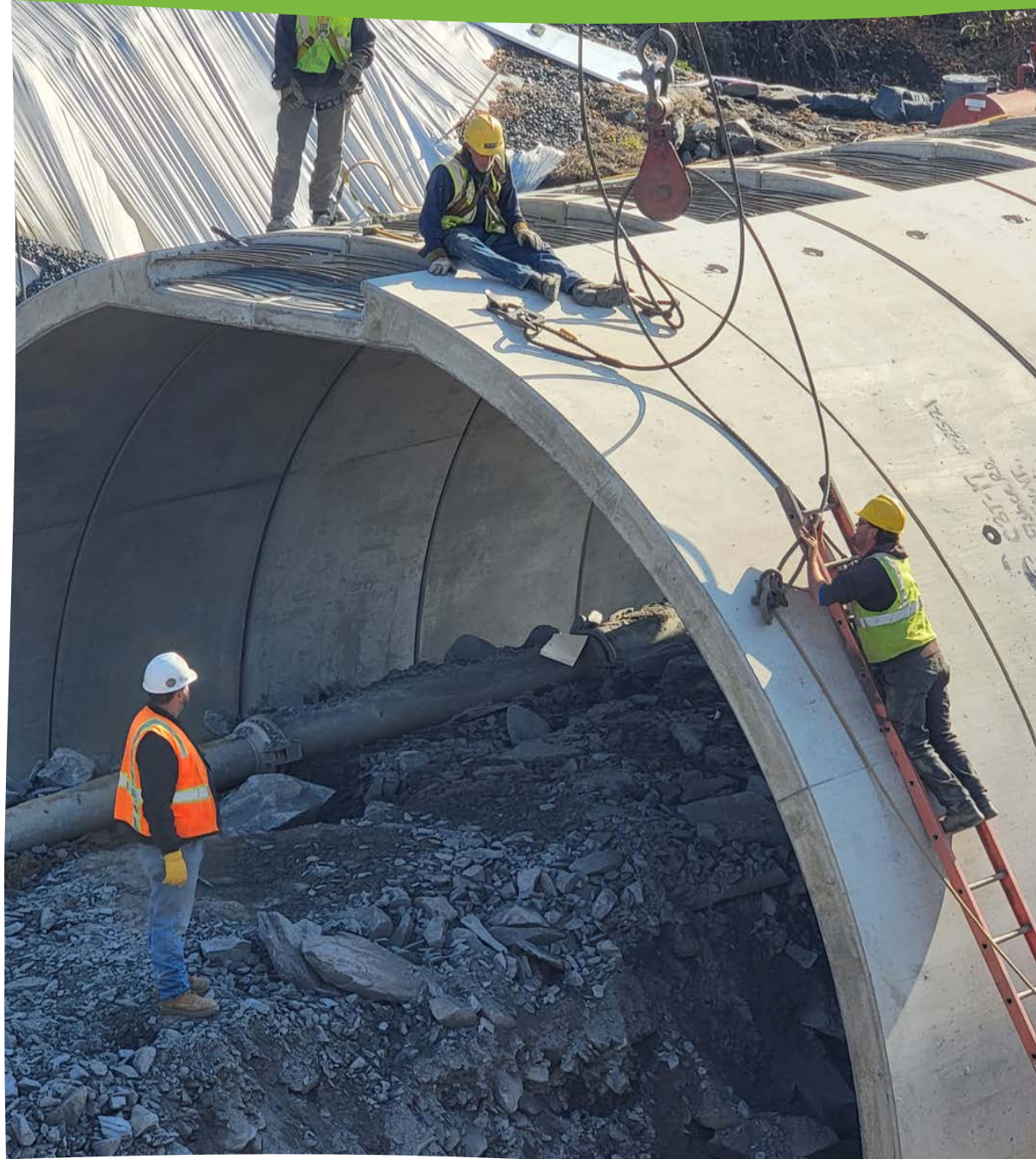
The town has a nighttime population of about 3,000 people, but during the day 12,000 people rely on the community for work and more.

When a circa 1980s metal-bottom culvert — in an antiquated 6-foot diameter — began to fail, Berlin officials knew they needed to act quickly to keep the road passable. In a short period of time, the culvert sank about two feet lower, making it unsafe for travel. Both ends were blocked off, meaning travel from Montpelier and Barre to the hospital was impossible via Fisher Road.

Berlin, who is responsible for the road, would have to build a bridge. Enter VEDA.

Working to avoid placing the large cost burden on taxpayers, Thomas Badowski, assistant town administrator, came across VEDA's loan opportunities and the State Infrastructure Bank Program program was a great fit for the project, since it involved transportation and a major traffic artery.

“The folks at VEDA were wonderful, they walked me through the process, visited the selectboard to discuss,” Badowski said. “Low and behold we were eligible.”



BORROWER STORY: Town of Berlin



He called the organization a “godsend” and remarked about the relatively quick process — especially considering the lengthy processes road issues can face. In fact, there were other potential funding options, but, given the urgency of the problem, there simply wasn’t time to pursue them. Also, Vtrans, the state’s transportation agency, was involved in the project and already had a close relationship with VEDA.

About one year passed from culvert failure to re-opening the road, which Badowski said was “Pretty darn quick,” given the circumstances.

Eun-Young Denny, the loan officer for Berlin’s project, was a delight to work with, Badowski said; given the unusual nature of the project needs, she was able to work with parties involved and help “grease the skids” to make sure things ran smoothly.

Plus, Badowski said, everything about the process was new: “This happened in a pandemic; there was no sitting across the table from each other, we did it on Zoom.”

“If it wasn’t for VEDA, we’d have a very different story right now.”

~ Thomas Badowski



BORROWER STORY: The Waitsfield Inn

THE WAITSFIELD INN

WAITSFIELD, VERMONT

Commercial Loan Program

BRINGING A LITTLE “ALOHA” TO VERMONT

Walking through the Waitsfield Inn, the building’s history is front and center. Or, as owner Frank Giubardo calls it, herstory.

Giubardo has brought with him a juxtaposition that just works — honoring the past while incorporating new elements. The inn’s 16 rooms are named after influential Vermonters, including the young woman who lived, gave birth, and died in the inn back in its days as a seminary.

But Giubardo, who moved to the Green Mountains from Hawaii, has also welcomed the “new,” with plans to build a yoga and events barn, Ayurvedic healing space and much more.

“This will be a completely alternative inn,” he said.

Acquiring the inn in the midst of the COVID-19 pandemic was its own challenge. Because it had shuttered its doors before he took over, Giubardo didn’t have strong statistics on profitability. Fortunately, a decent reputation and Giubardo’s detailed business plan eased some of the uncertainty. Since Sept. 1 of 2021, nearly 1,300 bookings have come in.

As a participant in VEDA’s direct loan program, Giubardo said loan officer Eun-Young Denny has served as a great resource, as she genuinely wants to see small businesses succeed.

Giubardo found VEDA’s approach to financing “totally refreshing,” saying it was much different than that of more conservative banks in Hawaii; having that close connection with Denny provided for a nice working relationship — and one that was more productive.

Staying with his theme of “herstory,” Giubardo said working with VEDA, who has a strong female presence in its leadership, was something he applauds and appreciates. Women in finance present an urgency to get things done, he said, and do it without ego.



BORROWER STORY: The Waitsfield Inn



While taking over an historic inn means there are many things that should not be changed — the wide, wooden floorboards, for example, are here to stay — there is much work to be done, from websites and booking software to finding ways to breathe new life into an old building.

And though Giubardo embraces the inn’s aesthetics, he said he wants the ambiance to come off as cozy — it’s not a Norman Rockwell painting, it’s a place to relax and enjoy the stay. Warm, funky decor, lighter and simpler bed linens and plans for a greenhouse-look in windows will make this a reality. Subtle changes make a big difference, Giubardo said; he’s not looking to radically change things.

In addition to growing the plant-based kitchen, Giubardo wants to offer a “supper club,” with themed dinners open to guests and the community. He hopes to host open mic nights and poetry slams, and he wants to bring the historical elements to today’s audience. He is working to gather stories of people who have experience with the inn — particularly those of the female persuasion — and would love to create a podcast.

So far, people have been receptive, perhaps even more so than Giubardo expected. After acting sheepish about the vegan-only breakfasts, he remembered one guest saying, “Stop apologizing.”

So he did, and, with help from VEDA, the rest is herstory.



“This will be a completely alternative inn.”

~ Frank Giubardo

BORROWER STORY: Nadeau Farm

NADEAU FARM

HOLLAND, VERMONT

Agricultural Loan Program

BRINGING THE FARM BACK TO THE FAMILY

When they married in 1996, Chantale and Aaron Nadeau had no idea they would come to create an innovative, self-sustaining farm in Vermont's Northeast Kingdom.

They met at McGill University in Montreal, Chantale learning about human nutrition and Aaron about agriculture. Their first farm, in Derby, was home to about 60-70 Holstein cows on rented land.

Eventually they began looking for a larger farm and in 2005 bought the one operated by Aaron's parents.

Years later, a once-in-a-lifetime opportunity presented itself — to buy the adjacent acreage that Aaron's grandfather had owned decades prior.

Other lenders weren't sold on supporting another large-scale purchase to expand in this way.

Then, the name Andy Wood came up, a VEDA loan officer. The couple went to him with their proposal and he said, Chantale recalled, "I think it's a great opportunity."

Noting it still makes her a bit choked up, Chantale said it felt incredible, knowing that he understood the big picture — it wasn't just a land purchase, it was part of the long-term business planning process.

The sale happened in 2016, and, as a result of the expanded resources, the Nadeaus have been able to self-sustain their 140 cows in a new way.



BORROWER STORY: Nadeau Farm



“We were able to stop purchasing forage pretty much that year, because we were able to harvest enough forage for the animals from the land base we had; it really put everything in balance for us,” Chantale said.

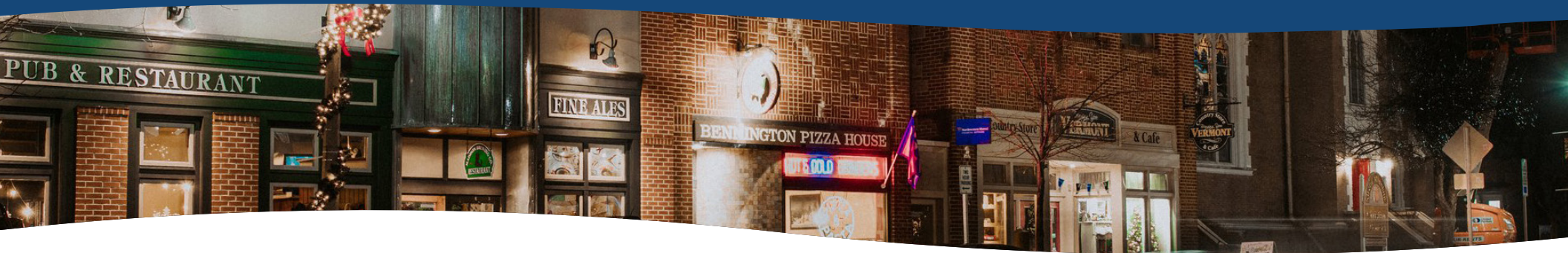
Aaron’s guiding principles center around efficiency and the idea of self-sustaining; by not relying on an outside source for feed allows the couple to control their own production; they can make one deliberate, large purchase annually to produce the amount of corn needed to feed the cows, for example.

This model empowers the Nadeaus to be stewards of the land, a role they are proud to hold.

“The whole farm has its own ecosystem and that’s why having these two parcels back together with contiguous acres is just really meaningful.”

~ Chantale Nadeau

FINANCIAL STATEMENTS



THREE STATEMENTS COMPRISE THE BASIC FINANCIAL STATEMENTS:

THE STATEMENT OF NET POSITION presents information on the Authority's assets and liabilities with the difference between the two reported as Net Position (also referred to as capital or equity). This statement is presented as of the Authority's year end, June 30.

THE STATEMENT OF OPERATIONS reports operating revenues and expenses incurred in the normal course of business (operating income or loss) plus non-operating revenues and expenses such as non-exchange transactions including grants, transfers between entities, and other transactions of an unusual or non-recurring nature.

THE STATEMENT OF CASH FLOWS reports on the sources and uses of changes in cash and cash equivalents for the year. Activities that affect a change in cash are grouped into four categories: (1) operating activities; (2) non-capital financing activities (debt related activities and non-operating income); (3) investing activities; and (4) capital related financing activities (purchase and financing of capital assets).

STATEMENT OF NET POSITION AT FISCAL YEAR END

	JUNE 30, 2022	JUNE 30, 2021
Cash and cash equivalents	\$20,488	\$20,524
Restricted Investments	\$29,057	\$24,254
Loans receivable	\$254,609	\$287,942
Less allowance for loan losses	\$(3,873)	\$(5,576)
Loans receivable, net of allowance	\$250,736	\$282,366
Other Assets	\$8,937	\$6,594
TOTAL ASSETS	\$309,218	\$333,738
Commercial paper and notes payable	\$226,644	\$258,480
Other liabilities	\$10,605	\$8,216
TOTAL LIABILITIES	\$237,249	\$266,696
Unrestricted	\$39,886	\$40,917
Restricted	\$32,083	\$26,125
TOTAL NET POSITION	\$71,969	\$67,042

Unaudited, dollar amounts in thousands

FINANCIAL STATEMENTS



STATEMENT OF OPERATIONS

June 30, 2022 and 2021

	JUNE 30 2022	JUNE 30 2021
OPERATING REVENUES		
Cash and investment income	\$(1,640)	\$1,404
Loans receivable interest	\$11,099	\$11,798
Non-interest income	\$1,403	\$3,679
TOTAL OPERATING REVENUES	\$10,862	\$16,881
OPERATING EXPENSES		
Interest expense	\$3,870	\$3,647
Provision for loan losses	\$(2,212)	\$(547)
Other operating expenses	\$7,146	\$7,138
TOTAL OPERATING EXPENSES	\$8,804	\$10,238
NET OPERATING INCOME (LOSS)	\$2,058	\$6,643
Non-operating Income	\$2,855	\$(28)
CHANGE IN NET POSITION	\$4,913	\$6,615

Unaudited, dollar amounts in thousands

STATEMENT OF CASH FLOWS

June 30, 2022 and 2021

	JUNE 30 2022	JUNE 30 2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Principal from Loans Receivable	\$82,306	\$61,023
Interest from Loans Receivable	\$11,459	\$11,389
Principal Disbursed from Loans Receivable	\$(48,462)	\$(70,584)
Other cash outflows, net	\$(6,206)	\$(2,524)
NET CASH FROM (USED FOR) OPERATIONS	\$39,097	\$(696)
Net cash (used for) from non-capital financing activities	\$(35,503)	\$7,386
Net cash (used for) from investing activities	\$(3,587)	\$6,735
Net cash used for capital and related financing activities	\$(43)	\$(1,375)
NET INCREASE (DECREASE) in CASH & EQUIVALENTS	\$(36)	\$12,050
Cash and cash equivalents at beginning of year	\$20,524	\$8,474
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$20,488	\$20,524

Unaudited, dollar amounts in thousands

FISCAL YEAR 2022 LOAN APPROVALS

AGRICULTURAL

BORROWER	# LOANS	TOTAL
ACKERMANN ENTERPRISES LLC, CABOT	2	\$137,500
BARTLETT FAMILY FARM LLC, BARTON	1	\$100,000
BARTLETT FAMILY FARM LLC, GREENSBORO BEND	1	\$40,000
BARTLETT FAMILY FARM LLC, STANNARD	1	\$20,000
BREAD AND BUTTER FARM LLC, SHELBURNE	1	\$324,000
GEVRY FIREWOOD LLC, ADDISON	5	\$490,000
GRASS CATTLE COMPANY LLC, CHARLOTTE	1	\$200,000
HAPPY BIRD POULTRY FARM LLC, ISLE LA MOTTE	1	\$195,000
LADY BUG FARM LLP, HARDWICK	1	\$36,500
MILKWEED FARM LLC, WESTMINSTER	2	\$181,500
OLD ROAD FARM, GRANVILLE	2	\$45,000
RISE SUGARWORKS LLC, LINCOLN	1	\$125,000
SOARING MEADOW FARM LLC, POULTNEY	1	\$287,000
TUP'S CROSSING FARM LLC, ORWELL	2	\$350,500
GREEN MOUNTAIN HAY, LLC, CHARLOTTE	1	\$675,000
MAHORO, THEOGENE, COLCHESTER	1	\$240,000
ELYSIAN FIELDS, LLC, SHOREHAM	1	\$287,000

BORROWER	# LOANS	TOTAL
DECKER, DARYL, JEFFERSONVILLE	2	\$226,500
MAPLE WIND FARM INC., RICHMOND	3	\$676,750
BRAMAN, SPENCER, CHELSEA	1	\$235,000
LAJOIE, ARMAND, SWANTON	1	\$175,000
NUTTER, KIRSTEN L, BARNET	1	\$250,000
SALMON, CHARLES, RICHFORD	1	\$280,000
DEMERS, MICHAEL J, HARDWICK	1	\$25,000
CHAPPELLE, ROBERT N, WILLIAMSTOWN	1	\$15,000
BARROWS, DYLAN, FERRISBURGH	1	\$150,000
RED WAGON PLANTS INC., HINESBURG	1	\$180,000
ROLLING BALE FARM, LLC, SHOREHAM	1	\$125,000
LUSSIER DAIRY AT LONE PINE FARM, INC., BENSON	1	\$10,720
LEACH, KENNETH M, PAWLET	1	\$300,000
CANONICA LANDWORKS, INC., CHELSEA	1	\$140,000
HUNT, TARYN, GLOVER	1	\$190,000
BOYD, DANNIE J, WILMINGTON	1	\$250,000
VOSBURG, MARK, ST. ALBANS	1	\$137,000

BORROWER	# LOANS	TOTAL
AMANNA, EMILY E, ATHENS	1	\$50,000
THURSTON FORESTRY L.L.C., NORTH CLARENDON	1	\$106,500
NADEAU, AARON, DERBY	1	\$60,000
HOWRIGAN'S MAPLE ORCHARD, LLC, FAIRFIELD	1	\$75,000
RAINVILLE, PAUL, SWANTON	2	\$210,000
STONEWOOD FARM, INC., ORWELL	2	\$275,000
LAMBERT, JENNIFER, WASHINGTON	2	\$190,000
NEWTON, STEPHEN, MARSHFIELD	1	\$25,000
BATHALON, KAREN R, NORTH TROY	1	\$45,000
MANOSH, EDWARD V, EDEN	1	\$23,000
HOLMGREN, ERIC, ORANGE	1	\$282,800
LEPESQUEUR, BENJAMIN, BAKERSFIELD	1	\$81,000
DEGRAAF, NICHOLAS W, RICHMOND	1	\$25,000
PRUE, AARON, NORTH TROY	1	\$71,724
SOMERS, BRIAN, BARNET	1	\$40,000

63 APPROVALS, \$8,660,494

FISCAL YEAR 2022 LOAN APPROVALS

SMALL BUSINESS

BORROWER	# LOANS	TOTAL
A CROOKED BARN CHARCUTERIE LLC, RUPERT	1	\$25,000
ABRACADABRA COFFEE CO., WOODSTOCK	1	\$188,000
AUTO UNION (THE), NORTHFIELD	1	\$150,000
BLAKE HILL FARM PRODUCTS, LLC, WINDSOR	1	\$132,395
BLANCHARD OIL COMPANY INC., ORLEANS	2	\$500,000
BRATTLEBORO DISCOUNT BEVERAGE, BRATTLEBORO	2	\$420,000
BROMLEY VIEW INN, WINHALL	2	\$320,000
BUFFALO MOUNTAIN CO-OP INC., HARDWICK	1	\$180,000
BUSHEL MARKET INC., HINESBURG	1	\$220,000
COLORADO SKI SHOP INC., WEST DOVER	2	\$162,000
CONVENIENCE PLUS REDEMPTION & DELI, NORTHFIELD	1	\$300,000
CREEKSIDE MARINE INC., FERRISBURGH	1	\$410,000
CROFTERS GREEN, MONTGOMERY CENTER	1	\$100,000
CROOKED RAM, INC. (THE), MANCHESTER	1	\$100,000
CUSSON'S TAX PREP & ACCOUNTING LLC, MORRISVILLE	1	\$184,000
DANFORTH PEWTERERS L, MIDDLEBURY	1	\$500,000
DEDALUS WINE GROUP , BURLINGTON	1	\$500,000
FRIENDS OF THE SUN, BRATTLEBORO	2	\$250,000
GAMER'S GROTTTO, LLC (THE), BENNINGTON	1	\$170,000
GOOD MEASURE BREWING, NORTHFIELD	1	\$140,000
GREEN MOUNTAIN GARAGE, BRANDON	1	\$240,000
GRIFF INN (THE), FAYSTON	1	\$250,000

REGIONAL DEVELOPMENT CORP

BORROWER	# LOANS	TOTAL
FRANKLIN COUNTY INDUSTRIAL DEVELOPMENT CORP-LEADER, SWANTON	1	\$2,600,000
FRANKLIN COUNTY INDUSTRIAL DEVELOPMENT CORP - ST ALBANS PARK, ST. ALBANS	1	\$479,954
NORTHEAST KINGDOM DEVELOPMENT CORPORATION, NEWPORT	1	\$1,360,000

3 APPROVALS, \$4,439,954

BORROWER	# LOANS	TOTAL
HYDE AWAY INN, WAITSFIELD	1	\$120,000
INNANOOD LLC, ROCHESTER	2	\$343,600
INTERVALE CENTER, INC., BURLINGTON	1	\$42,596
KUMARI OF THE WOODS, LLC, STRAFFORD	1	\$125,000
LAKE VIEW LODGE LLC, NORTH HERO	2	\$500,000
LANDMARK ENGINEERING LLC, MIDDLEBURY	1	\$25,000
LYNDONVILLE REDEMPTION CENTER, LYNDON	1	\$226,000
MAD RIVER DISTILLERS, MORETOWN	2	\$270,000
NEW ENGLAND AUTOMOTIVE, SOUTH BURLINGTON	1	\$175,000
NORTHERN SUN MERCANTILE LLC, JAMAICA	1	\$82,000
ORLEANS HARDWARE INC, ORLEANS	1	\$240,000
RIGOROUS LLC, WILLISTON	2	\$256,000
SALAMANDER CONSTRUCTION, INC., WEYBRIDGE	1	\$100,000
SHELBURNE COUNTRY STORE, SHELBURNE	2	\$390,000
SMALL BATCH ORGANIC, LLC, MANCHESTER CENTER	2	\$400,000
TELLING & HILLMAN, PC, MIDDLEBURY	1	\$100,000
THIRD PLACE, INC., SOUTH BURLINGTON	2	\$500,000
UPPER VALLEY EQUINE SERVICES, LLC, CHESTER	1	\$250,000
VEGAN AND FLEX LLC, BRATTLEBORO	1	\$71,600
VT MATTRESS AND BEDROOM COMPANY, INC., SOUTH BURLINGTON	1	\$454,500
VTJAX LLC, NEWPORT	1	\$81,000

55 APPROVALS, \$10,193,691

SBA 504 DEBENTURE

BORROWER	# LOANS	TOTAL
BISTRO AT TEN ACRES, STOWE	1	\$440,000
ESSEX RESORT AND SPA (THE), ESSEX	1	\$4,894,000

2 APPROVALS, \$5,334,000

FISCAL YEAR 2022 LOAN APPROVALS

COMMERCIAL

BORROWER	# LOANS	TOTAL
BLIND TIGER GUEST HOUSE, BURLINGTON	1	\$1,500,000
BURLINGTON BEER COMPANY, WILLISTON	2	\$421,200
ESSEX RESORT AND SPA (THE), ESSEX	2	\$4,900,000
ESSEX RESORT AND SPA (THE), ESSEX	2	\$2,000,000
FOUR CHIMNEYS INN, BENNINGTON	1	\$820,750
NORTH HERO MARINA, NORTH HERO	1	\$1,120,000
TRAVEL INN NEW, RUTLAND	1	\$100,000
WAITSFIELD INN (THE), WAITSFIELD	1	\$336,000

ENERGY

BORROWER	# LOANS	TOTAL
350 OLD CAMP SOLAR LLC, MANCHESTER	1	\$90,000
GREEN MOUNTAIN COMMUNITY FITNESS, BERLIN	1	\$19,215
TOWN OF KILLINGTON, KILLINGTON	1	\$189,800
TRAILSIDE INN, KILLINGTON	1	\$122,300
AEGIS RENEWABLE ENERGY, INC., WAITSFIELD	1	\$171,000
ROCKINGHAM RIVERBEND GLC SOLAR, LLC, ROCKINGHAM	1	\$299,456
PITTSFORD CORN HILL GLC SOLAR, LLC, WATERBURY	1	\$1,100,000
WEATHERSFIELD GLC SOLAR, LLC, WATERBURY	1	\$1,206,618
HI LO BIDDY GLC SOLAR, LLC, WATERBURY	1	\$1,150,000
DOUSEVICZ SOLAR, LLC, ESSEX JCT	1	\$67,823
MIDDLEBURY RESOURCE RECOVERY CENTER, LLC, MIDDLEBURY	1	\$2,000,000
MIDDLE ROAD SOLAR, LLC, WATERBURY	1	\$1,302,000
SAXTONS RIVER DISTILLERY, LLC, BRATTLEBORO	1	\$213,300
HOOSIC RIVER HYDRO, LLC, NORTH POWNAL	1	\$2,797,800

15 APPROVALS, \$10,729,312

BORROWER	# LOANS	TOTAL
GLAVEL, INC., BURLINGTON	1	\$504,000
THIRD PLACE, INC., STOWE	1	\$1,960,000
GREEN MOUNTAIN ANIMAL, LLC, MILTON	1	\$1,500,000
BVR, LLC, BOLTON	1	360,000
BABAROOSA IMMERSIVE, LLC, ESSEX JUNCTION	1	\$4,750,000
RIDERS OUTPOST, LLC (THE), WAITSFIELD	1	\$1,200,000
VERMONT MALTHOUSE, LLC, CHARLOTTE	1	\$600,000
MASS BAY BREWING COMPANY INC., BRIDGEWATER	1	\$598,000

18 APPROVALS, \$23,020,050

AFFILIATE LOANS

BORROWER	# LOANS	TOTAL
ADDISON COUNTY COMMUNITY TRUST, MIDDLEBURY	1	\$182,035
EV CHARGING HOLDINGS LLC, BRATTLEBORO	1	\$88,726
TWIN PINES HOUSING TRUST, WHITE RIVER JUNCTION	1	\$5,600
VERNON ADVENT CHRISTIAN HOME, VERNON	1	\$55,700
COUNTRY CLUB CONDOMINIUM OF BOLTON HOMEOWNERS ASSN., INC., JERICO	1	\$25,000
BATTLEGROUND CONDOMINIUM OWNERS ASSN, INC. (THE), FAYSTON	1	\$27,950
TIMBERLINE CONDOMINIUM HOMEOWNERS ASSN, INC., WARREN	1	\$58,042
BOLTON VALLEY COMMUNITY WATER AND SEWER, LLC, BOLTON	1	\$100,000
OKEMO VILLAGE OWNERS ASSN, INC., LUDLOW	1	\$95,000
VERMONT LAND TRUST, INC., MONTPELIER	1	\$2,000,000

11 APPROVALS, \$2,638,053

REVENUE BONDS

BORROWER	# LOANS	TOTAL
WAKE ROBIN CORP, SHELBURNE	3	\$63,938,599
HEALTH CARE AND REHABILITATION SERVICES OF SOUTHEASTERN VERMONT, INC., SPRINGFIELD	2	\$6,975,000
CASELLA WASTE SYSTEMS, INC., RUTLAND	1	\$25,000,000

6 APPROVALS, \$95,913,599



PHOTO: Chamber & Economic Development of the Rutland Region

VERMONT ECONOMIC DEVELOPMENT AUTHORITY
MONTPELIER - BURLINGTON - MIDDLEBURY - ST. JOHNSBURY
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