Working together to make life better.

As you may have noticed by our name, we’re a community bank. We care about our community. That means we’re dedicated to providing banking products and services that benefit the communities we live in and serve. We offer a range of tailored services and products to the towns, cities, schools and government organizations that are the backbone of our communities.

Our local branches work with our municipal banking experts to deliver customized solutions for local governments of all kinds. Whether you represent a county, city, town, village, special district or public school, we’re here to help.

CBMuni@cbna.com | 802-773-4627 | cbna.com
Dear VLCT Members,

Welcome to the first edition of Vermont Municipal Connections, your guide to trusted business partners. This directory of vendors includes businesses and organizations with which we have established a relationship through our Business Alliance Program (launched in 2020). The financial contribution from these program sponsors offsets additional member fees by providing essential non-dues revenue, directly supporting VLCT services that help Vermont’s municipalities thrive.

This guide lists all of VLCT’s sponsors alphabetically, and it includes descriptions of their goods and/or services as well as their website addresses. Most importantly, you will find contact information for a knowledgeable person – who often has specific experience with how municipalities use the organization’s products and services. You don’t have to ask around, or resort to a time-consuming internet search, then settle for using a website’s generic “Contact Us” function and hope that some unnamed individual will reply. Using this guide will help you make better connections from the start.

Please join us in thanking our sponsors for their support of VLCT. Our Business Alliance Program is growing as more organizations seek to work with local governments. If you rely on any particular vendors, we hope you’ll let us know, so we can invite them to engage in this unique opportunity for getting information out to the state’s municipal audience.

We look forward to growing our array of sponsors. Doing so will not only give you more opportunities to find the right vendor to meet your municipality’s needs; it will also expand VLCT’s funding base and enhance our ability to deliver excellent programs and services back to you.

Thank you for using the all-new Vermont Municipal Connections. Feel free to let us know how it works for you and to suggest ways that we can make future editions more useful to you.

Until next time,

Ted Brady
Executive Director
Vermont League of Cities and Towns
Aldrich + Elliott is a Vermont based engineering firm that specializes in water resources for Vermont communities. Our services include drinking water, wastewater, and stormwater projects from study through construction.

CAI Technologies, originally named Cartographic Associates, Inc., was founded in 1985 as a municipal mapping company. Since that time, and to meet client's growing needs, CAI Technologies has become a leader in GIS solutions, while still providing a wide spectrum of mapping services.

Champlin Associates, Inc.
We provide pumps, controls, SCADA, and contract operations for water and wastewater facilities across Vermont. We specialize in sizing and supplying sewer pump stations, water supply & booster stations, water filtration, and instruments associated with those installations. Our team works with engineers and owners to find the right pumps and controls to meet your needs and budget. We have certified water operators up to class 4b and wastewater certifications to grade 2, and we service clients across Vermont in both sectors.

Community Bank N.A.
Community Bank N.A. is a full-service financial institution offering complete municipal, consumer, business, and financial services – all the things much bigger banks offer. But we also have the one thing they don’t – a passion for providing the highest level of customer service in whatever we do.

DominionTech Computer Services
For over 20 years, DominionTech has been providing IT services & support to local Vermont municipalities and organizations. Our support plans and services have been specially curated with the needs of Vermont towns and municipalities. Reach out today!

Ecopixel
We create and sustain websites that are mobile-friendly, ADA accessible, easy to navigate, affordable, and visually appealing. Easily post minutes, update calendars, and add news, forms, and alerts. Includes Vermont-based training, support, ongoing maintenance, and secure website hosting. We’re here to help!
Propelled by the VLCT mission, our insurance programs are steadfast in helping your municipality thrive.

VLCT members created the Unemployment Trust and PACIF more than 30 years ago. Your municipality’s needs and long-term interests are central to what we do every day and how we develop from year to year.

We respond to your current concerns – and we also anticipate your future challenges by setting up coverage & resources to help your municipality navigate the trying times ahead. The comprehensive coverage you need is right here, along with the service, consultation, and programs that you rely on to respond to losses, stay ahead of risk, and offer desirable employee benefits.

**PROPERTY AND CASUALTY INTERMUNICIPAL FUND (PACIF)**
- Covers property damage, vehicle accidents, injured employees, general liability, public officials’ liability, employment practices liability, law enforcement liability, and cyber liability.
- In-house staff handle all Underwriting, Claims, and Loss Control activities.
- Robust array of loss control programs that are tailored to municipal needs and situations.
- Deep discounts on prices for attending VLCT’s Municipal Assistance Center (MAC) workshops.

**VLCT EMPLOYMENT RESOURCE AND BENEFITS TRUST (VERB)**
- Provides Unemployment Insurance for Vermont municipalities.
- Serves as liaison to the Vermont Department of Labor.
- In-house Underwriting staff are accessible, knowledgeable, and friendly.
- An experienced attorney provides unemployment hearings support.

**NOW AVAILABLE FROM VLCT**
- Dental Insurance at group rates, administered by VLCT staff.
- Vision Insurance at group rates, administered by VLCT staff.
- Life Insurance and Disability Insurance at group rates, administered by Hickok & Boardman HR Intelligence.
- Health Insurance Advisory Services provided by Hickok & Boardman HR Intelligence.

YOU ARE AT THE CORE OF EVERYTHING WE DO.
The Invest EAP Centers for Wellbeing is a non-profit program of Vermont State government that offers comprehensive Employee Assistance Program (EAP) services to employers and their employees. The EAP provides short-term counseling, resources and referral, management consultation, and wellness programming.

Mascoma Bank has a dedicated Municipal Team that serves an array of municipal entities – from counties, cities, and towns to school districts, supervisory unions, and fire districts. We assist by providing tax anticipation notes (TANs), general obligation notes (GOs), and a wide variety of cash management services to help streamline your banking while you focus on local needs. Mascoma Bank is a mutually owned bank and a Certified B Corporation.

Minuteman Press offers great service for everything from books to banners and business cards to posters – and everything in between. We have a full high-capacity in-house commercial mail center too!
**Mission**
To educate, mentor, encourage, and support women in the local government profession.

**Membership**
Professionals: $40 / year
Students: $10 / year

Join at icma.org/vermont-women-leading-government

**Monthly Meeting**
The third Thursday each month at noon
See website for topics

**Affiliates**
Vermont League of Cities & Towns
ICMA

**Steering Committee**
Jessie Baker  City Manager, Winooski  PRESIDENT
Donna Barlow-Casey  Public Works Director, Montpelier
Coralee Holm  Director of Community Engagement & Innovation, South Burlington
Ann Janda  Municipal Consultant
Marguerite Ladd  Assistant Manager, Town of Essex & Village of Essex Jct  VICE PRESIDENT
Sarah Macy  Finance Director, Town of Essex & Village of Essex Jct
Sally Nix  Human Resources Director, Brattleboro
Elaine Wang  Assistant Town Manager, Barre Town

**Our Story**
Data shows that only about 18% of municipal managers/administrators are women despite being over half of the population. Women also have great ideas and care about communities, and can be excellent leaders and team members. Additionally, studies show that issues important to women get more attention when women are in leadership positions.

At a meeting of managers, administrators, and assistants held in 2016 by the Vermont League of Cities and Towns, women in the room wondered what we could do about the low number of female municipal managers in Vermont.

As a follow-up, a group started holding meetings to talk about issues we all face as local government leaders. Regular attendees agreed that the support of other women has helped them overcome obstacles in their work and enhanced their personal and professional growth.

At Town Fair in October 2019, a steering committee was elected and the group affiliated with the Vermont League of Cities and Towns and the Women Leading Government effort at ICMA. Meetings are held monthly and focus on topics of interest to our members.

**Join Today!**
icma.org/vermont-women-leading-government
MVP Healthcare

- mvphealthcare.com
- Keith Dunbar
- kdunbar@mvphealthcare.com
- (800) 683-9488
- 62 Merchants Row, Suite 201, Williston, VT 05495

MVP Health Care® is committed to making health insurance more convenient, more supportive, and more personal. Now more than ever, businesses and municipalities need a fresh approach to provide quality, affordable health insurance. From innovative plan designs to personal support, MVP has you covered. Learn more at mvphealthcare.com/vermont.

Northeast Delta Dental

- nedelta.com
- Sarah Thayer, Director, VT Sales & Account Management
- sthayer@nedelta.com
- (802) 658-7839
- 12 Bacon St., Suite B, Burlington, VT 05401

Northeast Delta Dental is a local company and part of America’s largest and most experienced dental insurance provider. We cover over 960,000 people throughout Vermont, New Hampshire, and Maine and more than 80 million people in over 141,000 employer groups across the United States. We are proud to partner with VLCT to offer a range of dental plan options at competitive rates to member municipalities.

IT SERVICES
that keep your town running smoothly

Have confidence in your network
Downtime and the associated stress is real. Sleep well at night knowing your network is in good hands 24/7.

Save time and energy
Avoid the headaches of going it alone. Outsourcing your IT maintenance is a smart business decision.

See greater productivity
Fewer network problems means employees are able to work at the speed they’re capable of.

Contact us today!
(802) 655-0880
DominionTech.com
Paul Frank + Collins

- pfclaw.com
- Kerin Stackpole, Esq., Attorney/Director
- kstackpole@pfclaw.com
- (802) 658-2311
- 1 Church St., Burlington, VT 05401

Paul Frank + Collins is a Burlington-based multi-practice firm celebrating over 50 years of service to our clients and the community. We offer a full menu of legal services for businesses, whether located in Vermont, New England, the country, or around the world, including entrepreneurs, start-ups, non-profit entities, and employers of all sizes. Our 30 lawyers advise in core practice areas, including municipal law and public finance, employment and labor, litigation, property and development, business and tax, trusts and estates, captive insurance, insurance services and coverage work, patents and trademarks, environment and clean energy, and business immigration.

People's United Bank

- peoples.com
- David Olson, SVP/Manager of Government Banking
- david.olson@peoples.com
- (800) 367-6711
- 77 Pine St. Burlington, VT 05401

People’s United Bank provides a complete range of banking services to Vermont’s municipal governments. These services include checking, investments, online banking, lending, and credit card processing. Let the experienced government bankers at People’s United work to create a banking program that meets your needs by calling 1-800-367-6711.

HOW-TO: Find MAC’S Online Resources

**Step 1:**
Hover over Municipal Assistance in the green main menu bar to reveal the drop-down menu options.

**Step 2:**
Slide the cursor over Municipal Topics to select pages with more specialized information.

**Step 3:**
Scroll down to the Resources section on any of these topic pages to find detailed information, templates, forms, and more.

**Bonus!**
Click All Resources to see everything that relates to the topic.
Property Valuation and Review Division, Vermont Dept. of Taxes

- tax.vermont.gov
- Christie Wright, Field Director
- Christie.Wright@vermont.gov
- (802) 828-5382
- 133 State Street, Montpelier, VT 05633

PVR provides support to municipalities in developing and administering property tax policies and related programs at the local level. PVR supports computer software programs used locally for grand list valuation and property tax administration. We provide municipal officials with training, online tools, and a wide variety of information to help ensure property is assessed fairly and equitably.

Stitzel, Page & Fletcher, PC

- firmspf.com
- Joseph McLean, Partner
- jmclean@firmspf.com
- (802) 660-2555
- 171 Battery St, PO Box 1507, Burlington, VT 05402

We provide comprehensive legal services to governmental entities, large and small, and represent a wide variety of municipal and other public and quasi-public institutions. We have a wide range of capabilities, including the ability to address matters of general governance, land use, human resources and labor relations, municipal infrastructure, taxation and finance, and contracts and agreements.

TD Bank

- td.com/us/en/commercial-banking/industry/government-banking
- John Weston, Vice President
- john.weston@td.com
- (802) 223-0519
- 90 Main St, Montpelier, VT 05602

TD Bank, America’s Most Convenient Bank®, is one of the 10 largest banks in the U.S. and is committed to delivering a banking experience that’s smart and easy. Your needs are different, which is why we offer a wide array of deposit, investment, and loan products designed to meet your special needs. Our knowledgeable and experienced government banking team offer local decision making and expert service.

Tech Group, LLC

- tgtv.net
- Steve Loyer, President
- sloyer@tgtv.net
- (802) 862-1197
- 21 Gregory Drive, Suite 120, South Burlington, VT 05403

Tech Group is a world class managed service provider offering a suite of services designed to keep your network safe, secure, and compliant. By supporting over 30 cities and towns in the state we have a unique understanding of the applications in use and what’s needed to support them. Gone are the days of the one-support-plan-fits-all approach. We understand that each city and town has a unique set of needs and budgetary constraints that require a support plan built for them. We have the solutions and products needed to address the gaps in your network that keep you awake at night. At Tech Group we believe that technology should not isolate us – it should bring us together. As “the human side of IT,” our mission is to become your trusted partner to guide you through the options and get you the solutions and information you need to make a sound business decision.
Nearly fifty years ago, the Vermont General Assembly established the Bond Bank to provide loans for local infrastructure projects following a period of facilities construction across the state when the ability to secure long-term debt financing was at risk.

The solution embodied in the Bond Bank was a state instrumentality with a mandate to “foster and promote by all reasonable means” access to long-term debt financing while, to the extent possible, reducing related costs to taxpayers and residents.

White + Burke is a municipality’s outsourced real estate department. We provide critical consulting to municipalities throughout the state, strategically analyzing, navigating, and executing to get development done through actionable implementation plans. For over 30 years, we have built projects that economically, socially, and aesthetically enrich communities.

VC3 has been focused on providing IT solutions for small and medium sized municipalities since 1994. VC3 will assess your entire IT infrastructure and create an IT plan that provides predictable costs, ensures affordability, increases productivity, and secures your systems from cyber threats.

Vermont Blue Advantage helps Vermonters get more from Medicare. We offer all-in-one Medicare Advantage plans for groups and individuals with extra benefits and the confidence of Blue.
The constantly evolving requirements of municipal government require a partner who has local knowledge, develops strong relationships and brings a level of uncommon expertise to the conversation. We welcome the opportunity to talk with you about the benefits of our relationship-based approach, as well as discuss how our team can work to develop solutions that matter for you.

Let’s discuss your government banking needs.

David Olson, SVP
802-660-1356 | david.olson@peoples.com
Lori Terrien, SVP
802-660-1657 | lori.terrien@peoples.com

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Introducing Vermont Blue Advantage® created by Blue Cross® and Blue Shield® of Vermont. The all-in-one Medicare Advantage plans made by Vermonters, for Vermonters.

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