

**From:** Bill.Lofy@state.vt.us  
**To:** "Ross, Chuck (Leahy)" <Chuck\_Ross@leahy.senate.gov>  
**Subject:** Re: Details for ag portion of Inaugural  
**Date:** 2011-01-03 17:45:43 -0500

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Great, thanks.

On Jan 3, 2011, at 5:38 PM, "Ross, Chuck (Leahy)" <[Chuck\\_Ross@leahy.senate.gov](mailto:Chuck_Ross@leahy.senate.gov)> wrote:

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**From:** Lofy, Bill [mailto:Bill.Lofy@state.vt.us]  
**Sent:** Monday, January 03, 2011 4:28 PM  
**To:** Ross, Chuck (Leahy)  
**Subject:** Re: Details for ag portion of Inaugural

Tell Emerson we put in his EB5 language.

So you're saying to use "New England" instead of the "northeast" right?

Response to your comments:

1. I will
2. Done (see below...is it accurate to credit Dean with initiating the state work on this?)

EB5 is a federal program advanced by members of Congress. Dean's administration applied it on a statewide basis rather than a project basis which has given it greater strength. PJL has supported it from the outset and has saved it multiple times from being terminated. PJL has worked very closely with the two most successful users – especially Bill Stenger and Jay Peak but Winn Smith and Sugar Bush as well.

3. Not sure what you mean – give me a sentence that I can stick in.

Sorry my comment was missing a few words – I meant to say Peter Shumlin has a chance to invite the Congressional delegation to be partners in addressing the issues facing Vermont and sharing the success of Vermont as well. Here I will say that PJL may deserve some special recognition – his influence has helped to undergird Vermont's economy for years – our unemployment rate, the 5<sup>th</sup> lowest in the country – could be in part attributed to PJL when you look around the state at all the businesses connected to PJL activities. Recognizing/thanking PJL for his work would be a nice thing to do – good for relations – not required but good to do.

Here are a couple of sentences –

“ I want to thank our Congressional delegation for their extraordinary service to our state over the last few years. They have helped us in countless ways to address the challenges confronting our state and seize the opportunities that help make us great. They are clearly part of the reason why we have the 5<sup>th</sup> lowest unemployment rate in the country. This connection is particularly evident when you look at the work of Senator Leahy and activity of many of our businesses in Vermont. “

Such a string of sentences gives credit where credit is due and pulls the rug out on Douglas's job myth.

Chuck

Finally, my jobs agenda will expand the ability of emerging enterprises and businesses to access capital. Businesses can't grow if they don't have access to capital and credit. If our Green Mountain state can be recognized to young entrepreneurs as the innovative leader in financing and venture capital for micro-businesses when banks say “no,” we will grow and prosper.

Let me give you an exciting example of what I mean by innovation in financing and venture capital. The EB-5 program is an established means of generating capital that is creating jobs. Thousands of them, right here in Vermont.

We have a pioneer in this effort, Bill Stenger, of Jay Peak, deep in the Northeast Kingdom, who joins us today. Bill has plumbed this federal program to its fullest potential. Through this initiative he has created over a thousand new jobs

that would not exist if it were not for this program – something initiated by Governor Howard Dean championed in Congress by Senator Patrick Leahy.

And we can take this program to levels not imagined by its creators. Vermont is the only state that operates a statewide EB-5 program with the state acting as its auditor. That offers confidence to investors; it gives us a vehicle not only to raise essential capital, but to spread Vermont's stellar reputation from one end of the globe to another.

The University of Vermont has staked its future on building a worldwide reputation on its spires of excellence, including foodsystems that could fuel our future for farmers. We will partner with the university to draw out the full economic development potentials of these initiatives. The EB-5 program should be the capital that makes this happen.

These are the sorts of innovative thoughts we're seeking. This is an initiative I hold to be critically important, and to it, I pledge not only the power of the bully pulpit but the material funds and people to make it succeed.

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**From:** "Ross, Chuck (Leahy)" <[Chuck\\_Ross@leahy.senate.gov](mailto:Chuck_Ross@leahy.senate.gov)>  
**Date:** Mon, 3 Jan 2011 16:24:50 -0500  
**To:** Bill Lofy <[bill.lofy@state.vt.us](mailto:bill.lofy@state.vt.us)>  
**Subject:** RE: Details for ag portion of Inaugural

Don't worry. I expected as much. I will use the rest when I am out on the road etc.

\*\*\*\* Need to change sentence "Vermont's farms still produce over 60 percent of the milk produced in New England [[northeast]] -- take out northeast per note in email chain below.

Couple of broader level suggestions –

- | Give the Congressional delegation some advanced warning if you are going to ask them to do something, expect something from them or plan to partner with them
- | Recognize them and their good work – on EB5 you need to recognize Leahy and only Leahy
- | Peter has a chance to invite the delegation to compliment them for their work and partner with them in the future – unlike Douglas

I believe that will feel good to Vermonters

Emerson Lynn called and said he was happy to help on the EB5 portions of the speech if you would like

Good luck with this Bill and don't forget to have some fun.

Chuck

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**From:** Lofy, Bill [<mailto:Bill.Lofy@state.vt.us>]  
**Sent:** Monday, January 03, 2011 4:03 PM  
**To:** Ross, Chuck (Leahy)  
**Subject:** Re: Details for ag portion of Inaugural

Here's the bad news: I cut this way, way back. Had no choice, there's just not enough space. I'm already 500 words too long. Here's the ag section as of now:

Despite the extraordinarily difficult times that our dairy farmers are contending with, at no time in my memory has the future of agriculture in our state had more potential to grow and make money for our farmers. Vermont's farms still produce over 60 percent of milk produced in the northeast, and our dairy community is as unified and focused as I have ever seen it. Working together with our Congressional delegation, we will continue to fight for fair prices for our farmers.

The renaissance in Vermont agriculture is deeply rooted in the growing awareness by consumers across America about where and how their food is produced. Consumers are increasingly demanding locally grown, chemical-free, quality food that will nurture them and their families. Taking our existing strengths – farmers markets, farm to plate, Vermont Fresh Network restaurants – and expanding our definition of local to everything within 200 miles of Vermont, which includes Manhattan, Boston, and Montreal, must be the goal for our bright farm future. Conserving farmland through Vermont Housing and Conservation Board and investing in processing and bottling facilities, combined with a massive marketing effort for Vermont quality foods, will bring our farmers the value-added price that they deserve for a long day's work.

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**From:** "Ross, Chuck (Leahy)" <[Chuck\\_Ross@leahy.senate.gov](mailto:Chuck_Ross@leahy.senate.gov)>  
**Date:** Mon, 3 Jan 2011 13:52:32 -0500  
**To:** Bill Lofy <[bill.lofy@state.vt.us](mailto:bill.lofy@state.vt.us)>  
**Subject:** Details for ag portion of Inaugural

Update on some language in the draft I sent to you

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**From:** Bothfeld, Diane [<mailto:Diane.Bothfeld@state.vt.us>]  
**Sent:** Monday, January 03, 2011 11:24 AM  
**To:** Ross, Chuck (Leahy)  
**Subject:** RE: New and Better draft

Chuck,

Value of milk alone – not value added products was \$400 million for 2010. Approximately 50% of milk leaves state daily for further processing so the \$200 million value brought back to the state is fine.

Volume of milk compared to Northeast – IF comparing to New England plus NY and PA then 11% of milk volume. If comparing VT to just New England States then 63% of milk.

Paragraph adjustments

At no time, in my memory has the future of agriculture been so exciting and dynamic. Vermont farms still produce over **60% of the New England** market's milk supply, importing over \$200M dollars annually into the Vermont economy and, while the number of farms has decreased substantially, our overall dairy output has not. (Verify with Diane B) While the anchor of agriculture, dairy farming, continues to face challenges, the dairy community is as unified and focused as I have ever seen it.

The rest looks fine.

Diane