

Profile of Major Employers in Essex, Vermont

Vermont's 2nd Largest Municipality /
Vermont Leader in Manufacturing Jobs

Essex Economic Development Commission (EDC)

- ▶ 5 volunteer members appointed by Essex Town Selectboard
- ▶ Staffed by Assistant Town Manager
- ▶ Regular Participation from Essex Junction Planner, GBIC Representative & Selectboard Member
- ▶ Meet twice per month (2nd & 4th Mondays)

New Essex C&I Locations in Pipeline

- ▶ 1,500,000 sf of commercial / industrial space with master plan approval or permits:
 1. CV Innovation & Technology Park at IBM Site off Maple Street in Essex Junction (300,000 sf)
 2. 30 Allen Martin Drive being developed by REM. 3 buildings total (420,000 sf permitted).
 3. Saxon Hill Industrial Area (750,000 sf plus (est.))

Essex Town Prioritized Strategy List

- ▶ Major Roadway Improvements
- ▶ Industrial Park Evaluation
- ▶ Government Service Retention & Expansion
- ▶ Regional Multi-Modal Improvements
- ▶ Marketing Program
- ▶ IBM Site Initiative
- ▶ Infill Development
- ▶ Business Visit / Assistance Team
- ▶ Business Data Center
- ▶ Freight Rail Expansion
- ▶ Local Education Resource Promotion
- ▶ Transit Oriented Development
- ▶ Green Entrepreneurial Center

From Final Report of the Essex, VT Economic Development Plan (April 2010) and subsequent assessment by the Essex Economic Development Commission.

Principal Data Source

- ▶ Information based on Vermont Business & Manufacturers Directory 2013–14, a publication of the Vermont Business Magazine (VBM).
- ▶ EDC makes adjustments to data, including addition of Town and Junction locations.
- ▶ EDC encourages Essex businesses to contact VMB for inclusion in Directory.
- ▶ EDC posts database of Essex businesses on Town website.

TOP Essex Employers

	<u>Company</u>	<u># Employees</u>
1.	IBM Microelectronics	3,800 *
2.	Green Mountain Coffee Roasters	800
3.	USCIS – Dept. Homeland Security	700 **
4.	Autumn Harp	248
5.	Revision Military	170
6.	FoodScience Corporation	155
7.	The Essex Resort & Spa	100
8.	Catamount Color	85
9.	Vermont Systems	85
10.	Harmony Information Systems	80
11.	Flex-a-Seal	78
12.	Huber+Suhner (leaving VT in 2014)	63

- * Estimate from WCAX Report – June 2013.
- ** Adding 300 jobs in 2014 upon completion of construction.

Other Important Employers

1. ALPLA (River Road)
2. ASK-int TAG (IBM campus)

IBM Microelectronics – #1

- ▶ 3,800 (est.) employees in Essex Junction / approximately 4% of IBM's US workforce of 100,000 (est.)
- ▶ VT's largest private employer
- ▶ 1 of 2 IBM Fabs in US (other in East Fishkill)
- ▶ "One of the world's largest producers of semiconductor technology"
- ▶ IBMers in Vermont registered 482 patents in 2011
- ▶ Received Vermont Department of Environmental Conservation's Governor's Excellence Awards for 20 years (1993–2013).
- ▶ In 2011 named Essex Jct. campus
CV Technology & Innovation Park.
- ▶ Proposing 300,000 sf of commercial development off Maple Street.



Green Mountain Coffee Roaster – #2

- ▶ 800 Employee in Essex Town off Kellogg Rd.
- ▶ Added 350,000 sf in 2012 for total of 578,000 sf.
- ▶ Roasts coffee and fills Keurig Vue Packs & K-Cups
- ▶ 5x5x5 Growth Award 2013 – 1029% – #1 manufacturing – over 5 years!
- ▶ <http://investor.gmcr.com/releasedetail.cfm?ReleaseID=616123>
- ▶ www.gmcr.com



US Citizenship & Immigration Services – #3

- ▶ 400 employees in Essex Town on River Road
- ▶ 300 new employees being added in 2014 to renovated River Road building.
- ▶ Located in Essex for over 10 years
- ▶ Division of U.S. Dept. of Homeland Security
- ▶ Work funded primarily by fees.
- ▶ Process applications from around the country, with no face-to-face client interaction on site.

Source: Essex Reporter: Jan 3, 2013



**U.S. Citizenship
and Immigration
Services**

Autumn Harp – #4

- ▶ 248 Employees in Essex Town
– Saxon Hill Ind. Park
- ▶ Moved from Bristol, VT in '08
- ▶ 115,000 sf state-of-the-art campus on Thompson Drive
- ▶ 57,000 sf warehouse expansion added in 2013 with addition of 5 – 10 jobs
- ▶ A specialized R&D and manufacturing for cosmetics and skin care industry focused on natural & organic formulations and water-based technologies
- ▶ Products sold in over 60 countries
- ▶ www.autumnharp.com



Revision Military Ltd. – #5

- ▶ 170 Employees in Essex Town on Corporate Drive
- ▶ Subsidiary of Canadian company with CHQ in Montreal
- ▶ Revision develops and delivers protective equipment for military use worldwide
- ▶ Main Products: eyewear and “head systems” (helmets)
- ▶ Expanded in June 2012 thru purchase of MSA
No. American’s helmet business – with mfg. plant in NEK
- ▶ www.revisionmilitary.com



FoodScience Corporation – #6

- ▶ 155 Employees in Essex Town's Gauthier Park
- ▶ Over a quarter century of producing nutritional supplements.
- ▶ Private labeling, custom formulations, & company products.
- ▶ 3 "Human" Divisions: Mountain Naturals of VT, FoodScience of VT, & DaVinci Labs; and
- ▶ 3 "Animal" Divisions: Pet Naturals of VT, U.S. Animal of VT, Vetri-Science Labs.
- ▶ www.foodsciencecorp.com



The Essex Resort & Spa – #7

- ▶ 100 Employees in Essex Town
- ▶ Located on 18 acres, The Essex is the area's only AAA Four Diamond hotel.
- ▶ A full-service spa, fitness center, cooking classes, two award-winning restaurants, and 120 rooms.
- ▶ 5X5X5 Growth Award 2013 / Service Category – 129% growth over 5 years
- ▶ www.vtculinaryresort.com



Catamount Color – #8

- ▶ 85 Employees in Essex Town's Saxon Hill Park
- ▶ Leader in offset, digital & large format printing for business, personal & community use.
- ▶ Specializes in printing & mailing services, including catalogs, brochures, postcards, & large format items.
- ▶ Formerly *The Offset House*.
- ▶ Great LOGO!!!
- ▶ www.catamountcolor.com



Vermont Systems Inc. – #9

- ▶ 85 Employees in Essex Town adjacent to the Town Market Place.
- ▶ Develops software to to manage recreation programs.
- ▶ Over 1 100 customers, including 900 municipal agencies and all US military bases worldwide.
- ▶ Employee-owned company.
- ▶ www.vermontsystems.com



Harmony Information Systems – #10

- ▶ 80 employees in Essex Town off Kellogg Road in Gauthier Park – adjacent to GMCR.
- ▶ CHQ in Reston, VA – www.harmonyis.com
- ▶ Harmony's “off the shelf” software suite helps more than 1,000 human services organizations, including 35 state-level agencies, provide home- and community-based long-term care.
- ▶ Vermont Agency of Human Services is client.



Flex-A-Seal – #11

- ▶ 76 Employees in Essex Jct. off Maple Street founded 1983
- ▶ Sister plant in Sao Paulo, Brazil with 40 more employees
- ▶ International designer & manufacturer of mechanical seals & non-metallic equipment for waste water treatment.
- ▶ 5x5x5 Award for 2012: Mfg – 87% growth.
- ▶ www.flexaseal.com



Huber+Suhner – #12

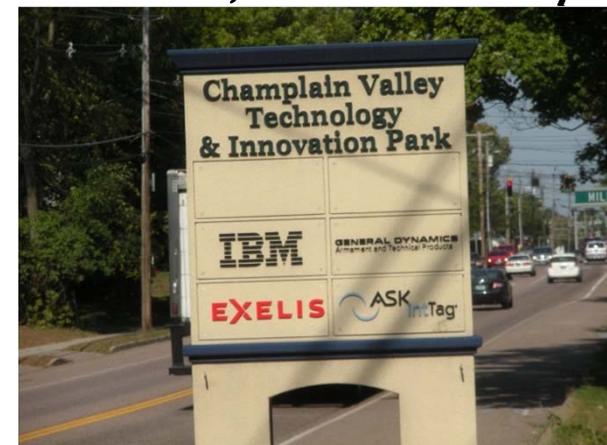
- ▶ 63 Employees in Essex Town at Saxon Hill. (3,800 employees worldwide)
- ▶ Essex is North American HQ.
- ▶ Swiss-owned company
- ▶ Global supplier of components and systems for electrical and optical connectivity.
- ▶ Announced departure from Essex & VT by mid-2014 for NJ and NC.
- ▶ www.hubersuhner.ca / www.hubersuhner.com



ASK-int TAG



- ▶ 40 Employees in Essex Junction at the CV Technology & Innovation Park (IBM)
- ▶ French company with operations in China, India, Mexico, Brazil, So. Africa and USA
- ▶ Designs, manufactures and markets a range of contactless cards, tickets, RFID tags, & contactless readers for public transport, object & people identification, payment & electronic documents such as e-drivers' licenses, e-identity cards, or electronic passports.
- ▶ www.ask-rfid.com



ALPLA – Other Manufacturers

- ▶ 20 Employees (estimated) in Essex Town off River Road on rail siding started here in 2011.
- ▶ Global plastics company based in Austria.
- ▶ 148 production plants (11 in USA) in 39 countries with 13,000 employees.
- ▶ Making Keurig K-Cups & Vue Packs for GMCR.
- ▶ www.alpla.com



Essex Industrial & Business Parks

- ▶ CV Technology & Innovation Park
 - ASK-int TAG
 - IBM
 - Proposing 60 acre business / industrial area off Maple St.
- ▶ River Road Area
 - ALPLA – plastic molding
 - USCIS – US Department of Homeland Security
 - Twincraft Warehouse
- ▶ Saxon Hill Industrial Park
 - Autumn Harp – Thompson Drive
 - Revision Military – Corporate Drive
 - Huber+Suhner – Thompson Drive
 - Catamount Color – Sand Hill Road
 - Gordini / Kombi
 - 30 Allen Martin Dr. (permitted for 3 buildings)

Industrial / Business Parks (cont.)

- ▶ Gauthier Industrial Park – Kellogg Road
 - Green Mountain Coffee Roasters
 - FoodScience
 - Harmony Information Systems
 - US Mail Processing Center
- ▶ Ewing Commercial Park – Susie Wilson Road
- ▶ Essex Shoppes & Cinema
 - The Essex Spa & Resort
- ▶ Fort Ethan Allen Business Park
 - Citizens Cider (leaving in January 2014)

Industrial Area: 30 Allen Martin Dr.

- ▶ State of Vermont sold Building 617 and adjacent lot (52 acres) to REM in May 2013.
- ▶ REM announced plans to build 420,000 sf of commercial/industrial space in 3 buildings.
- ▶ Have obtained Essex Planning Commission and Act 250 approvals in 2013.
- ▶ Site work underway over winter 2013 with construction expected in 2014 on 1st of 3 buildings (180,000 sf).
- ▶ No occupants have been identified.
- ▶ www.rem-development.com/property-listings/54/30-42-allen-martin-dr

Champlain Valley Innovation & Technology Park – IBM Project

- ▶ In Feb. 2013, Essex Jct. Planning Commission approved IBM request for Master Plan to build commercial/industrial space.
- ▶ 60 Acres – Potential for 300,000 sf
- ▶ New buildings will be owned by occupants, not by IBM.
- ▶ Expansion awaits potential occupants to negotiate arrangements with IBM & to file site plan with Essex Jct. Planning Commission.

Relevant Business Clusters

The following Strategic Industry Sectors, identified in the March 2012 ECOS Analysis Report, are well represented in Essex:

Primary Targets:

- ▶ High Value-Added Manufacturing
- ▶ Information Technology, Communications & Media (including E-Commerce & Digital Media)

Secondary Targets:

- ▶ Value-Added / Sustainable Agriculture
- ▶ Tourism
- ▶ Non-profit Organizations
- ▶ Business & Administrative Services

Observations - 2013-14

- ▶ #1 in High Value-Added Jobs in VT
- ▶ Meeting the business diversification challenge
- ▶ Encourage SOV contingency planning for loss of major VT employers (CEDS Process)
- ▶ Need to know more about all employers
- ▶ Build on ECOS identified clusters
- ▶ EDC work focused on 2010 Essex priorities
- ▶ EDC work includes Town & Junction staff and volunteers