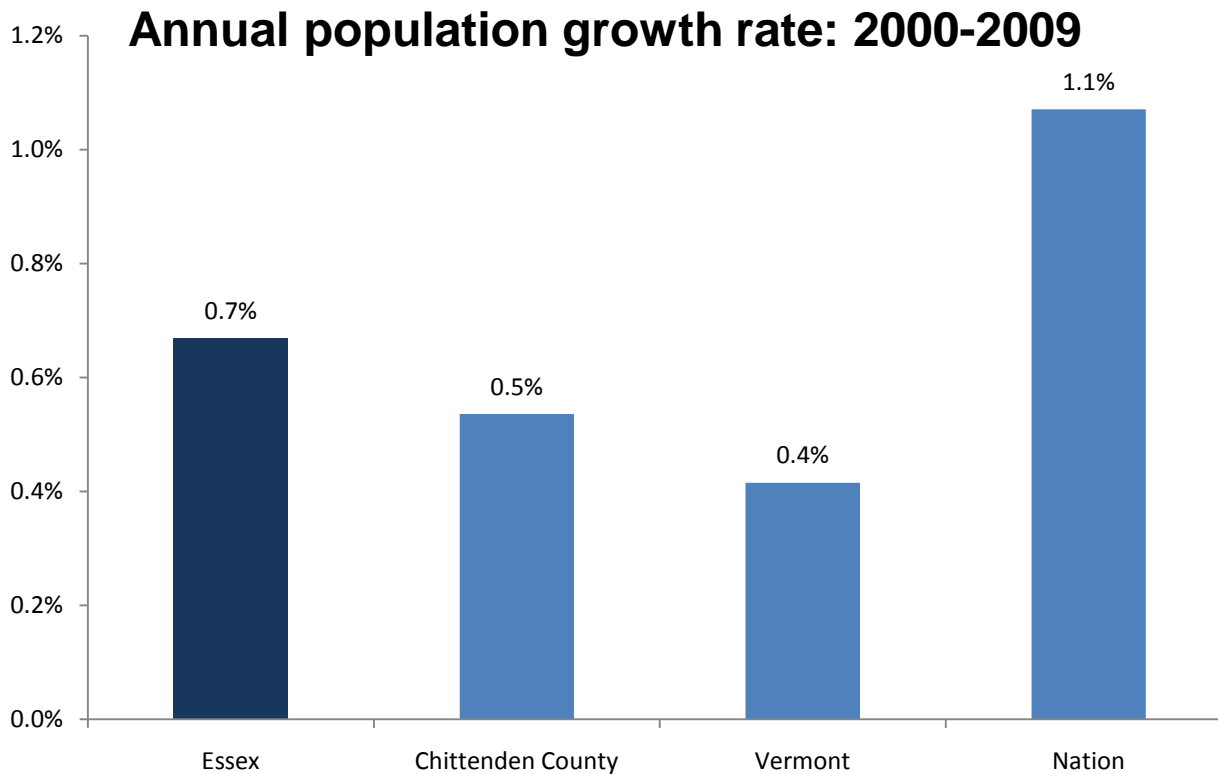


Essex Population

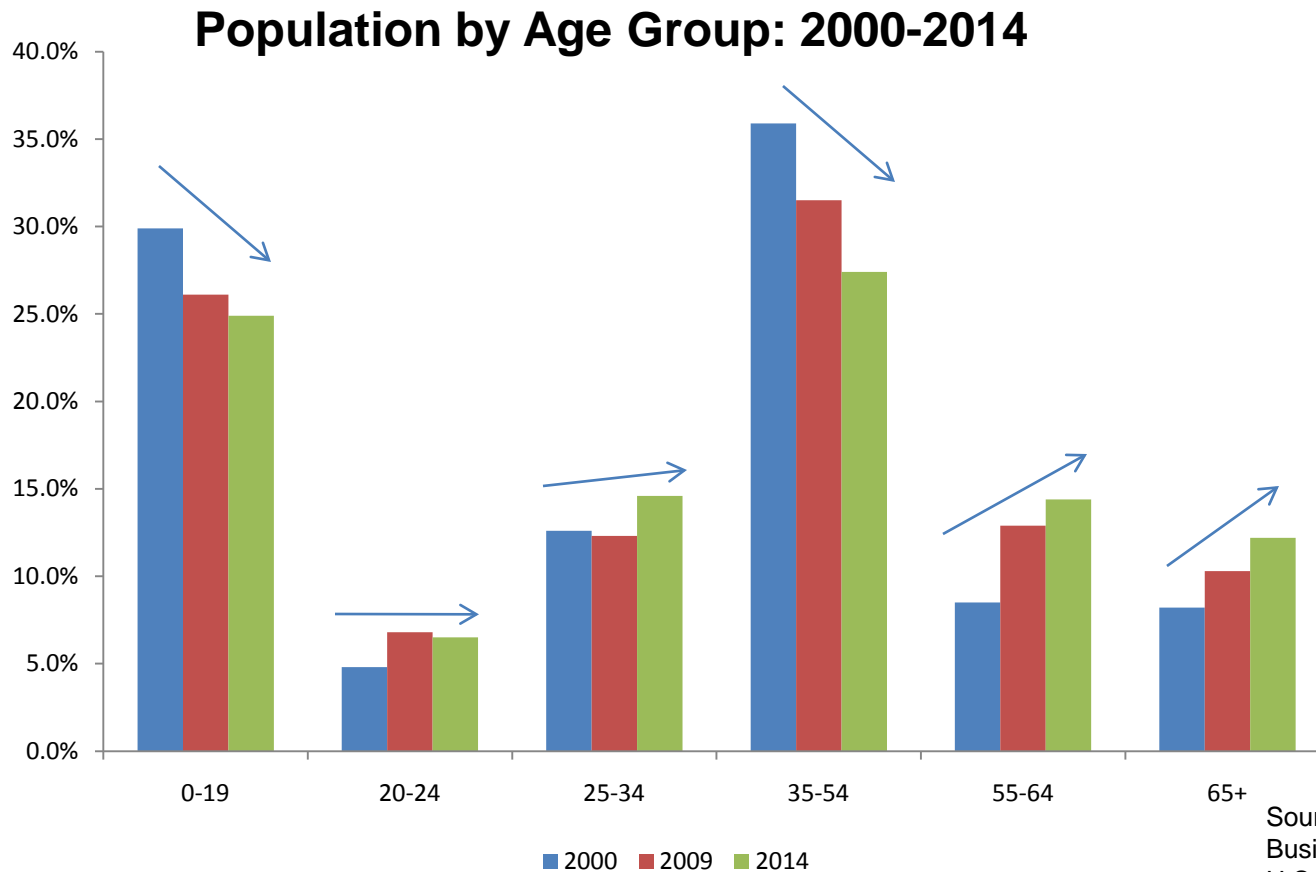
- Essex is growing faster than the County and State, but slower than the Nation



Source: ESRI
Business Solutions;
U.S. Census Bureau

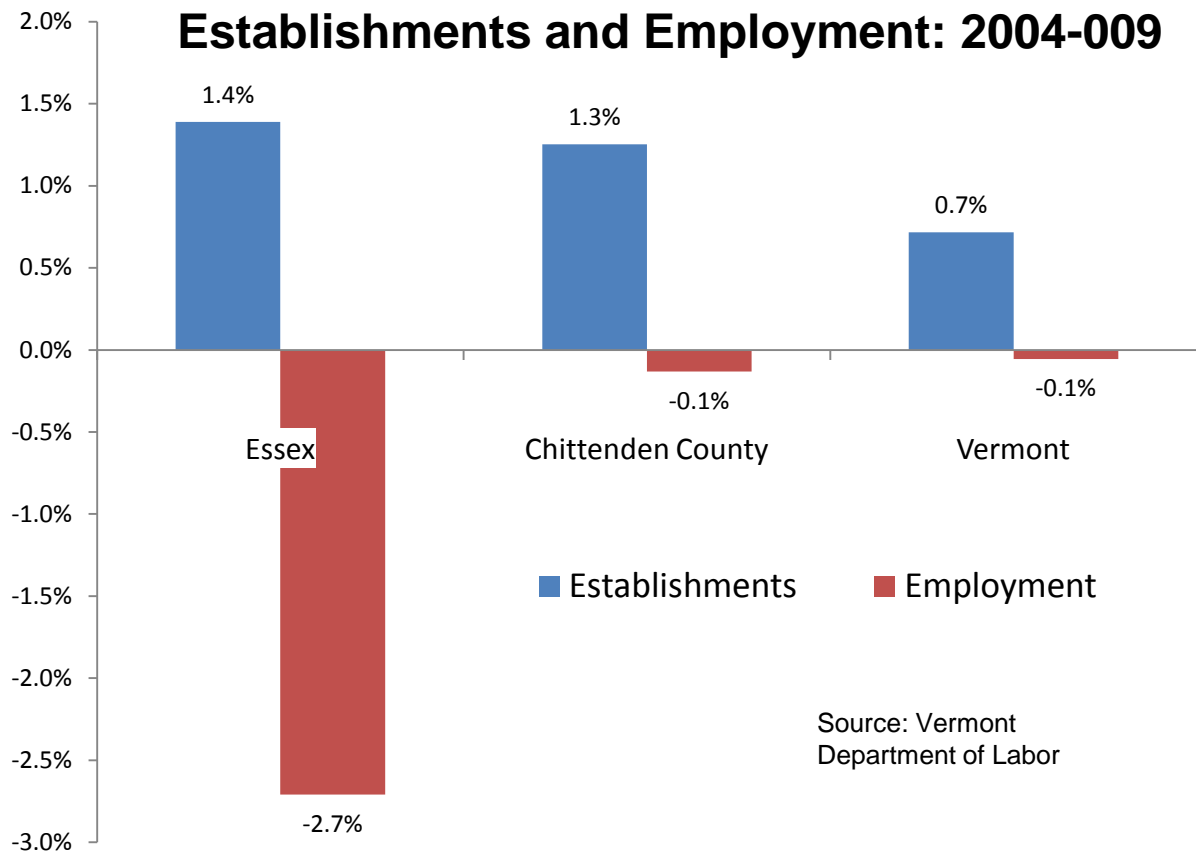
Trends in Age of Essex Residents

- Younger residents are holding steady; middle-age residents are decreasing; empty nesters and retirees are increasing



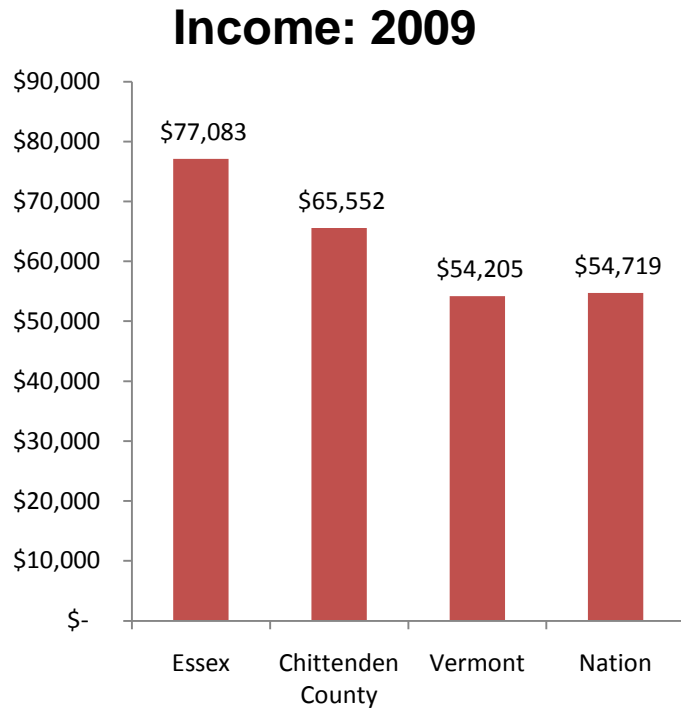
Employment

- Essex is adding employers at a faster rate than in the County and State, but losing jobs at a faster rate as well

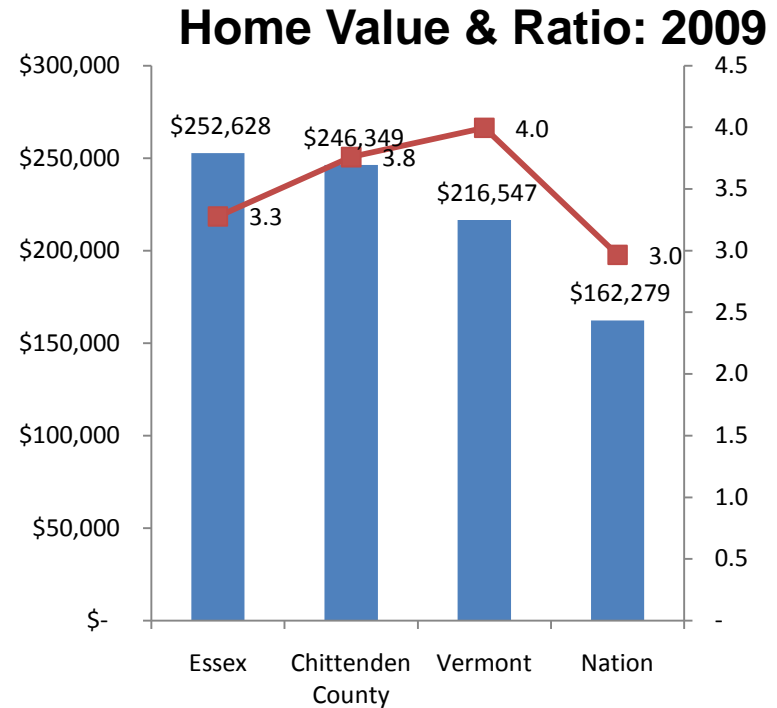


Income and Cost of Living

- Essex households, on average, earn more than those in the County, State and Nation. Housing, though more expensive than in the County and State, is also slightly more affordable compared to incomes.



Source: ESRI Business Solutions; U.S. Census Bureau

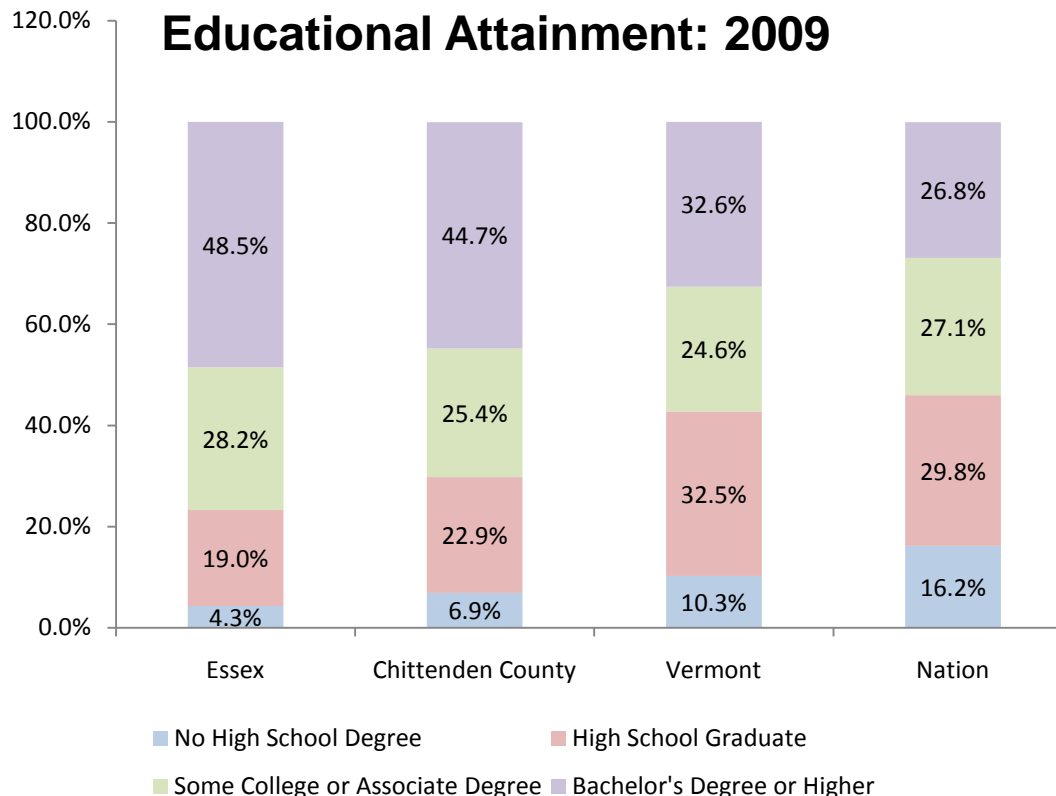


Home Value Ratio

Source: ESRI Business Solutions; U.S. Census Bureau

Educational Attainment, 2009

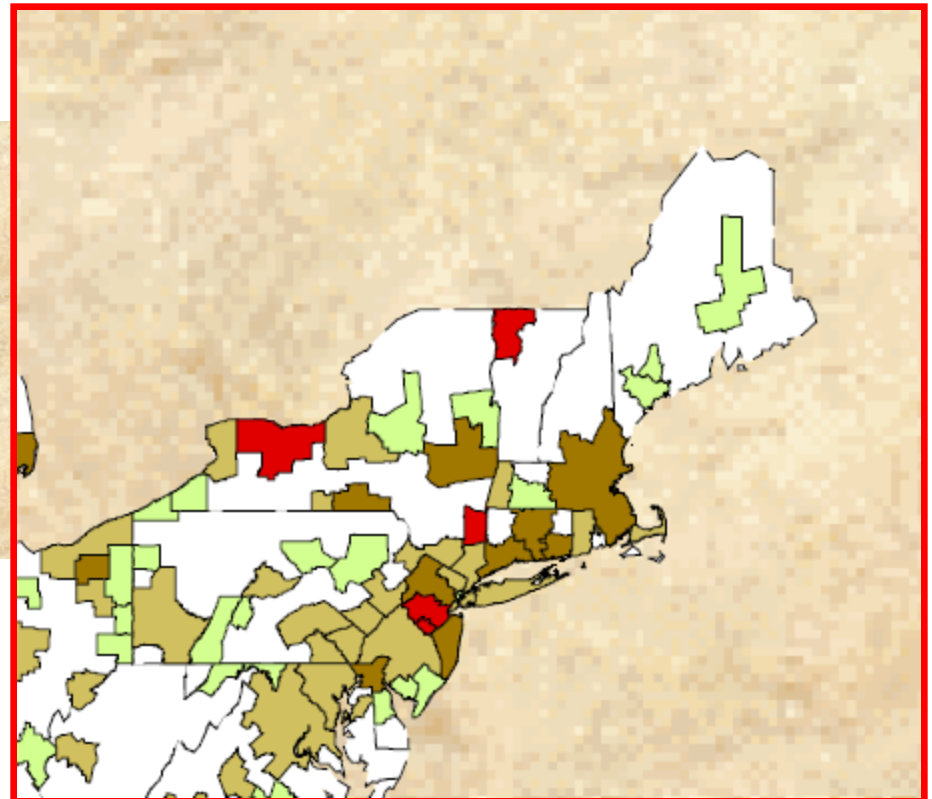
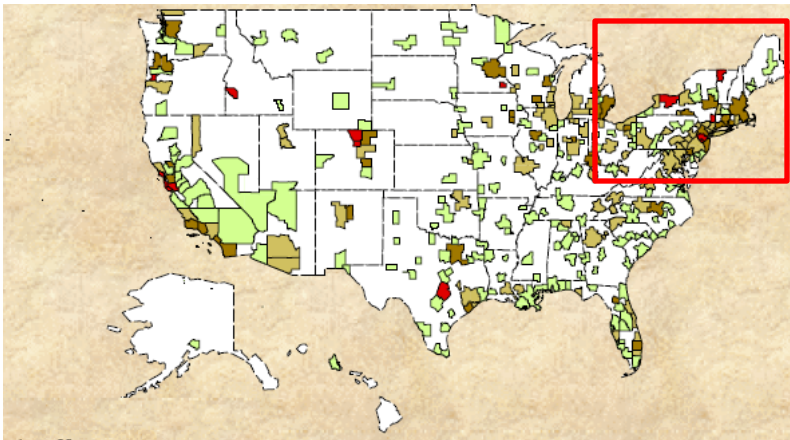
- Essex residents are generally more educated than those in the County, State and Nation



Source: ESRI
Business Solutions;
U.S. Census Bureau

Patents Per Capita

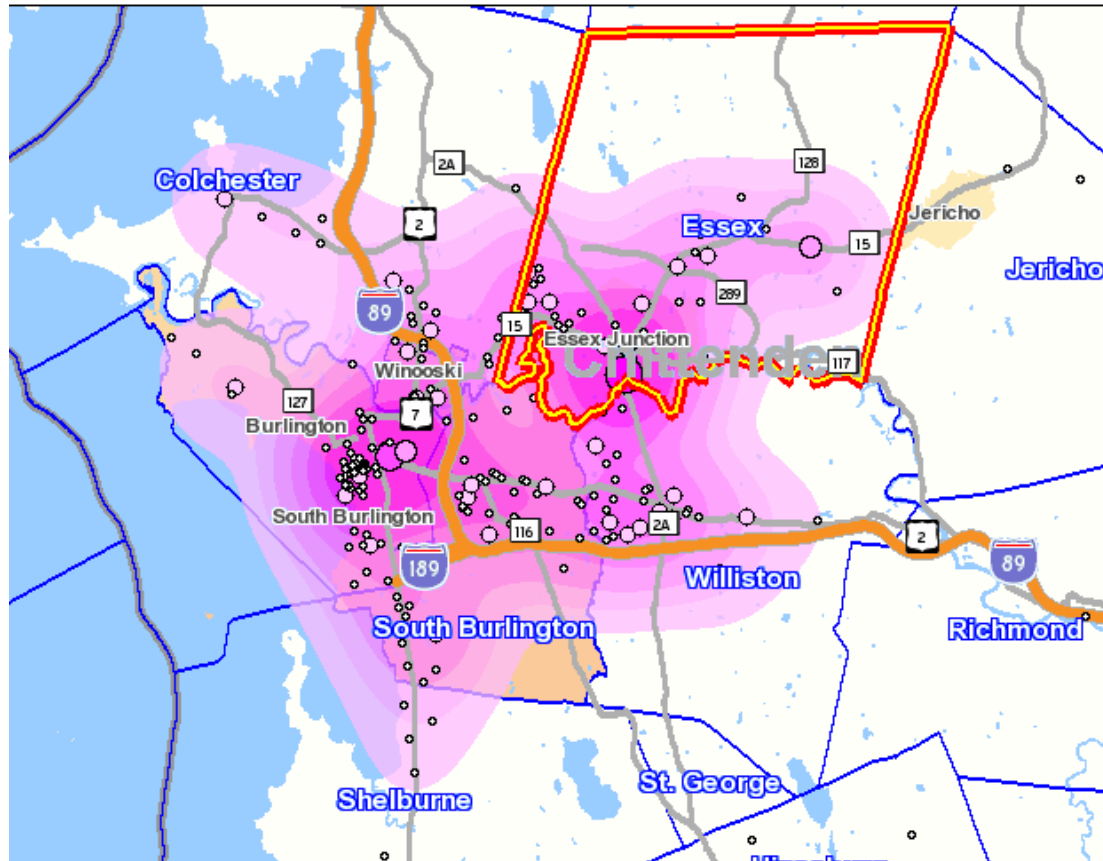
- Essex is home to innovators; as the map indicates (red = highest concentration of patents per capita)



Source: United States
Patent and Trademark
Office, 1998

Commuteshed

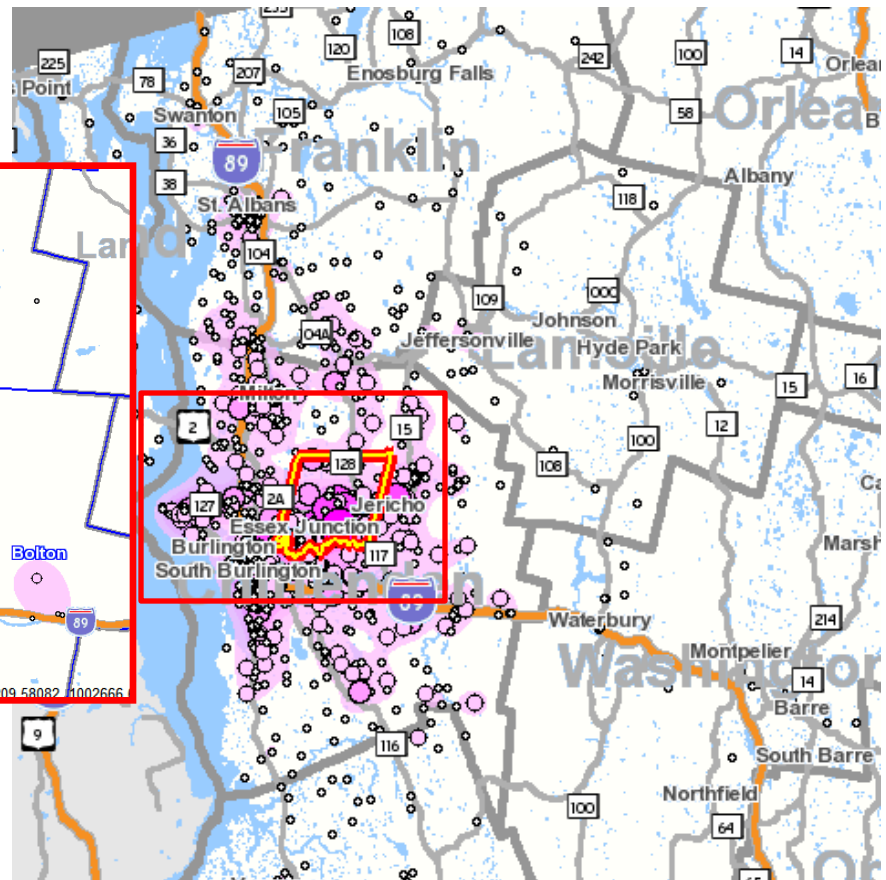
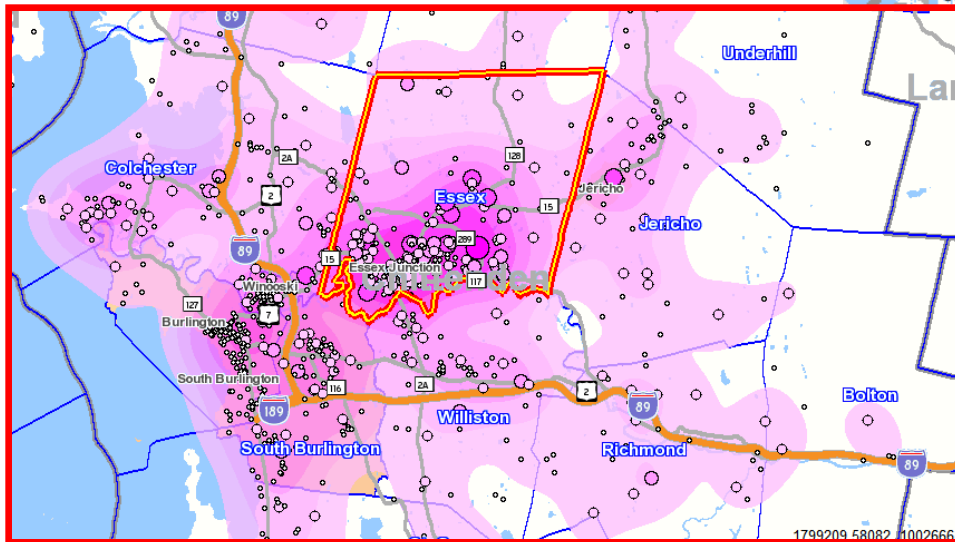
- Essex Residents Work Primarily in Essex, Burlington, and Surrounding Towns, but...



Source: U.S. Census Bureau, 2006

Laborshed

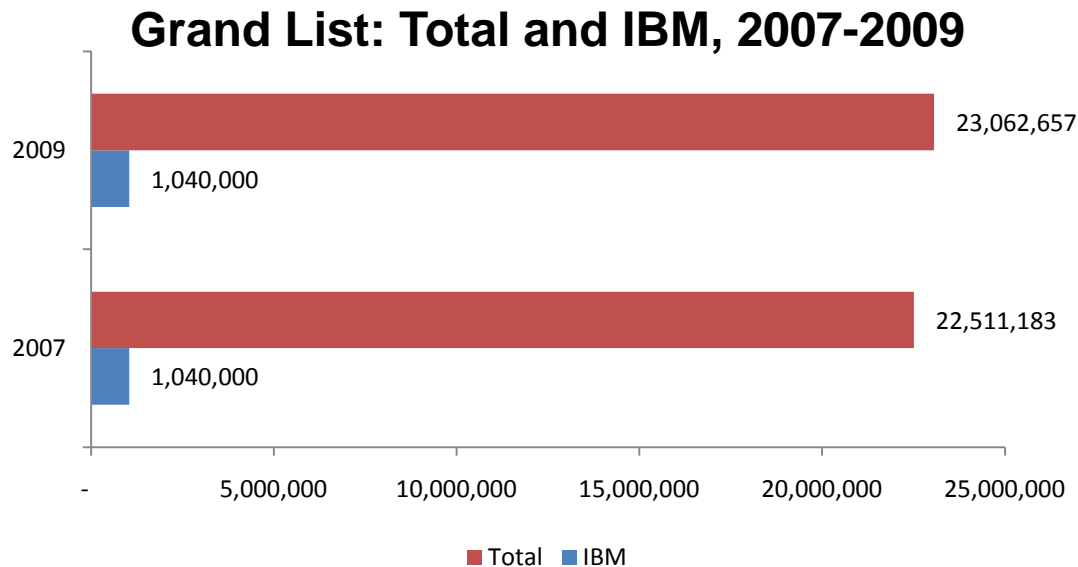
- Those who work in Essex come from much farther distances



Source: U.S. Census Bureau, 2006

The Grand List & IBM

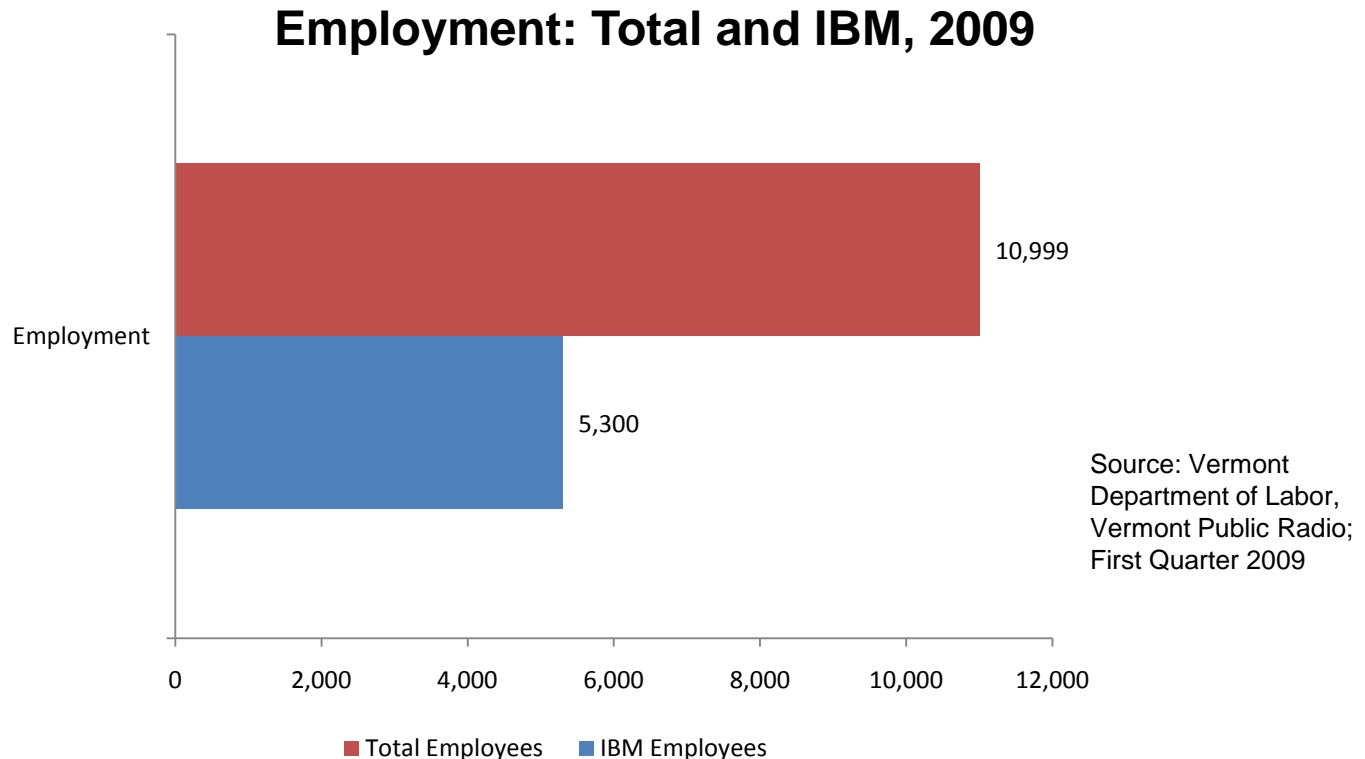
- IBM represents < 5% of the total combined grand list for Essex and Essex Junction, and that figure is shrinking.



Source: Town of
Essex, 2007-2009

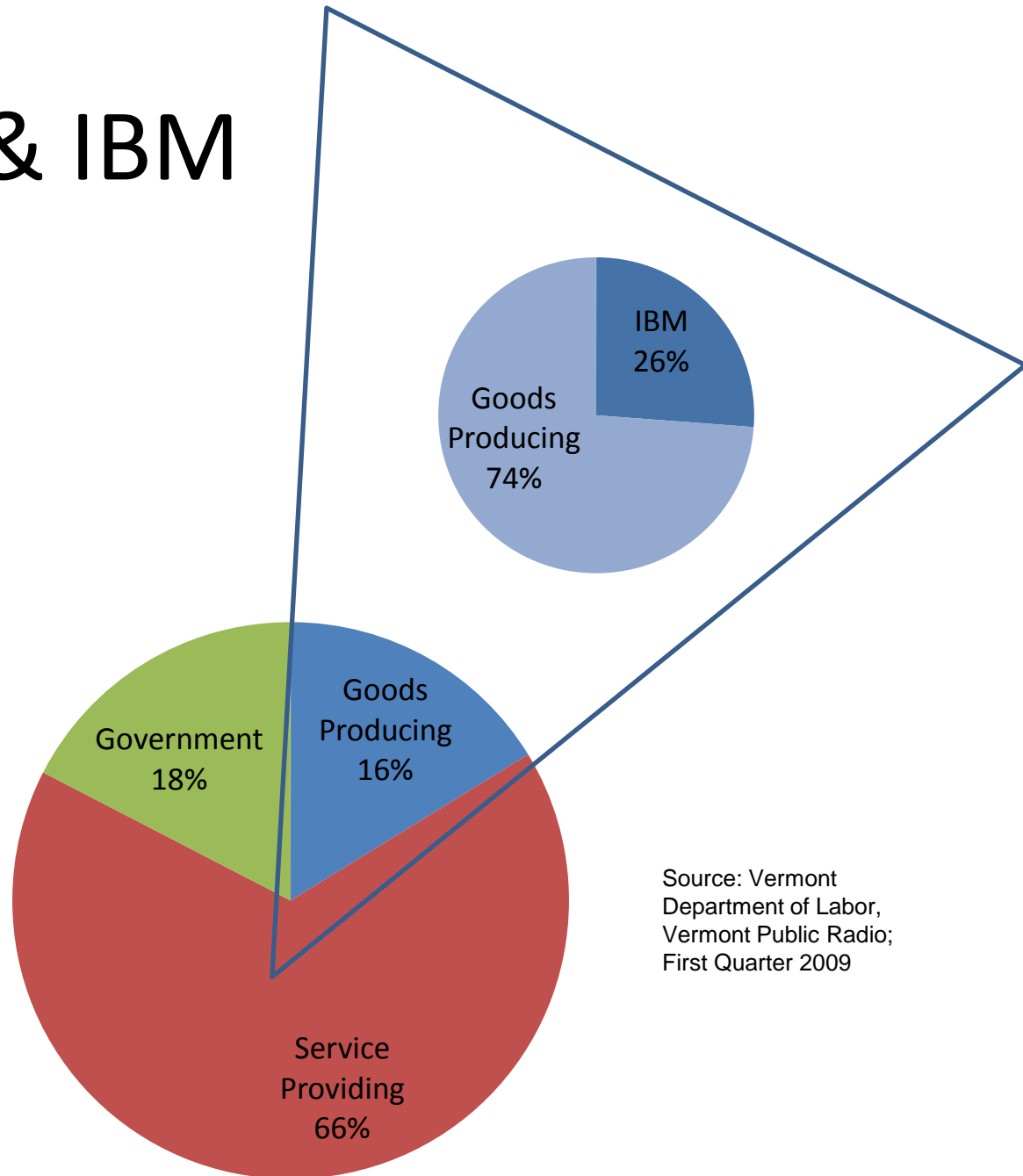
Employment & IBM

- IBM comprises 48% of all employment in Essex



Employment & IBM

- IBM is a smaller proportion of total employment in the County, but represents over 1/4 of all goods-producing employment (important for economic development)



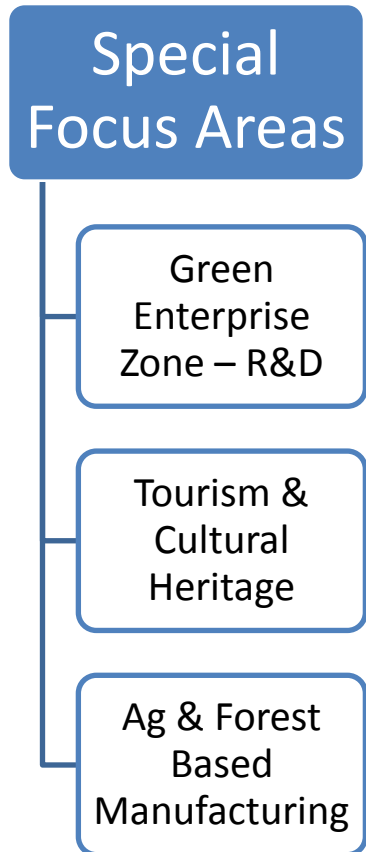
Source: Vermont Department of Labor, Vermont Public Radio; First Quarter 2009

Industry Analysis: How We Will Identify Targets



Preliminary Clusters (2008)

Twelve Dollar-Importing Industries			
Professional, Scientific & Technical Services	Specialized Medical Treatment	Niche Consumer Goods	Connector & Insulated Wire Manufacturing
Instrumentation – Medical, Security & Defense	Specialty Plastics	Specialty Machinery Manufacturing	Engineered Electronics
Specialty Metal Fabrication	Educational Services	Biotechnology & Medical Research	Travel & Tourism



Source: Town of Essex, 2008

Interview Observations

Strengths	Weaknesses
Great Place to Live	Permitting Process
Great Place for Families	Transportation Access
Top-Notch Schools	Restrictive Zoning
Educated Labor Pool	Lack of a Vision for Econ. Dev.
Innovators (Patents)	Region is not Unified
Cache of IBM	Lack of \$ Resources
Diversity of Community	State Incentive Toolbox
Recreational Opportunities	Retiring Population = Fewer Workers
Sewer, Water & Gas Capacity	Cost of Living is Expensive
Available/Affordable Commercial Space	Taxes are High
Civic-Minded Population	Power is Expensive