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Vermont's Environmental Sector

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What is Vermont's Environmental Sector?

Firms with **Export Potential** in these sectors:

- Energy Efficiency
- Environmental Consulting
- Environmental Education
- Environmental Regulation
- Green Building
- Green Financing
- Green Products
- Renewable Energy
- Smart Growth
- Sustainable Agriculture & Sustainable Forestry
- Waste Management



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FIRM: Businesses, Non-profit organizations, Institutions & Government agencies

Why Survey Vermont's Environmental Sector?

Understand the Size and Diversity of the Sector

Identify Training and Education Resources and Gaps

Provide Better Training and Education Opportunities

Attract Resources



Who did we survey?

580 Firms across the sectors

+ Vermont Green Building Network Members

+ Northeast Organic Farming Association Members



Who Responded?

248 Survey Responses

41%	Energy Efficiency	25%	Green Products
42%	Environmental Consulting	35%	Renewable Energy
49%	Environmental Education	35%	Smart Growth
22%	Environmental Regulation	33%	Sustainable Agriculture & Sustainable Forestry
43%	Green Building	26%	Waste Management
12%	Green Financing	17%	Other (Wetland Evaluation)



Export Potential

60% of firms provide goods or services outside of VT
>25% of business for 46% of Firms

39% of firms provide goods or services outside of the
U.S.

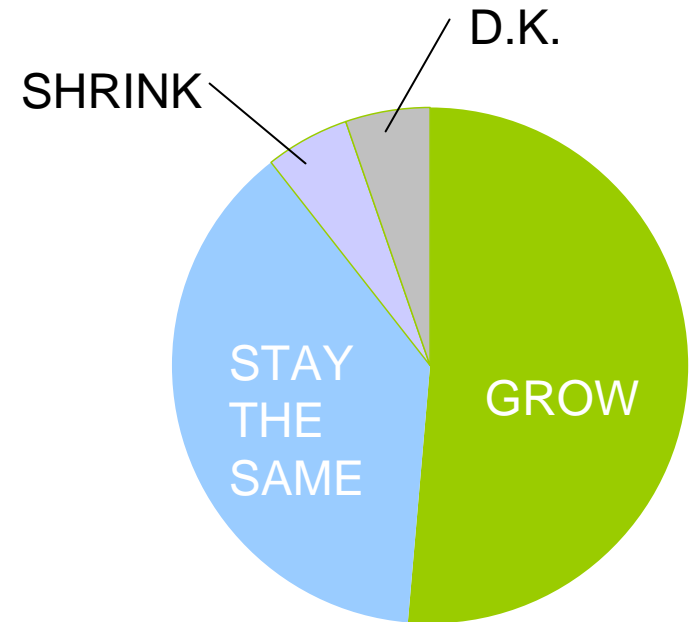
<25% of business for 81% of Firms



Number of Employees

0	7%
1-7	52%
10-24	12%
25-49	7%
50-100	8%
101-500	8%
>500	14%

In the next 5 years,
Firms expect to:



Recruiting VT Employees

68% of firms ALWAYS make an effort to recruit specialized employees in Vermont

39% of firms ALWAYS recruit from Vermont institutions or programs for entry level employees



Recruiting VT Employees

47% of firms hired employees with a degree from a VT **High School**

67% of firms hired employees with a degree from a VT **Technical School**

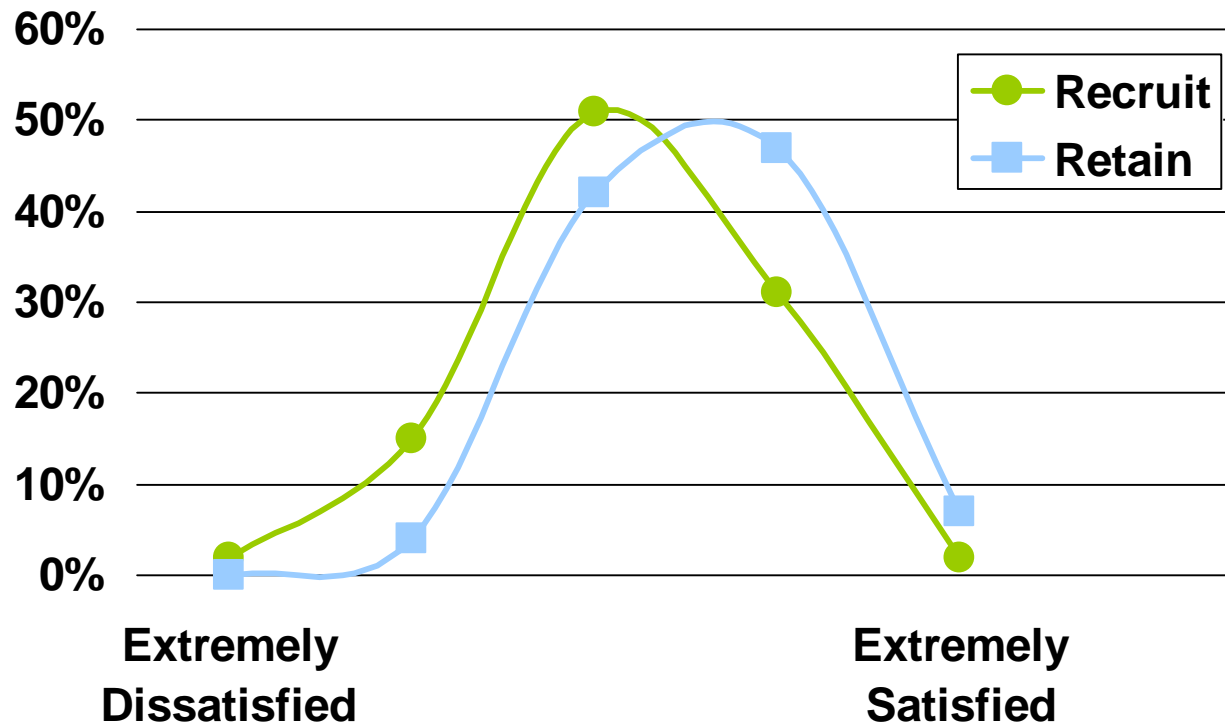
67% of firms hired employees with a degree from a VT **College or University**

86% of firms have been satisfied with their **VT Hires**



Specialized Employees

Satisfaction with
the ability to
recruit
and retain
specialized
employees.



Specialized Employees

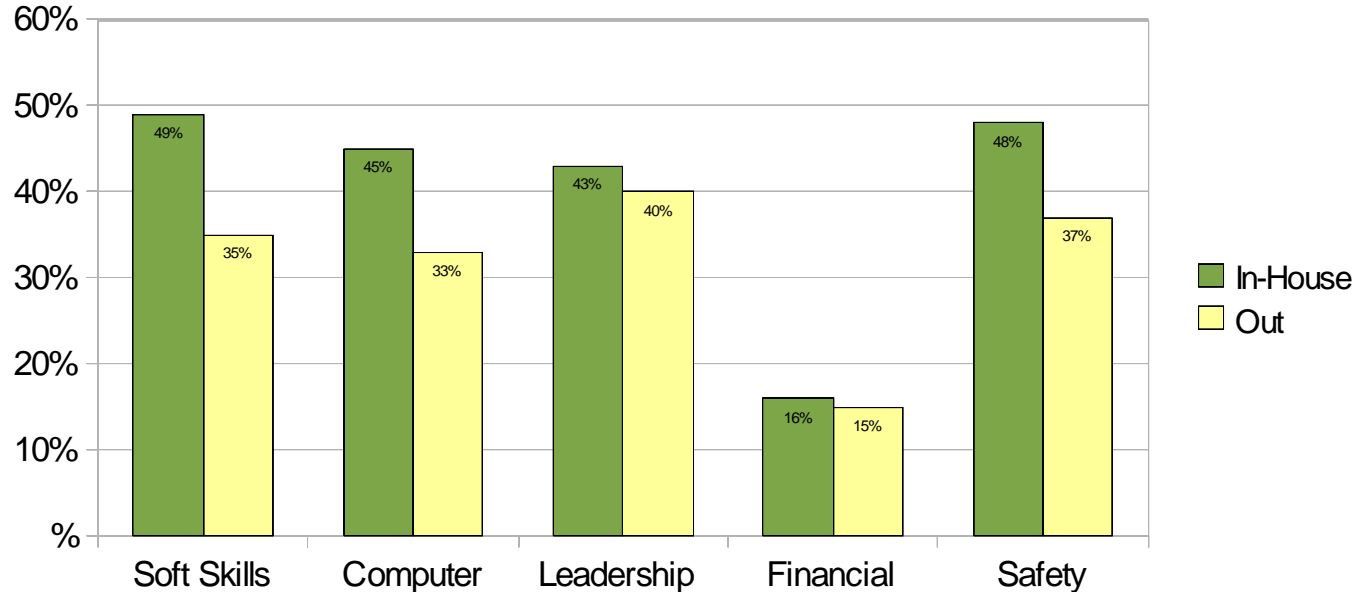
31% of firms have specialized positions they have trouble filling, such as:

-  Engineer
-  Energy Modeler
-  Field Technician
-  Project Manager
-  Spray Foam Operator

Employee Education & Training

71% of firms provide in-house training for their staff

61% send staff out to be trained



Industry-Specific Training

40% of firms provide in-house industry-specific training

40% send staff out for industry-specific training

IN-HOUSE TRAINING	OUTSIDE TRAINING
Energy Analysis	Energy Efficiency
Energy Efficient Design & Construction*	Hazardous Waste
Green/Sustainable Building Techniques	Renewable Energy
Solar Equipment (Sales & Installation)	Solar (Installation & Operation)
Specialized Computer Training	Specialized Computer Training



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*including weatherization

Industry-Specific Training

36% of firms report there is training or education not currently available in VT that would be valuable to them, such as:

- Advanced Alternative Energy
- Energy Efficiency
- Hazardous Materials
- Photovoltaics
- Solar & Geothermal

