

2022 Region 1 Annual Meeting

April $7^{th} - 10^{TH}$, 2022

Hilton Burlington 60 Battery St, Burlington, VT 05401



February 18, 2022

Dear Region I Members and Guests,

We hope this letter finds you healthy and ready to network! We know it has been a challenging two years, but we did not give up hope on hosting the Region I Conference here in Burlington, VT! Our committees have been hard at work to make this year's **75th Anniversary Conference** (yes, it is still the **75th conference** albeit two years late) an amazing experience for each and every one of you. Thanks to our many sponsors, pricing from 2020 is the same or lower and the registration costs are as all-inclusive as possible. We send our deepest gratitude to the generosity of our supporters!

On Thursday, 4/7, your experience will begin with our Welcome Walk and then our Welcome Party where we have put together a fantastic evening for you! Our Exhibitors will be with us for the evening. Please stop by each booth and let them know how much we appreciate their support. Our Exhibitors will be helping us with some fun and games for the evening, including our costume and dancing competitions. We plan to take you back to the spirit of the first conference in 1945 with some entertaining swing music and dancing! Swing dance instructors are lined up to help us all get our groove on. We encourage you to come in your 40's era attire!

Thursday also includes a fun outing just for our Young New Professionals. This is one experience you won't want to miss! Make sure you check off the YNP box on the registration so our YNP event chair can provide you with the details!

Friday, you will find numerous opportunities for education and networking, including 4 CE courses, 2 CLP courses as well as a 4-hour CLP renewal course. In addition to CLP and approved CE courses, we offer the Community Café full of informative topics. New this year is a Book Club Discussion Group! Details on all are included on the registration and/or on our IAIP Region 1 – 2020 Conference Facebook page.

That's not all.... Friday night, we are bringing back the Friday Night RVP dinner to honor our RVP's from past to present. We are hoping to have as many as possible join us in Vermont as we celebrate them for all they have done for IAIP in Region I! We'll need your detective skills for help in *Finding the Missing Diamond*. No need to make other reservations off-site, let us keep you entertained for the evening and it is all included in the cost of your registration.

Saturday, we have our annual CWC competition and business meetings, followed by the Awards and Scholarship Luncheon including several special guests... one of whom might be wearing their Olympic gold medal - Vermont's very own Barbara Cochran whose son, Ryan Cochran-Siegle, just won a medal this year at the 2022 Winter Olympics in Beijing – 50 years after she won! From there, the day is yours! You can opt into a planned excursion or enjoy some of what Burlington has to offer on your own. There is plenty to see and do!

Make sure to like our Facebook and LinkedIn pages as we will continue to post updates and 'ideas' for your time in Vermont. You will find it at IAIP Region 1 – 2020 Conference.

We finish Saturday night off with our Saturday Night 75th Diamond Jubilee Gala! This is our night to shine like Diamonds!! Cocktails followed by dinner and then we dance the night away with music and fun! We know everyone has earned this night of delight!

Last but not least, you cannot spell **HoSpitality** without "**S** & **H**"! They will be providing a communal space for all throughout the weekend! Make sure you stop in for refreshment, fun and fellowship!

If you have any questions at any time, feel free to reach out to Mindy or Paula. Get those registration forms submitted by **April 1st**. We cannot wait to see YOU in Vermont in April. It will be **"WORTH THE WAIT"!!**

Paula & Mindy

Paula Clark, AIS, API, AINS, CIIP, CLP, DAE

Pclark@vermontmutual.com

Taula J Clark

(802) 229-7627

Mindy Bero

mbero2020region1@gmail.com

Mehril H. Brus

(802) 658-3500



2022 Region 1 Annual Meeting

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Hilton Burlington Lake Champlain 60 Battery St, Burlington, VT 05401



	Registration Form					
Fi	rst Name (To appear on badge):		Last Name:			
Designations:Employer:						
Mailing Address:License Number (for CE):				· Number (for CE):		
Eı	mail Address:		neck here if you do no	ot want to be included in the directory.		
Pı	referred Phone Number:	Local Assoc	iation:			
	Will you by flying to the conference?	□ Fi	rst time to Vermon	t?		
_	Registration Options (Select ONE) Please track expense in each section and total on page 2					
	Option 1 – Full Registration Includes: All meetings, classes, excursions and meals Does not include CLP material fees.					
	Full Registration Fee (Members):		·	Members & Guests):		
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ati	☐ Registration on or after 3/12 \$325	•	tration on or after 3	•		
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FULL Registration	Please check all items ☐ Thursday Welcome Party ☐ Friday Ni	• •	-	**		
∃	☐ Friday — Breakfast ☐ Sat Break	• , ,		Biazed Maple Chicken Breast		
□ Friday – Breakfast □ Sat Breakfast □ Harvest Tortellini □ Harvest Tortellini w/ Chicke						
	☐ Saturday Night Banquet - ☐ Shrimp Stuffed Mahi ☐ Pan Seared Steak ☐ Stuffed Red Pepper ☐ Sunday — Breakfast and Closing Session					
	Please let us know if you require gluten free or other specialized meal in the dietary restrictions section.					
	Dietary Restrictions: _		TOTAL THIS SEC	CTION: \$		
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'A L	Option 2 – Education/Business Registration/A La Carte					
Option 2 – Education/Business Registration/A La Carte Friday Education Package – Includes Friday breakfast, AM/PM break, buffet lunch. Friday Education Package - \$150 Friday Education with Mystery Dinner \$200 (Choose dinner meaning Package)						
sine	☐ Friday Education Package - \$150 ☐ Friday Education with Mystery Dinner \$200 (Choose dinner meal option above)					
	Saturday Business Meeting Package					
on/	☐ Sat Business Package - \$175 Incl. Sat busin A La Carte - Please check which you will be a					
Education/B	☐ Thursday Welcome Party w/Exhibitors \$2	• • •	•	any): noose meal in Option 1 above)		
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2022 Region 1 Annual Meeting

April 7th – 10th, 2022 Hilton Burlington Lake Champlain 60 Battery St, Burlington, VT 05401



Ribbons (please select all that apply)							
 □ Delegate □ Past Council Director □ National Officer □ Regional Vice Pres. □ CPIW/CPIM/CIIP (circle one) □ First Timer* □ Young New Prof. (YNP)** * First Timers are those attending Region + PRO's will be contacted separately region 		or Officer nber irst time. **YNP is 40 yea	□ Local President □ Council Director-Elect □ Past Regional Officer (PRO) □ MAL - Member-at-Large □ CLP □ CWC Contestant □ Legacy Foundation Donor ars old and under or < 5 years in the industry.				
Education – Friday, April 8 – Refer to class descriptions for details Please check which you will be attending (price includes book/materials/quiz*, filing/certificate fees if applicable):							
☐ 8AM–12PM: CLP Renewal – De	eveloping Emotional	Intelligence- 4 hrs*					
☐ 8AM–10AM: CLP -Diversity Aw	□ 8AM–10AM: CLP -Diversity Awareness – 2 hrs*						
☐ 10AM-12PM: CLP - Coaching (Conversations – 2 hrs	5*					
☐ 8AM-10AM: Equipment Break	down – 2 hr CE						
☐ 10AM-12PM: COVID-19 and it	☐ 10AM-12PM: COVID-19 and its effects on P/C Insurance Industry — 1 hr CE						
☐ 10AM-12PM: Ignoring Flood In	surance Equals an E&	RO Exposure - 3 hr CE					
☐ 1PM-3PM: Cannabis/Hemp an	d CBD and its impact	on the insurance indu	ıstry – 2 hr CE				
			nt Arrangement Accounts – 2 hr CE				
* FOR ALL IAIP CLP Courses, PLEASE PURCHASE ONLINE FROM NATIONAL and download the book and bring it with you!							
Saturday Excursions, April 9 Please check which you will be attending.							
Amy-Lisa Weiss Memorial -	•	☐ Scavenger Hunt	Shopping Excursion				
AMOUNT DUE (TOTAL OF ALL SECTIONS): \$							
Please com	olete pages 1 an	d 2 and return wi	th payment				
Checks should be made payable to CVAIP- 2020 Region 1 Conference. Registrations must be received by April 1st, 2022.							
No refunds after April 1, 2022. – Check NSF Fee Cost of \$25.00							
	No retunds after April :	ı, zuzz. – cneck NSF Fee Cost	OT \$25.00				

□ BY REGISTERING, YOU ARE ACKNOWLEDGING THAT AN INHERENT RISK OF EXPOSURE TO COVID-19 EXISTS IN ANY PUBLIC PLACE WHERE PEOPLE ARE PRESENT. BY ATTENDING THE CONFERENCE, YOU AND ANY GUESTS VOLUNTARILY ACKNOWLEDGE ALL RISKS RELATED TO EXPOSURE TO COVID-19 AND AGREE TO RELEASE IAIP & REGION I CONFERENCE COMMITTEE AND ANY OF ITS AFFILIATES, DIRECTORS, OFFICERS, EMPLOYEES

Mail to: VTAIP - 2020 Region 1 Conference

c/o VTAIP - Conference Registration

PO Box 1382, Montpelier, VT 05601

Mail to: VTAIP - Region 1 Conference Or pclark@vermontmu

Please contact Paula Clark at 802-229-7627 or pclark@vermontmutual.com with questions.

To Pay by Credit Card: Contact Robin Faraone – Conference Treasurer at: 2020treasurer@cvaip.org

Hotel Information Hilton Burlington Lake Champlain 60 Battery St, Burlington, Vt 05401

2 Ways to Register! Pick up the phone and Dial – 1-800-HILTONS or Book Online: - Click on the photo below to go to website.



Group Name: IAIP 2022 Region 1 Conference Group Code: IAIP22

Complimentary Wi-Fi
Newly renovated rooms! New state of the art fitness center! Pool
Garage Parking – Complimentary for one vehicle per room per night

Discounted rates available until March 23, 2022!

Take advantage of these low rates now before the rooms run out!

BONUS! This Hilton is within walking distance to the Burlington Bike Path and Church Street Marketplace with many shopping and dining options.

Extend your stay! \$149.00 per night (valid 3 days prior and 3 days after the conference)

NO EXCUSES! You CAN get here from anywhere!

Directions:

- By Plane: Fly into Burlington International Airport.
 If you are arriving by plane be sure to let us know on the registration form so we can arrange for Airport Transportation.
- By Car: Exit 14W off Interstate 89, to Main Street and right to 60 Battery Street.

Thursday Welcome Party - VERMONT SWINGS!



Join us Thursday night as we celebrate 75 Years of REGION I IAIP history! Mix and mingle with our exhibitors, swing music and dance contest. You won't want to miss this night!

Friday Classes & Workshops

Contrasting and Comparing Health Care Savings Accounts and Health Care Reimbursement

Arrangement Accounts - 2h- CE

(Approved in VT, pending in PA &NJ)

Instructor: Tom Rugg, Hickok & Boardman Insurance Group

The purpose of this class is to provide insurance professionals with information to assist in guiding consumers regarding health care savings accounts and health care reimbursement arrangements. The class will include a discussion on eligibility and compliance issues as well as the contribution limits and methods for each type of account.

Cannabis/Hemp and CBD and Its Impact on the Insurance Industry-2h-CE

(Approved in CT, ME, NH, NJ, PA & VT)

Instructor: Tammy Lawrey, S&H Underwriters, Inc.

With most states having passed some kind of law related to growing, consumption and manufacturing of cannabis/marijuana, the insurance implications as a result of the changes on both a federal and state level are a topic of concern. It's a new and emerging industry that a lot of agents may not have yet come across or are interested in learning more about. The course is designed to assist agents, underwriters and claims representatives to identify the unique exposures of Cannabis and Hemp risks. The course will include a review of standard policy exclusions and the growing number of insurance products available to address these exposures.

COVID-19 and its effects on the Property/Casualty Insurance Industry 1h – CE (Approved in VT)

Instructors: Pat Murray/Vermont DFR and Dale Groves/Co-Op Insurance Group

This class will focus on how COVID-19 has affected market availability as well as coverage. We will talk about some of the exclusions seen by the Department of Financial Regulation and how the DFR is reacting to these exclusions. At the end of the class students will learn what exclusions to look for and what loss control actions might be available to find markets.

Equipment Breakdown -2hr - CE

(Approved in CT, ME, NH, NJ, NY, NH, PA, VT and RI)

Instructor: Ann Roemer, Hartford Steam Boiler

To equip participants to recognize equipment exposures so that they can eliminate severe coverage gaps with their clients. The course highlights what's new in equipment breakdown insurance and how current coverage relates to the constant introduction of new technologies.

Ignoring Flood Insurance Equals an E&O Exposure -3hr - CE

(Approved in CT, MA, ME, NH, NJ, NY, PA, RI & VT)

Instructor: Savannah Stark, Wright Flood

The NFIP Flood Webinar course is based on the National Flood Insurance Program Basic course outline. The webinar will educate the attendees in the background of the National Flood Insurance Program, Community Participation, Building Eligibility, Flood Maps, Zone Determinations, Policies & Products that are available within the NFIP, General Rules, Rating of a property, Claim handling information and Agent Resources.

CLP – Coaching Conversations – 2hrs (Module 3)

Instructor: Sue Quimby, MSO

This course will help you establish the context of a situation and lead a series of coaching conversations that make the individual responsible for proactively defining goals and becoming accountable to their commitments. You will understand how the various aspects of coaching conversations (such as defining the opportunity or problem, analyzing options, and developing an action plan) can motivate and support individuals to help them successfully meet their goals.

CLP – Diversity Awareness – 2hrs (Module 3)

Instructor: TBD

The greatest hindrance to progression lies when we devalue and exclude employees because they are different. Treating people unfairly also places limitations on their contributions and ability to grow. This course will explore the subtle ways that these limitations occur and how to combat them by fostering an environment that focuses on building respectful interactions.

<u>CLP – Developing Emotional Intelligence - CLP renewal qualifier - 4 Hours</u> Instructor: Geraldine Plott, CPCU,SCLA,FCLA,AIC,ARM,AIS,AINS,CIIP,DAE,CLP International Association of Insurance Professionals President '21-22

Emotional intelligence is recognizing your emotional triggers and knowing when and how to use them in a way that enables you to not only deal with these stressors objectively, but to also develop strong connections with your coworkers. This course introduces the essential aspects and strategies to honing this soft skill - helping you to confront issues, tackle problems, and manage change and stress with composure and clarity.

Registrations must be received by April 1, 2022.

Friday Community Café

Community Café conversations are 20-minute sessions taught by those experienced in these fields. Topics include "reaching the next generation: careers and outreach", IAIP education and marketing, available scholarships, cyber security, project management and much, much more. The Café is offered Friday from 8 am – noon (during educational sessions). Exact times will be in the conference program.

Membership	Marketing	Bylaws	
Reaching the Next Generation Careers & Outreach	Scholarships	IAIP Designations	
IAIP Education	DIAMONDS ARE FOREVER Gold Timers Discussion	Communications/Change Management/Project Management	

Friday Book Discussion:

Don't need CE? Join us for a Book Discussion.

The Orchid House: A Novel by Lucinda Riley 9:00 AM

The Painter's Daughter by Julie Klassen 10:30 AM

The Glass Ocean – by Beatriz Williams, Lauren Willig and Karen White – 1:00 PM

Details Attached.



Friday Jeans Day Donation



Pay \$5 to wear jeans during Friday's education sessions to benefit the **NAIW Legacy Foundation.**

The NAIW International Legacy Foundation supports the growth and advancement of IAIP members by providing them professional development and career opportunities through grants and scholarships. The Legacy Foundation is dedicated to the development of educational programs for insurance professionals.

Friday Night – YOU are Cordially invited to join us! Now You See It Now You Don't Mystery Dinner*

A night of high fashion, mystery and one thrilling conclusion!

*Included with your Full Registration! Details attached!

SATURDAY - EXCURSIONS

Amy-Lisa Weiss Memorial – "Syrup on Ice"

Round trip transportation to a local Maple Sugar House. In memory of *AMY-LISA* won't you join us for a

Vermont tradition - Sugar on Snow!

We will tour the Sugar House and have the opportunity to purchase their syrup and other Vermont products!

Get your registration in quick because this is limited to the first 45 registrants!



Made in Vermont – Scavenger Hunt

Open to everyone.

Visit one Vermont's Pub & Breweries
On your Own

ON YOUR OWN -Church Street Marketplace Shopping - Within walking distance from the hotel you can experience the beauty of downtown Burlington and the wonderful Church Street Marketplace. With clothing, home goods, children's toys, pubs, restaurants and more! Experience all that Burlington has to offer! www.churchstmarketplace.com

Thursday Evening Welcome Party Sponsored by GW Savage

TO START THINGS OFF WE WILL PAY HOMAGE TO THE ERA IN WHICH IT ALL BEGAN, IN THE MID-FORTIES. JOIN US FOR A FUN FILLED EVENING WITH OUR VENDORS. ENJOY SOME TASTY LIGHT FARE AND AN OPPORTUNITY TO RECONNECT WITH YOUR FELLOW IAIP REGION 1 MEMBERS.

BE SURE TO BRING YOUR DANCIN' SHOES.
WE WILL PROVIDE THE MUSIC WITH A SWING DANCE LESSON.



ALL ARE ENCOURAGED TO "DRESS THE PART" WITH PERIOD CORRECT ATTIRE. THERE WILL BE A DANCE CONTEST AND PRIZES AWARDED FOR BEST IN COSTUME AND PEOPLE'S CHOICE.

Region 1 2022 Conference Book Discussion Group

We would like to hold our Book Discussion activity using the following 3 Books during the Educational portion of our day on Friday, April 8, 2022.

The Orchid House: A Novel by Lucinda Riley 9:00 AM

The Painter's Daughter by Julie Klassen 10:30 AM

The Glass Ocean – by Beatriz Williams, Lauren Willig and Karen White – 1:00 PM

Questions contact: Karen Morrissette, kazzabreau0714@gmail.com

Reading Group Guide for **The Orchid House** by Lucinda Riley

- 1. How does the myth of the black orchid at the beginning of the book contribute and add to your understanding of the novel's meaning
- 2. At the start of the book, Julia is suffering from a tragic loss. Do you think her grief is sympathetically portrayed?
- **3.** The class structure during the Second World War plays a major part in the plot. How do you feel the war changed the relationships between master and servant?
- **4.** How do you feel the exotic settings of Thailand, and Wharton Park in the English countryside, contribute to the novel's atmosphere?
- 5. One of the main themes of the novel is duty versus love. Do you feel that Harry made the right decision?
- **6.** The Orchid House has a dual narrative, set in past and present. Discuss and compare the lives of Olivia and Julia. Do you think the modern woman's comparative freedom has made our lives happier?
- **7.** Loyalty is another theme of <u>The Orchid House</u>. How did this impact the storyline? Is it always best to tell the truth, or to tell a lie to protect?
- **8.** <u>The Orchid House</u> has a redemptive ending. Do you feel that this was realistic? Can the past ever be forgiven and forgotten?

Reading Group Guide for The Glass Ocean by Beatriz Williams, Lauren Willig and Karen White

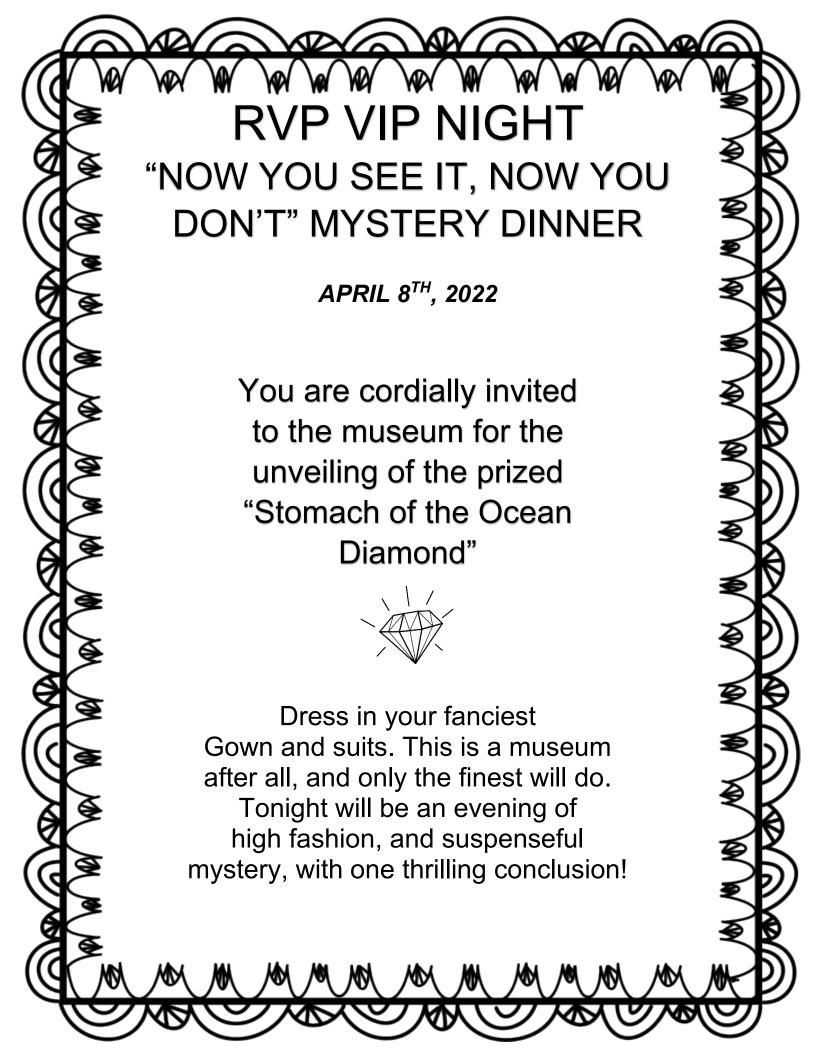
- 1. When we first see Tess, she's posing as an Irish maid, and then on the Lusitania she's an English country girl returning home. How does Tess pull off each persona? Do we see other characters assuming roles that aren't entirely genuine?
- 2. Caroline's husband Gilbert is embarrassed by her hint that she might like to make love: "You're so refined. And when you act...like that, it makes me think that my coarser upbringing has somehow rubbed off on you like so much coal dust." Caroline is infuriated. Were you? What does this scene tell us about their partnership?
- 3. Tess tells us her father's golden rule: "When in doubt, run. It didn't much matter where you were running to, just so long as you kept going. And going. Because while you were running, you couldn't think of where you'd come from or where you might land." Is this good advice? Has this rule served Tess well?
- **4.** When she begins her research into the Langford family history, Sarah assures John Langford that he can trust her. Should he? What are her motives? What are his?
- **5.** What do you make of Caroline and Robert's love affair? Did you expect them to end up together after they survive the sinking of the Lusitania?

Region 1 2022 Conference Book Discussion Group

- **6.** Sara tells John Langord that her mother's dementia gives her a great sense of urgency: "I need to know the truth; I need to know everything before it's too late. You're always better off knowing." Do you believe that too? What consequences were there to uncovering the truth about the Lusitania and the Langrods?
- 7. Caroline remembers "what her mother had taught her about being a woman: Appear to be weak and docile when it suites, but never forget that a soft and gentle out appearance simply masks a spine of steel." Did that make sense for women in 1915? What about today?
- **8.** In the Epilogue, Sarah says "We're all looking for something, are we? Every last one of us looking in vain, looking with futile, unassailable hope for something we've lost." Was it true for the characters I this novel? Which ones find what they're looking for? Which were disappointed?
- **9.** Were you satisfied with how things turned out for each of the heroines? Whose like took the most surprising twist? Would you have rewritten the ending of any of them?

Reading Group Guide for The Painter's Daughter by Klassen

- 1. Did you enjoy the book overall? What was a moment or scene you particularly liked?
- 2. What historical details most surprised you about the book (e.g., army practices, marriage laws, the serious consequences of illegitimacy)?
- **3.** How did you view the rivalry between Stephen and Wesley Overtree? Did you experience similar sibling competition growing up?
- **4.** Many problems in the book result from lack of communication and concealment of truth. Have either of these caused you pain or problems in the past? Were you satisfied with hoe truth came to light in the novel?
- **5.** Painting brings both sorrow and healing to characters in the book. Has some form of artistic expression ever helped you or others you know cope with hardship?
- 6. Did you have a favorite main character (or secondary character) in this story? What did you like about him or her?
- 7. What did you think of Winnie's unintentional "prophecy" about Stephen's future? How much power should the words of others hold over us? How can well-meant words influence a person's life (especially a young person's) both positively and negatively?
- 8. Stephen loathes his facial scar until Ensign Hornsby reminds him how he received it in protection of Hornsby's life. Other physical issues in the story, such as Lieutenant Keith's missing arm and the baby's birthmark, are also shown from different perspectives. How does the book contract the differences between the outward appearance and the heart?
- **9.** Sophie and Stephen each should responsibilities for others Sophie by helping her father in his studio, and Stephen by assuming his older brother's estate duties. How does this affect each one's character and identity? Can you relate?
- **10.** The book centers on the theme of keeping an oath, "even when it hurts." In the midst of doubt and conflict, Sophie and Stephen fight to maintain their marriage vows. Have you ever kept a promise at high cost? What are the difficulties and rewards of doing so?





"Syrup on Ice"

Sugar on Snow



Saturday, April 9, 2022

Transportation Provided!



Thank you - Ashe Insurance

+

Co-Operative Insurance

Products will be available for purchase



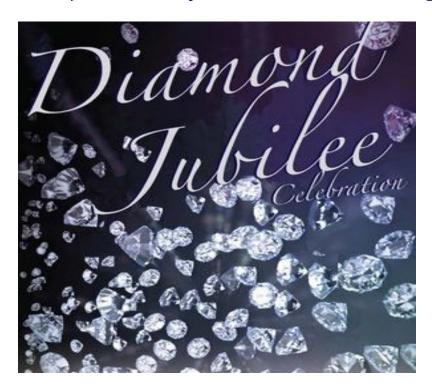
"Reflecting on the past...with a vision for the future"

You're invited to join us as we celebrate at the 75th Diamond Jubilee Gala

Date: Saturday, April 9th, 2022

Time: 6:00 p.m. —11:00 p.m.

This is our night to shine like Diamonds!! Cocktails followed by dinner and dancing.



Attire for the evening is up to you...formal or semi-formal to whatever makes you comfortable.





For our Region 1 2022 Conference we have chosen A New Place homeless shelter in Burlington, VT

http://www.anewplacevt.org

Mission

Our mission is to provide a holistic continuum of services for the homeless, centered in love and dignity, that foster growth, cultivate community engagement, and provide tools for lifelong change so that each person may start anew.

Vision

We envision a community in which love and dignity break down the barriers facing the homeless so that each person, no matter their history, has the opportunity to start anew.

We have included a listing of items that the shelter could use should you wish to bring any items with you to the conference. We will then collect the items and bring to the shelter at the conclusion of the conference.

Additional Information will be provided via email and on our 2020 Region I Conference Facebook Page for anyone wishing to make monetary donations.

BTV Shelter Donation List

179 South Winooski Ave, Burlington (bottom floor-entrance on King Street)

Btvshelter.org | 802-540-1095 | info@btvshelter.org

Coffee
Creamer
Sugar
Hot Chocolate
Tea
Grab and go breakfast items
Peanut Butter
Thermal Underwear
Jelly
Butter
Cooking spray
Grab and go fruit (oranges, apples, bananas)
Rice
Tortilla
Pre-cooked casseroles or one dish meals
Condiments (ketchup/mustard/dressing/mayo/miracle whip
Hand Warmers
Sterno
Hats/mittens/scarves
Cough Drops
Lysol Wipes
Glade Automatic air freshener refills
Non latex medical gloves
Playing cards
Jackets
Bottled water
Floor cleaner
Toilet bowel cleaner
Dish soap
sponges