

Eastern Maine

DEVELOPMENT  CORPORATION



2017

OUR 50TH YEAR IN REVIEW

PHOTO OF SILVER LAKE • BUCKSPORT, MAINE



NEW PARTNERSHIPS

In March of 2017, as a part of the implementation phase of Re-Engineering the Region, we announced our partnership with Our Katahdin. Our Katahdin is a platform that brings ideas into action with a focus on the industries of Forestry/Bio, Digital Economy, and Tourism.



1,236

Federal, state, and local contracts were awarded to Maine businesses with the help of Maine PTAC for a total of \$493,367,049.70.



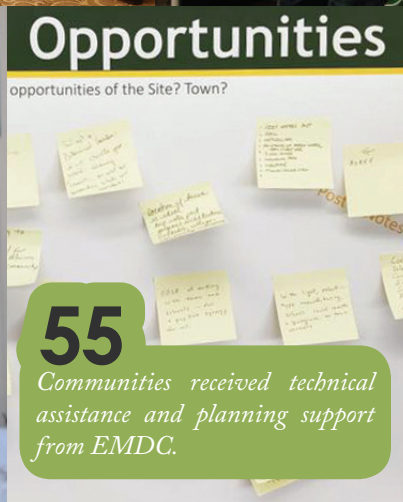
205

Businesses hired EMDC participants for open positions.



\$3,169,142

Loaned to small businesses, leveraging an additional \$4,858,495 in private capital. A total of 33 loans were funded to 29 businesses, creating and retaining 48 jobs.



55

Communities received technical assistance and planning support from EMDC.



764

Total job seekers received services from EMDC. Those services included programs like The Fine Woodworking Program, a collaborative effort between EMCC & EMDC.



68

Workshops were hosted by EMDC. Topics ranged from PTAC Contracts, to HR assistance, to lending.



Ellsworth was awarded EMDC's 2016 Community Champion.

Board of Directors

Mark Woodward, Chair
Micki Sumpter, Vice Chair
David Milan, Treasurer
Dan Tremble, Secretary
Sven Bartholomew
Ed Bearor
Joe Brown
Duane Crawford
Steven Cunningham
Dennis Damon
Tom Davis
James Gillway
Susan Hammond
Lisa Larson
Tom Lizotte
Chuck Rohn
Lori Shields
William Shorey
Erik Stumpf
Cary Weston
Christopher Winstead

Management Staff

Michael W. Aube
President & CEO
Jon Farley
VP of Economic & Workforce
Development
Kitty Barbee
Director of Business Services &
Lending
Kenneth Bloch
Maine PTAC Program Manager
Dr. Vicki Rusbult
Director of Re-Engineering the
Region & Planning
Lesley Rossi
Director of Finance Administration
Natalie Brown
Director of Human Resources



Fiscal Year 2017: Summary of Revenues and Expenses

Revenues	\$5,455,406.08	Expenses	\$4,620,294.37
Federal Funding	\$3,147,334.51	In Kind and Cash Match	\$177,630.45
In Kind and Cash Match	\$177,630.45	Salaries and Fringe	\$2,589,907.80
State Funding	\$1,116,036.83	Consulting/Contracted Services	\$438,855.08
Lending Revenue	\$592,067.50	Lending	\$108,892.10
Local, Private	\$215,869.61	Operations	\$369,636.07
Miscellaneous	\$34,063.44	Other	\$200,015.36
		Participant Expenses	\$663,904.13
		Travel	\$71,453.38

50 Years of Economic Development in Eastern Maine

Eastern Maine Development Corporation (EMDC) is a 501(c)3 non-profit organization that takes a holistic approach to economic development. EMDC combines Business Services, Community Services, and Workforce Services; these three services come together to promote economic development in the region.

Business Services provide critical help that gives local businesses the ability to grow. This branch of EMDC offers resources and connections that enhance access to capital and provide alternative routes to financing including: start-up, early-stage, and mature businesses. It also provides a complete range of commercial lending services that include: technical assistance, underwriting, analysis, packaging and servicing through the life of each loan.

The Maine Procurement Technical Assistance Center (PTAC) provides a variety of government contracting technical services to Maine-based businesses. Maine PTAC is part of a national program of PTACs and is hosted by EMDC. PTAC provides specialty support that helps businesses to find, win, and perform on Federal, State, or local government contracts. Helping to prepare businesses to successfully compete, PTAC provides support services that help with registrations, market research, understanding the solicitation process, and contract requirements, as well as managing the work afterward.

The Disadvantaged Business Enterprise Support Services (DBESS) is a statewide program at EMDC. It is part of a nationwide program designed to help women and minorities develop their businesses and secure Department of Transportation contracts. The individualized assistance that is offered includes: tuition reimbursement, business plan coaching, marketing, networking, website development, and understanding the MaineDOT bid process.

With the ability to work with businesses in any city, town, or county in Maine, EMDC is an Economic Development District (EDD), a Certified Development Company (CDC), a MicroEnterprise Development Organization (MDO), a certified SBA Lender, and most recently a Community Development Financial Institution (CDFI).

Workforce Services help individuals develop their career pathway plan through one-on-one career counseling and assessment, resume and interview preparation, work readiness training, and more. These services prepare participants for a career in one of Eastern Maine's growing industries. Workforce Services also assist employers with the development of intensive, short-term, customized training which results in a work experience or on-the-job placement for customers at each job site. Participants in the workforce program may also be eligible for childcare and travel reimbursement in addition to financial assistance for trade specific tools, textbooks, uniforms, and/or professional clothing.

EMDC's workforce program is focused on helping eligible individuals recognize and further develop their skills and abilities, encour-

aging them to apply those skills to jobs and careers in the workforce. All individuals have value to offer their community and their workplace, EMDC strongly believes in assisting them in finding joy in their career. What drives them? What inspires them? Answering those questions will ultimately help Maine's workforce become more connected to their community and to the employers within that community.

Community Services assist industries and businesses, and help them define their futures through a range of services, including: economic development, environmental planning and assessment, community planning, transportation planning (Getting There Maine), and project development.

EMDC is ready to help with project development including project planning and implementation. Their brownfields program, established in 2011, provides property and environmental testing through federal grant funding, and assists communities with planning for reuse and commercialization. Grants development (pre- and post-award) technical assistance is available from searching for grants, support for application development, and setting up systems once the grant is awarded.

The major effort for this division is the Re-Engineering the Region program, first heading up a short-term planning project to the current implementation project, both funded by the Department of Commerce, Economic Development Administration. Findings from the planning project resulted in efforts to expand broadband capacity and housing. A shared position with Our Katahdin provides a dedicated staff person working in the Katahdin region on mill redevelopment efforts and downtown revitalization. We support other communities across the 4-county footprint with activities to reach revitalization (downtowns, industry expansion, business growth, and community-based efforts).



MICHAEL W. AUBE, PRESIDENT & CEO, EMDC