

**Sunrise County Economic Council  
Board of Directors, FY 2013**



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Harold Clossey  
Executive Director

Jennifer Peters  
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Carlene Lyford  
Finance Manager

Will Tuell  
Communications Manager

Ken Daye  
Program Manager

Sharon Foss  
Project Coordinator

Roland Bechard  
DBA Small Business Coordinator

**Machias Office**

53 Prescott Drive, Suite 3  
Machias, ME 04654  
255-0983

**Calais Office**

C/O WCCC, 1 College Drive  
Calais, ME 04619  
259-5004

**Thanks to SCEC's 2013 Annual Meeting Sponsors**



**Annual Report of Activities  
Fiscal Year 2013**



Dianne Tilton, SCEC's first Executive Director, and three members of the originating Board of Directors



Harold Clossey, SCEC's second Executive Director, and two members of the current Board of Directors

**Initiating and facilitating the creation of  
jobs and prosperity in Washington County**

53 Prescott Drive, Suite 3  
Machias, ME 04654  
www.sunrisecounty.org  
Phone: 207-255-0983 Fax: 207-255-4987

## To the Friends of SCEC



This fall, SCEC celebrates 20 years of helping local businesses, citizens and communities create jobs and prosperity in Washington County. As a lifelong “Down Easter” and longtime Board member with strong ties to the business community, I am proud of all that Harold and SCEC’s staff of five do to make that happen -- whether it means helping a family of entrepreneurs open a pizza franchise in Machias, or a pioneering tidal power company set the standard for renewable energy innovation in Cobscook Bay, SCEC staff is energetic, adaptable, and tremendously resilient in pursuing solutions that position our economy for success.

As you leaf through this report, you will discover many examples of how SCEC works with others to make things happen. Sometimes we’re the lead. Sometimes we’re a piece of the puzzle. And sometimes we provide that extra bit of technical support needed to get a project up and running. Which ever the case, SCEC started out as a grassroots, community-driven organization and remains so today despite a seemingly near-constant pace at which things around us change.

That is why I would like to extend a huge thank you to everyone who supports our work through grants, contracts, and most especially, donations. SCEC is a private, nonprofit organization. We do not receive dedicated funding from the state or federal governments. Our ability to help local businesses is supported directly by those very businesses, many of whom participate, at whatever level they can, in our annual fundraising campaign.

Lastly, I would like to extend a huge thank-you to my fellow departing Board members Phil Grant, Jody Grimes, Cindy Huggins, Chris Lyford and Meredith Snowman for their service to the Council. As we all go our separate ways, please know that it has been a pleasure serving with you and that the Council is the better for your leadership, insight, and commitment to the businesses, communities and people of Washington County.

Sincerely,

Josh Bragg  
Chairman

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☆☆ **SCEC’s 2013 Partner of the Year:** ☆☆  
☆☆ Northern Maine Development Commission ☆☆  
☆☆ **Business Finance Division** ☆☆  
☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆

## SCEC and WHCA Partnership

SCEC and Washington Hancock Community Agency (WHCA) have joined forces to continue the highly successful Incubator Without Walls (IWW) business training program. IWW classes in Calais and Machias kicked off earlier this fall with high participation rates in both locations, and will run through spring 2014.

“We’re very excited about this partnership,” SCEC Executive Director Harold Clossey and WHCA Executive Director Mark Green said, “IWW offers a unique blend of hands-on business training resources to Down East Maine’s robust small- and micro-business community – at no cost to the businessperson. We want to keep IWW’s impact strong for years to come, and the best way of doing so is to work together, relying on the collective strength of two local organizations that have decades of combined experience working with small- and micro-enterprises.”

IWW coordinator Roland Bechard outlined some of the topics typically covered during an Incubator Without Walls program.

“It is a commitment, 15 three-hour sessions over six months, but we cover a lot of ground in that time,” Bechard said. “Businesspeople can expect assistance with building a viable business plan, opportunities to network, mentor, and develop long-lasting relationships with other entrepreneurs, access to local, state and federal resources, business management training, finance and cash-flow training, help with marketing and advertising, as well as financial and loan packaging assistance. We’ll also connect you up with other training resources out there, and help your business make the most of every opportunity to add customers, increase sales, and turn a profit because small- and micro-businesses are the heart and soul of Washington County’s economy, and we need to offer them every chance for success we can.”



Left to right: Roland Bechard, IWW Coordinator;  
Harold Clossey, SCEC Executive Director;  
Mark Green, WHCA Executive Director

Learn more about IWW at [www.downeastbiz.org](http://www.downeastbiz.org), or if you’re interested in next year’s class, contact Bechard directly at 214-2192/610-5979 or by email at [rbechard@whcacap.org](mailto:rbechard@whcacap.org).

## Sunrise County Economic Council Named Great Region Partner

USDA Rural Development has officially designated the counties of Aroostook, Piscataquis, and Washington as the Maine USDA Great Region.

The official launch of the Great Region initiative in Maine took place at a Roundtable on Thursday August 8 at the University of Maine at Presque Isle. Northern Maine Development Commission, Piscataquis County Economic Development Council, and Sunrise County Economic Council were named as the key partners that will work with USDA Rural Development to help facilitate efforts in the three county region.

USDA Rural Development State Director Virginia Manuel said, "This important designation concentrates on Aroostook, Piscataquis, and Washington Counties to promote economic growth and development around common strengths in the region. Together with our partners we will encourage efforts to stimulate local and regional food system activities and the bio-based economy."

Sunrise County Economic Council Executive Director Harold Clossey said, "I am so pleased Sunrise County Economic Council has been selected to be a key partner in Maine's Great Region and I look forward to supporting the initiative with all of the resources and ingenuity that Washington County has to offer."

A designated Great Region is a multi-county region with a regional economic development plan developed by a local/regional team with broad participation, where the plan is built upon careful analysis of the region's assets, including its key current and emerging economic clusters. A region that is well positioned to embark on plan development is a region where key local institutions bring the open attitude and commitment that indicates the region is ready to develop or has developed a solid plan. The multi-county region can be within the state or may cross state boundaries.

Further information on rural programs is available at a local USDA Rural Development office or by visiting USDA Rural Development's web site at <http://www.rurdev.usda.gov/me>.



USDA Rural Development State Director Virginia Manuel presents a Great Region Designation Plaque to Sunrise County Economic Council Executive Director Harold Clossey

## 20 Years of Collaboration

20 years! Wow! Over two decades of serving Washington County businesses, communities and individuals by working hard to deliver on SCEC's mission to initiate and facilitate the creation of jobs and prosperity.

2013 has been an historic year for SCEC in more ways than one. As a Council, we believe that collaboration is *vital* to everything we do – whether that means forming relationships with banks and nonprofit lenders to increase hometown investment opportunities, working with public, private and nonprofit partners to bridge the skills gap in Washington County's workforce, or mixing and matching our county's many resource providers with the people, businesses, and communities that are propelling Down East Maine toward prosperity. Along with building relationships inside Washington County, SCEC provides advocacy for our region at various local, state and federal levels.

Over the past year, SCEC has used that approach to loan and leverage over \$5,000,000 through its growing suite of business loan programs. We have developed a new microloan program for food production businesses, helped two Machias area businesses open and create new jobs, and infused over \$150,000 into Washington County's innovative tidal power sector. These numbers may not pop off the page when you consider that billions and trillions of dollars change hands nationwide every day, but to our friends and neighbors struggling to make ends meet, or the micro-business opening up shop in a small town, trust me - they're a very big deal.

While we could talk about programs SCEC offers until we're blue in the face, the reality is that everything we do boils down to connecting the dots, building relationships and working collaboratively with companies like Machias Savings Bank, nonprofit partners like CEI, WHCA's Downeast Business Alliance, and Northern Maine Development Commission, federal collaborators like USDA Rural Development and the Maine Small Business Administration. Without these resources, and MANY, MANY others, SCEC wouldn't get out of the gate. That's why, as we celebrate 20 years of energizing Washington County, it's as much about the people we work with and the people we serve as it is about who we are and what we do as a Council.

On behalf of everyone at SCEC, we look forward to another 20 years of innovation, commitment and success!

Sincerely,

Harold W. Clossey  
Executive Director





# 20 Years — and Counting!

Local people are playing a leading role in moving our economy forward. Whether it's renewable energy, communications, tourism, infrastructure enhancement, agriculture and aquaculture, IT, training & workforce development initiatives, SCEC has been working with businesses, communities, organizations and governmental agencies for 20 years — and counting! Through these collaborations, we are helping to shepherd **over \$300 million in capital investments into Washington County, creating and/or retaining hundreds of jobs!**

## Energizing Businesses

to encourage prosperity, increase incomes, and to create and retain quality jobs

Currently over **\$350,000,000** in projects and initiatives underway and/or in development, including:

- Supporting alternative and renewable energy projects including wind, biomass, tidal, CNG, etc.
- Co-leading the Affordable Heat Consortium to address alternatives for affordable heat systems
- Assisting with financing/other resources for new manufacturing facility, **~\$47MM, (~60 FT jobs)**
- Leveraging **\$5MM** in local investments, creating and/or retaining **over 100 new jobs** in 2013 through loan funds, grants and technical assistance with financial loan packages
- Connecting local businesses with local resource providers for technical assistance, business planning, financial assistance, and more
- Creating the Sunrise Food Infrastructure Initiative to assist local agriculture efforts with loan & grant programs (**nearly \$200,000** in targeted grants awarded to local food producers since February 2013!)

## Energizing Communities

to help local leadership address local issues, convene citizens to work toward common goals, and encourage regional cooperation

Downeast Resource Conservation & Development • Downeast Acadia Regional Tourism • CEI, Inc. • Maine Indian Tribal-State Commission • Washington County Community College • University of Maine at Machias • Cobscook Bay Resource Center • Economic Development Council of Maine • Maine Woods Consortium • Maine Woods Tourism Training Initiative • Community Caring Collaborative • Maine Community Foundation Educational Attainment Group • Delta Development Corporation • Disability Employment Initiative • Washington County Council of Governments • Washington County Transition Team • Maine Great Region • Aroostook Washington Economic Development District • Downeast Non-profit Network • Local Workforce Investment Board • Affordable Heat Consortium • Mighty Women

## Energizing People

to build leadership, encourage educational success, and enhance opportunities

- Distributed nearly **~\$70,000** last year to local people for scholarships for workforce training & career advancement and community service opportunities
- Provided **1,228** hours of direct training for **97** business owners and/or employees
- Completed our **17th class**—now **262 graduates** of the Washington County Leadership Institute

