

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

**SCEC Board of Directors**

- Ed Plissey, Chair  
Consultant
  
- Skip Rogers, Vice Chair  
Federal Marine Terminals
  
- Gary Willey, Treasurer  
Town of Milbridge
  
- Richard Fickett, Secretary  
Fickett Property Management
  
- Chris Lyford  
Machias Savings Bank
  
- David Morang  
Cooke Aquaculture
  
- Tony McKim  
The First
  
- Senator Kevin Raye  
Raye's Mustard Mill
  
- Jody Grimes  
Lubec Rental Properties, LLC
  
- Shirley Erickson  
Maine Educational Loan Authority
  
- Charlie McAlpin  
Eastern Maine Electric
  
- Josh Bragg  
CES Engineers/Surveyors
  
- Cindy Huggins  
UMM
  
- Darin McGaw  
WCCC
  
- Robert Tyler  
Indian Township Tribal Government
  
- Ex Officio**
  
- Representative Anne Perry  
Washington County Legislative  
Delegation
  
- Chris Gardner  
Washington County Commissioners

***Our Future Depends on Today***  
**SCEC Launches 2009 Annual Campaign**

Founded in 1993 by Washington County citizens who believe that grassroots economic development initiatives yield the most benefit for Downeast Maine, SCEC is a 501 (c) 3 private, non-profit organization. Our supporters--businesses as well as private citizens--understand that we cannot sit back and just allow things to happen, not when the actions we take today influence the fate of our county's future.

At SCEC we believe in and practice being proactive. SCEC's mission is to facilitate and initiate the creation of jobs and prosperity in Washington County. The annual fundraising campaign is an important and necessary component of our ability to forward this mission—working on multiple initiatives in Washington County, as well as responding to unforeseen opportunities and challenges as they arise. Over the past sixteen years, SCEC has earned a place at the table and has developed a reputation as a respected voice for responsible economic and community development.

Many area citizens do not realize that SCEC receives no state or federal subsidy for its work. Instead, most of our funding comes through individual contributions or contracts. While this is a good thing, there are times when SCEC needs additional funds to allow us to be able to respond quickly to the urgent needs of businesses and communities. As you might conclude, the recent economic downturn, has heightened demand for SCEC's services.

A major supporter of our efforts, the C.F. Adams Charitable Trust has offered a generous \$15,000 challenge grant. The way the challenge works is if you're considering a first-time gift of \$500, that'll be doubled to \$1,000. Or if you're considering an increase from previous gifts, an additional \$50 will generate \$100 in revenue. Therefore, your donation to SCEC doubles, whatever amount you choose to give.

for more information about SCEC and what we do, contact us at 255-0983. By supporting SCEC, you will help ensure a more prosperous future for Washington County.

**Whitney Wreath**

David Whitney, owner of Whitney Wreath of Machias, firmly believes his company's future depends on the actions he takes today. This summer he has launched an impressive expansion that allows his company to become more efficient, productive, and therefore competitive as the company ramps up production of balsam products for L. L. Bean's 2009 Christmas catalog. The business expansion is a move that will help support upwards of 250 new jobs in one of Maine's hardest hit regions.

Justifiably proud of what this expansion will mean to the current and future Washington County economy, the native and third-generation entrepreneur explains, "This expansion is a significant investment in the future of our business in Washington County. Creating a space specifically designed to be the most efficient for making and shipping wreaths positions us to be a significant player in the wreath business for many years to come. And that means we'll be pumping a lot more labor dollars back into

*Continued on page 3*

**This issue:**

- Whitney Wreath Expansion
- 2009 Annual Campaign
- Diversification Key
- Alternative Energy/ Telecommunications Expo
- SCEC Business After Hours



*Windmill blades traveling through Washington County*

## SCEC Works to Diversify Washington County's Economy



*Transporting windmill blades*



The recent economic upheaval taught all of us that Washington County's economy won't magically improve on its own, and that we can't put all of our eggs into one basket, such as Domtar. Even before the mill closed, SCEC responded by meeting with business, community and government leaders at all levels who realized, as we did, that our future depends on our actions today and that Washington County needs to diversify its economy now.

While Domtar has since reopened and 300+ mill workers are back on the job, this diversification has just begun. SCEC Board member and County Commissioner Chris Gardner summed up exactly why Washington County can't go back to business as usual at our June Board meeting.

"One of the problems that we have here in Washington County is that we talk things to death," Gardner said. "We find

a good idea, we circle it for a while, then we wait for it to die. We're done doing that. We're going to walk linear. If we see something; we go get it. And then the next step, go do that," he added. "We've been moving a lot of projects down the track to diversify and get our economy strengthened."

Some of these include creating an environment that embraces businesses of all sizes, positioning the county as an alternative energy leader, and boosting our transportation and telecommunications infrastructure so that businesses and communities can compete on the global stage.

Nowhere is this more evident than our commitment to seeing the Port of Eastport developed into the East Coast's premiere international seaport. Investing in a new conveyor system and bringing rail access to the Port so that it can aggressively seek

a wider range of cargoes at competitive rates are very real possibilities that are moving ahead today.

Washington County has always been a resource-based economy, with exports of raw materials well outflanking imports. That is beginning to change. This past spring Washington County received its first shipment of windmill blades destined for wind-power projects across the Northeast and Maritimes. Additional deliveries are scheduled for later this year.

SCEC realizes that it's not all about Eastport or Baileyville or even infrastructure for the entire county. Rather, SCEC is approaching the regional economy from many avenues such as ensuring high-speed wireless internet access to every community in Washington County, making Down East Maine a home for alternative energy producers, and assisting businesses that see opportunities in the changing economy.

## Destination Washington County 2009 & Beyond

SCEC is proudly cosponsoring *Destination Washington County 2009 & Beyond*, a first of its kind alternative energy and telecommunications expo slated for September 25-26 at the Lee Pellon Center, Machias.

"The goal of *Destination Washington County* is to make businesses, residents and other vendors aware of technologies that can make substantial differences in residents' quality of life and prepare the County for a new century of innovation and energy independence," Axiom Technologies' Susan Corbett said of the initiative. "Broadband access removes the handicap of [travel]-time and distance. Alternative energy options provide choices

for residents to make their energy dollars produce a maximum return. The cost of fuel adds an additional level of expense to most purchases, one that could be eliminated were the product home grown."

Over the past two years, SCEC has provided technical assistance to First Wind, developers of the Stetson Mountain wind projects in northern Washington County. We have also worked with the Ocean Renewable Power Company (ORPC) to further their tidal power projects in the Eastport area, and have endorsed community wind power generation as outlined by KEAN Project Engineering. SCEC has also helped to bring representatives from Efficiency

Maine and USDA Rural Development to the county to outline programs available to area businesses and farmers.

Organizers of *Destination Washington County* include SCEC, Axiom Technologies, the Machias Bay Area Chamber of Commerce, the Town of Machias, Northwestern Mutual Financial Network, the University of Maine Cooperative Extension, the University of Maine at Machias, the Washington County Council of Governments and the Washington County: One Community.

For more information, or to register as a vendor, visit [www.destinationWC.org](http://www.destinationWC.org)



## Whitney *continued from page 1*

the local economy. If you look at the money multiplier, every dollar that's put in locally multiplies by seven." Whitney expects all four plants in both Washington and Aroostook counties will increase both workforce and production capacity. At the height of the wreathing season, he estimates Whitney Wreath will employ around 700 people. In addition to L. L. Bean, Whitney is looking for further expansion opportunities, and has found SCEC and our partners at the Sunrise County Business Resource Center to be an invaluable resource.

"The most succinct way of describing my feelings about SCEC and all of the services I've accessed under that one

roof is that I am very grateful to have found one-stop shopping for every economic piece of the puzzle that I ever could need," he said. "That includes connections to the Governor, as well as business counseling and information about different programs to help my business grow, along with help in writing applications for incentive programs I never imagined I could qualify for. I didn't realize just how much SCEC had to offer until I entered into a relationship with them on this level."

"My business counselor, Ruth Cash Smith with the Women's Business Center at CEI, works out of SCEC and has been immeasurably helpful and very prudent in her judgment. I've enjoyed working with her par-

ticularly," Whitney said. "Plus Jennifer and Harold are just great to work with. My heartfelt thanks goes out to everybody at SCEC and the supporting organizations that make up the Sunrise County Business Resource Center."

The Resource Center brings together countywide economic and community development service providers under one roof. These include SCEC, the Women's Business Center at CEI, the Maine Small Business Development Center, the Down East Business Alliance, Eastern Maine Development Corporation and Maine's Department of Economic and Community Development. For more information call SCEC at 255-0983.



*David Whitney and Family*



*Another Whitney Original*

## SCEC Hosts Business After Hours

Sunrise County Economic Council, in collaboration with our business and community partners, welcomed residents and business leaders from the greater Machias area to our offices July 23 as part of the Machias Bay Area Chamber of Commerce's Business After Hours program.



*Guests mingling at SCEC's Business After Hours*

"It's important for people to realize that we're not alone in economic and community development efforts," said SCEC Executive Director Harold Clossey, "Everyone who works under the Sunrise County Business Resource Center (SCBRC) banner is in this together – we

are all committed to seeing businesses and communities grow stronger. By working together, we can best achieve positive results."

Clossey also welcomed Roxanne Jobe from Eastern Maine Development Corporation (EMDC) and the Department of Economic and Community Development (DECD) to the region. Ms. Jobe will serve as DECD/EMDC's Business Development Specialist Down East.

"With her knowledge of state programs and incentives for businesses, Roxanne is a great asset to our business resource community," Clossey said, "She's energetic, hard working, and eager to start working with businesses. We look forward to her joining forces with our local team as we continue to build our economy and provide business resources to our region, *from within* our region."

Jobe joins the SCBRC, a business and community collaborative hosted at SCEC's centrally located Machias office complex.

"It's a one-stop shop for economic and community development resources and services," Clossey added, "but it goes be-

yond these four walls. It includes everybody who works with us on projects and initiatives geared to building thriving businesses, from start-ups to corporations, and communities in Washington County. Business After Hours was a perfect venue for showcasing that."

The SCBRC also has an online business resource directory located at [www.wacobiz.com](http://www.wacobiz.com). For more information call SCEC at 255-0983.



*Roxanne Jobe, Harold Clossey and Ed Plissey—SCEC's Board Chairman*





# Sunrise County Economic Council

SCEC is a private, nonprofit 501(c)(3) that initiates and facilitates the creation of jobs and prosperity in Washington County by working with a consortium of community-minded businesses, nonprofit organizations, municipalities and citizens. Founded in 1993 by a group of business and community leaders, SCEC uses a grassroots approach to economic and community development. By seeking common ground, working across political, municipal and economic boundaries, Washington County residents are building a brighter future.

## Sunrise County Community Development Partners



**Helping communities plan their future in Washington County**

Washington County  
Council of Governments  
Judy East  
454-0465  
Jeremy Gabrielson  
255-0983



**Committed to improving the quality of life for Washington County citizens.**

Washington County:  
One Community  
Eleody Libby  
263-7691

## *Our Future Depends on Today!*

### *SCEC's 2009 Annual Campaign*

You can help ensure Washington County's economic future by supporting the Sunrise County economic Council. We are a 501 (c)(3) organization and your tax-deductible contribution is an investment in our existing programs as well as in new initiatives.

Your donation can help make Washington County's future brighter! Send your check today or visit [www.sunrisecounty.org](http://www.sunrisecounty.org) to donate online.

1 Stackpole Road  
PO Box 679  
Machias, ME 04654  
Phone: 207-255-0983  
Fax: 207-255-4987

E-mail: [wtuell@sunrisecounty.org](mailto:wtuell@sunrisecounty.org)

Web: [www.sunrisecounty.org](http://www.sunrisecounty.org)

### **SCEC Staff**

Harold Clossey, Executive Director  
Jennifer Peters, Program Manager  
Will Tuell, Communications Manager  
Debbie Archer, Finance Manager



**Sunrise County Economic Council**

## Sunrise County Business Resource Center



Sunrise County Economic Council

Contact us at  
255-0983



Business Counselor  
Ruth Cash-Smith  
255-0983



Small Business Coordinator  
Elizabeth Sprague  
479-3071



Business Counselor  
Betty Egner  
664-2990/255-8811



Business Development  
Specialist  
Roxanne Jobe  
951-2405