



Sunrise County
Economic Council

Sunrise News

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**To learn more
about SCEC,
or to donate to our
campaign, visit
www.sunrisecounty.org
today.**

Banner Photo Credit: Craig P. Snapp

SCEC Kicks Off 2012 Campaign

Moving Washington County Forward

To the Friends of SCEC:

As Board Chair, I am very proud of the significant role SCEC is playing in moving Washington County forward. It's amazing when you stop by Harold's office to see the different projects he and the Council's staff of seven have going on at any given time.

Perhaps one of the bigger initiatives SCEC has launched this year is Mobilize Down East Maine – an asset-based approach to economic development that is being implemented in different areas across the state. SCEC is also working with its partners at Northern Maine Development Commission (NMDC) on a three-year planning initiative looking at everything from economic development to infrastructure, to the environment to community planning.

Beyond that, SCEC has really ramped up its scholarship and training offerings, sponsoring or cosponsoring workshops on QuickBooks, social media, identity theft and more. We've given scholarships to people needing to develop job-specific skills that don't fall under traditional financial aid programs, and we've worked with the business community to create customized trainings that they can take without having to go to Ellsworth, Bangor or beyond.

It's also been a phenomenal year for SCEC's lending department. Working with NMDC, the local banks, Coastal Enterprises, Maine SBA, USDA, FAME, and specific industries, it's safe to say



Washington County economic development initiatives recently got a huge boost thanks to Machias Savings Bank. President and CEO Larry Barker (center) who serves as SCEC's Honorary Annual Campaign Chair, presented Board Chair Josh Bragg (left) and Executive Director Harold Clossey (right) with a check for \$15,000.

that capital is available for investment Down East, and that the Council's loan programs are gaining recognition across Maine and beyond. Nowhere was this more evident than at the Maine Small Business Administration awards ceremony in May where Harold was named Financial Services Champion for Maine and New England.

None of this work would be possible without your strong financial support and belief in Washington County people finding grassroots solutions to our economic issues. If you've given before to our annual campaign, thank you. If you're on the fence, want to learn more about SCEC, and how your gift can move Washington County forward, please be in touch. We'd like to hear from you, and at the very least, find out how we can help your business.

Sincerely,
Josh Bragg
Chair

SCEC Board of Directors

Moving Washington County Forward

Local people are playing a leading role in moving our local economy forward. Whether it's alternative and renewable energy, communications, tourism, enhancement of rail, highways and port infrastructure, agriculture and aquaculture, or information technology and transportation initiatives, SCEC is working with businesses, communities, organizations and governmental agencies to move Washington County forward. Through these collaborations, we are helping to shepherd **over \$300 million in capital investments into Washington County, creating and/or retaining hundreds of jobs.**



Supporting Businesses

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

- Currently over **\$200,000,000** in projects and initiatives under development including:
 - Business expansions: technical assistance and business resources, **\$2MM (~21 FT jobs)**
 - Renewable energy projects: several initiatives across the county including wind, tidal and biomass
 - New manufacturing facility: technical assistance and resources, **~\$39MM, (~70+ FT jobs)**
 - Loan packages leveraging over \$5,100,000, **(~84 FT/numerous PT jobs)**
- Providing low to no-cost workshops to 120 Washington County business owners and employees
- Administering economic development grant program distributing **\$667,000, leveraging over \$3.2MM**
- Collaborating to align workforce development, education and economic development to meet the needs of our current and future workforce and business & industry needs



Supporting Communities

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

- Providing a local portal to communities and businesses for local, state and federal resources, technical assistance, programs, training and initiatives through our community networks and experience
- Assisting with development of Aroostook Washington Economic Development District
 - Working with Northern Maine Development Commission (NMDC) on the GROWashington-Aroostook Sustainable Communities Planning grant, Jobs Accelerator Innovation Challenge Grant (a project to support the creation of jobs in renewable energy, and the Mobilize Down East Maine effort)
 - Supporting broadband infrastructure improvements to increase high speed broadband penetration rate
 - SCEC staff participates on various committees, commissions and boards, locally and state-wide



Supporting People

Supporting People to build leadership, encourage educational success, and enhance opportunities

- Distributed **\$70,000** in scholarships to local people for workforce training, career advancement, and community service opportunities
- Completed our 16th class of the Washington County Leadership Institute —now **over 250 graduates**

Bell Exemplifies 'Can MOO' Attitude, Collaboration of East Maine Farmers

Tide Mill Organic Farm's Aaron Bell, whose family farm distributes organic milk under the MOOMilk brand, believes that collaboration and a "Can MOO" attitude are changing the economy.

"There's a reason why 1% of the population is so richly challenging. It's a global marketplace, and it's not just in Washington and Aroostook counties paying that pay hundreds of thousands for shelter money, and had to pull a loan together to get a partner, sitting at the table, with everybody



Visit SCEC's New Web Site

We are delighted to announce the launch of our new web site, a new look & feel that will improve your SCEC online experience. Visit www.sunrisecounty.org.



Sunrise Loan Fund

SCEC's Sunrise Loan Fund (SLF), a secondary/gap business loan program, was developed to meet the needs of Washington County's businesses seeking access to capital to start-up or expand. The primary intent of the SLF is to stimulate economic development, support job creation/retention and create employment opportunities. The SLF has distinct loan programs with amounts from \$1000 to \$250,000, each with different applications, rules and regulations depending on the specific loan request. SCEC is happy to assist entrepreneurs in finding capital for their projects, as well as connecting them with a network of technical assistance providers—all right here in Washington County! Contact SCEC today for more information.



PETER TAYLOR: SCEC Partner of the Year

Sunrise County Economic Council Board Chair Josh Bragg (left) and Executive Director Harold Clossey (right) are pleased to present the Council's 2012 Partner of the Year Award to Peter Taylor (center) of the Maine Community Foundation. Taylor has been instrumental in helping SCEC build its highly successful Down East Commercial Fisheries Fund – an innovative secondary lending program designed to help Washington County fishermen and those in marine related industries invest in their business -- as well as its training and education programs, which help businesses and their employees acquire the skills they need to compete in the 21st century marketplace. Other SCEC Partners of the Year include Ruth Cash Smith of the Women's Business Center at CEI (2008), Judy East of Washington County Council of Governments (2009) and Betsy Fitzgerald of Washington County Government (2010), and Machias Savings Bank (2011).

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tion is feeding the other 99%. It's incred-
and it's certainly a national marketplace.
all little milk company made up of farms
primarily, competing with national brands
f space," he said. "We quickly ran out of
o keep the company rolling. SCEC was a
dy from other economic groups to private
investors from the state of Maine."

While MOOMilk has seen its ups
and downs in recent years, support
from organizations like SCEC and
Coastal Enterprises, Inc., as well as
private investment, have changed
the company's long-term prospects.

Training Workshops Move Washington County Workers Forward

Over the past year SCEC has sponsored or co-sponsored nine workshops with 120 participants. Our most successful workshop, a 16-hour food safety manager certification course offered in conjunction with Washington County Community College, reached 35 people. WCCC has subsequently offered the class to area food-service businesses, who would otherwise have to close their doors.

We have also hosted a second social media workshop, this time in conjunction with the University of Maine at Machias. This hands-on-workshop reached 29 folks from across Washington County and was made possible



through the Maine Woods Tourism Training Initiative. SCEC has also teamed up with the Secretary of State's Small Business Advocate to host an identity theft workshop, the US Census Department to hold an orientation on the revamped Census website, and the Internal Revenue Service on helping small businesses understand the services available to them. Additionally, we've worked with the MaineSBA, Northern Maine Development Commission and the Maine Procurement & Technical Assistance Center to offer workshops on government contracting to Washington County businesses.



Have a Voice in Mobilize Maine

The Mobilize Down East Maine effort is gearing up, and its leadership team of 33 business and community leaders has pinpointed several specific goals that will move Washington County forward over the next five years.

"We're going to identify all of the assets, one street at a time, one neighborhood at a time, one municipality at a time, and one area at a time, to see how we can best utilize them to the fullest of their capacity," Larry Saunders, SCEC Project Manager said.

"Within five years, what could be different in Washington County? We hope to add 500 direct new jobs, increase the skills and employment opportunities for 1600 people, and potentially add 950 indirect and induced jobs. We hope to increase the income in Washington County by \$25 million in direct new wages, and add \$18 million in indirect and induced wages for a total of \$43 million. We hope to lift 2300 people above the poverty level. The goals are very reachable."

Saunders will be hosting a series of asset-mapping meetings across the county this fall, to gather feedback from Washington County's business community. Please join us for one of the following sessions:

Calais: November 14, 2012 from 6-8 PM at Washington County Community College's Assembly Room

Milbridge: November 15, 2012 from 2-3:30 PM at Mano en Mano Building

Princeton: November 26, 2012 from 6-8 PM at the Princeton Town Hall

Machias: November 27, 2012 from 2-3:30 PM at UMM's Clipper Lounge

Mobilize Down East Maine is a countywide effort, and you are welcome to attend any or all of these meetings.

For more info, or directions, please contact Larry Saunders at 207-259-5004/207-214-2077 or by email at lisaunders@sunrisecounty.org.

You Respond to Your Customers, We Respond to You!

With funding assistance from the Maine Woods Tourism Training Initiative and the Boston Foundation, Sunrise County Economic Council was able to work with the Culinary Arts program at the Washington County Community College (WCCC) to offer ServSafe (a food safety manager certification program) locally and at a reduced rate to participants. As of January 2012, food-service businesses which meet certain requirements under the Maine Department of Health & Human Services must have an employee with this certification. Training is available on-line, but participants still have to travel to Bangor or further for testing to ensure they have passed the course. The textbook, training and test are relatively expensive and covering these costs, as well as time and travel for employees, can be difficult for a small business.

According to Jo-Anne Cannel from Indian Rock Camps in Grand Lake Stream, "The ServSafe course that was offered was such a convenient timing for our business. I am the cook at our establishment and I had thought I knew all the laws, however I was amazed at how much more I learned...This course provides information that is vital for all safety measures in the food industry serving the public as well as ourselves."

The first session was full, with 35 participants from Grand Lake Stream to Machias. There have been two subsequent classes and another is expected in the near future. For additional trainings, check out SCEC's events calendar at www.sunrisecounty.org.

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**NEW
LOCATION!**



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Economic Council