

Annual Report

FISCAL YEAR 2017



SUNRISE COUNTY ECONOMIC COUNCIL | 7 AMES WAY, MACHIAS | 207-255-0983 | SUNRISECOUNTY.ORG



A Note to our Friends

Each year, SCEC works tremendously hard to create jobs and prosperity in Washington County. Being a longtime board member and working closely with businesses in the area, I have been able to see first-hand the impact that SCEC is having in the County. I am very proud of the work that Charles and his staff do every day. This year, SCEC was able to hire a Government Procurement Counselor to help local businesses contract with government agencies to sell their goods and services, worked with over 50 local farmers and fishermen to provide them with technical assistance and impacted over 71 people with the Family Futures Downeast program.

As you read this report, you will discover countless examples of SCEC's hard work in Washington County. Sometimes we are the trailblazers who are leading a project to completion and sometimes we work as a team with community partners to get the job done. Whichever the case, SCEC works hard to put to the people of Washington County first.

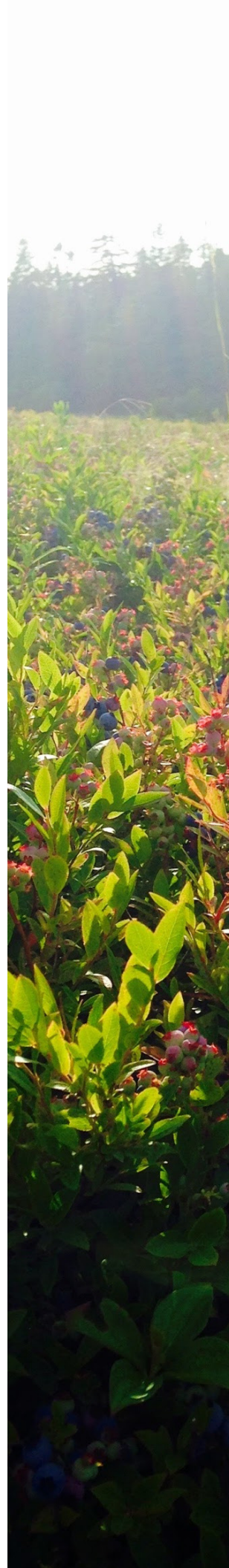
I would like to thank everyone who supports SCEC whether it is through donations, grants, contracts or volunteer work. Our ability to help local businesses is supported directly by those very businesses owners, many of whom participate, at whatever level they can, in our annual fundraising campaign.

I am very proud of the organization that our staff, Board, and many partners have built. On behalf of the Board, I want to extend a thank you to all of the banks, businesses, community leaders, interested individuals, and foundations that have supported us over the years. We are very excited about the work we are doing and hope that you will continue to work with us to make Washington County a better, more prosperous place to live and work.

Sincerely,



SEAN DAYE
CHAIRMAN OF THE BOARD





FFD: Family Futures Downeast

The 46 Washington County families (over 135 parents and children) that are participating in Family Futures Downeast (FFD) are changing outcomes for themselves and their children. FFD, a two-generational approach that combines post-secondary education and workforce development with high-quality early education to help families overcome poverty, completed its first program year in July. Seventeen families completed all the academic and program milestones, and were honored at ceremonies at Washington County Community College (WCCC) and the University of Maine at Machias (UMM) this summer. Eighteen families are continuing this fall at UMM and WCCC to complete degrees in fields that will lead to careers in Washington County – most in health care, community mental health, and education. An additional twenty-eight new families enrolled in FFD this summer, and are beginning their academic careers at UMM and WCCC.

SCEC serves as the fiscal agent for Family Futures Downeast, and is one of seven Washington County partner organizations that coordinate staff, leadership and funding to provide 360-degree supports to these families.

Parents enroll in a 15/16 credit curriculum at either UMM or WCCC while their children are enrolled in the early-education program at one of Downeast Community Partner's Early Education Centers located right on campus. Families receive additional supports from partners: Axiom Education & Training Center offers college preparatory services and tutoring throughout the program; the Community Caring Collaborative provides clinical consultation, training and support to remove barriers for families such as transportation and child care; and the Washington County CareerCenters offer workforce development training, career counseling and ongoing financial support for families that continue to work towards a 2- or 4-year degree.

SCEC Coaches work with parents to identify family goals, providing a comprehensive, strengths-based, whole family approach to pursuing dreams for themselves and their children.

Already, families are reporting more economic opportunities – children are thriving in high-quality child care, which allows parents to pursue additional employment; parents are balancing academic and work responsibilities; and families are on a path to long-term, higher-paying, family-sustaining jobs that will keep them here in the Washington County workforce. Parents are enrolling children in Head Start programs, and children are gaining language and literacy skills that will help them with be ready for school.

This spring, SCEC entered in a 17-month contract with the State of Maine, Department of Health and Human Services, Office of Family Independence, to continue to provide FFD services to families in Washington County. This contract, along with additional financial supports from the John T. Gorman Foundation, the Annie E. Casey Foundation, and Machias Savings Bank, allows SCEC to increase the number of low-income parents able to leverage a college education as a pathway out of poverty.

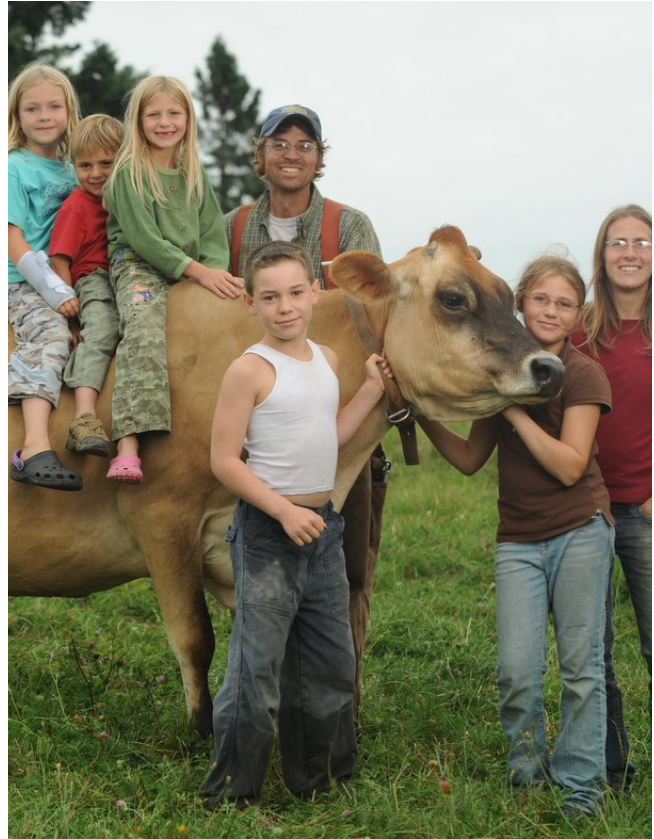
Natural Resource Businesses

In 2017 SCEC leveraged \$20,000 in grants to farmers and local food retailers. These grants helped secure and expand poultry processing capacity in Washington County as well as assist a local food market expand both its space and operating hours.

SCEC provided 70 natural resource based businesses with answers to over a 100 requests for technical advice on subjects ranging from the implications of Maine's Food Sovereignty legislation to how to access USDA and MTI grant programs. Beyond the perennial questions regarding food safety licensing, SCEC worked particularly with the hard-hit wild blueberry industry. Through a continuing series of four meetings, SCEC supported small and medium sized wild blueberry growers in identifying and pursuing emerging production, processing and marketing opportunities. Based on these meetings, SCEC provided an organic wild blueberry conversion training workshop which was attended by six business.



Small Business Loans



SCEC Approved eight loans to Washington County Businesses totaling \$246,632. These loans helped to leverage an additional \$68,000 in direct economic investment for our region. In addition, there were eight part-time and seven full-time jobs retained as a result of these investments.

Thanks to the generosity of individual donors, we were able to approve six microloans targeted to small farming businesses and commercial fishing businesses.

Scholarships

The Sunrise Scholarship Fund provides scholarships of up to \$500 for Washington County residents, of low-to-moderate income, who will be attending a training and/or certification program that will increase their opportunities for immediate employment or job advancement.

With support from the Next Generation Foundation and The Boston Foundation, SCEC awarded scholarships totaling \$23,475 to 63 working age adults from, October 2016 through June 2017, to help pay for the training they need to help make them more employable or advance in their careers.

Scholarships were awarded to Washington County residents participating in an assortment of training opportunities: Certified Nurses Aide, Certified Residential Medications Aide, Emergency Medical Technician, Real Estate Law, Certified Yoga Instructor, Personal Support Specialist, Dental Hygiene Board Exam, Wilderness Advanced First Aid, and Fingerprinting.

The Fund was closed in June, but will reopen November 1 with a limited amount of funding. The application and guidelines have been updated and new funding streams are being sought.



Washington County Leadership Institute



CLASS MEMBERS AND ORGANIZERS (PICTURED LEFT-TO-RIGHT) INCLUDE JENNIFER PETERS, SUNRISE COUNTY ECONOMIC COUNCIL (COORDINATOR); SCOTT BEAL, WOODLAND PULP (HOST); AVERY DANFORTH, COBSCOOK COMMUNITY LEARNING CENTER; TAMMY DENNING, NEXT STEP DOMESTIC VIOLENCE PROJECT; LANIECE SIROIS, NORTHEASTERN WORKFORCE DEVELOPMENT BOARD; TANYA RUCOSKY, SUNRISE COUNTY ECONOMIC COUNCIL; KATHY FAULKNER, CAMDEN NATIONAL BANK; LINDA GODFREY, ATLANTIC LEADERSHIP INSTITUTE (FACILITATOR); MARY KAY ROUKAS; VICTORIA BOONE, MACHIAS SAVINGS BANK; AND DICK HOYT, LUBEC FARMERS MARKET.

The Washington County Leadership Institute (WCLI) graduated its 21st class this year. The Institute, a program of the Sunrise County Economic Council, provides Washington County citizens with the skills, insight and professional network to be more effective leaders.

WCLI was founded in 1997 as a partnership between the University of Maine at Machias (UMM) and SCEC and has graduated 307 alumni since its inception. The Institute helps Washington County residents develop the skills to become effective and involved members of their communities. Participants come from all walks of life including small-businesspeople, finance, education, tourism, healthcare, nonprofit and municipal government. WCLI graduates have gone on to serve on select-, planning and school boards, filled volunteer positions, and served in the legislature.

WCLI organizers would like to thank sponsors for helping make the 2017 class a success. This year's sponsors include Axiom and Axiom Education & Training Center, Downeast Wind, Woodland Pulp, RHR Smith & Co., SCEC, UMM, CEI, the Cobscook Community Learning Center and the Washington County Council of Governments.

Funding for participant scholarships and other costs was provided by The Boston Foundation.

For more information, please visit www.washingtoncountyleadership.org, find us on Facebook at "Friends of the Washington County Leadership Institute", or contact Jen Peters at 207-255-0983 or by email at scec@sunrisecounty.org.

PTAC Update

Maine PTAC (Procurement Technical Assistance Center), provides assistance to local businesses in bidding on local, state and federal government contracts.

In late June 2017, Maine PTAC partnered with SCEC to create the new Downeast PTAC Center. SCEC is contracted to staff this new Downeast/Washington County office. PTAC Counselor Dan McGrath, in just three months has amassed over 132 counseling and support hours for the original 34 active Washington County businesses assigned, added 6 companies to the program, and has aided clients with contracts totaling \$315,669.00.



New Faces



Amy Lentz
Executive Assistant



Gabriela Montoya-Eyerman
Finance Director



Daniel McGrath
PTAC Counselor



Marsha Sloan
FFD Director



Jillian Taylor
Communications & Outreach
Coordinator



Shane Renshaw
FFD Transitions Coach

Unorganized Territory TIF Loan Program

Tax Increment Financing (TIF) is the result of a partnership between Washington County Government and SCEC. It uses tax revenue from the wind farms near Danforth to fund economic development in the unorganized territories of Washington County.

SCEC assisted businesses from the unorganized territories in applying for seven loans and three grants for fiscal year 16-17. All applications were approved - loans totaled \$342,440.85; grants totaled \$39,000. These funds helped to leverage an additional \$2,120,604 in direct economic investment for our region. There were six new part-time and seven new full-time jobs created as well as fourteen part-time and ten full-time jobs retained as a result of these investments.

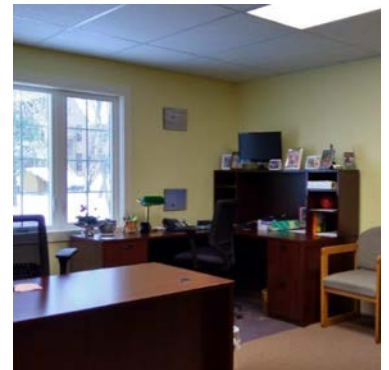




We Moved

7 AMES WAY, MACHIAS

This year, SCEC bought the house at 7 Ames Way in Machias. We hosted an open house in November of 2016. Don't worry, if you missed it you can still stop by and visit us.





Opiate Crisis Response

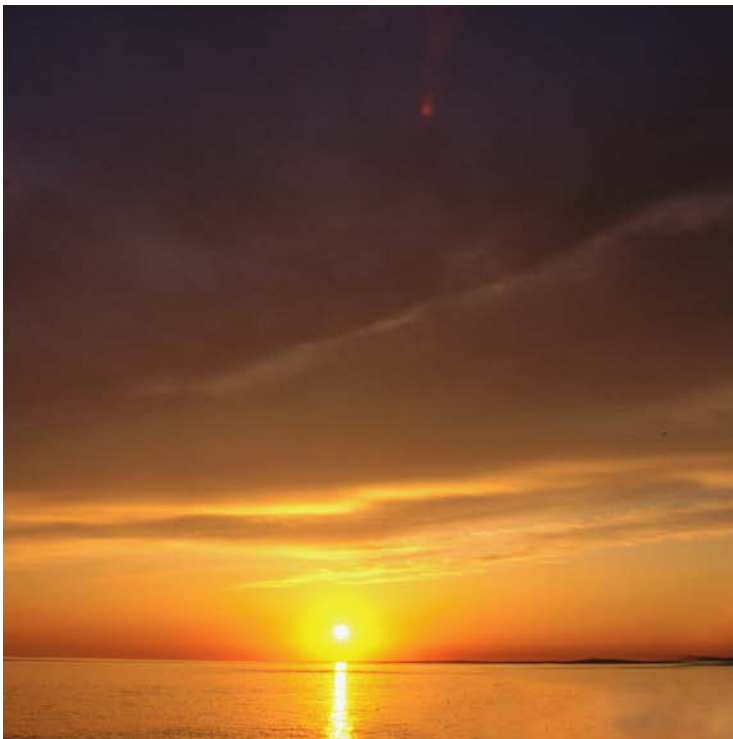
SCEC is an active member of the Washington County Substance Use Response Collaborative. As part of the Collaborative's work plan, SCEC and the Community Caring Collaborative convened employers from all over Washington County for a summit on Addiction, Recovery and the Workforce at the University of Maine, Machias. The purpose of this gathering was to engage businesses in dialog about hiring workers in recovery. A team of presenters and panelists provided tools and resources to support employers and their employees in recovery.

In response to requests from summit participants, SCEC, the Maine Department of Labor, the Women's Business Center at CEI, and the Community Caring Collaborative are planning a series of business workshops for this fall and spring. Topics include Legalized Marijuana and the Drug Free Workplace, Building Employee Assistance Programs, Impairment Detection for Employers, and Risk and Liability Issues.

The Gracie Fund

The Gracie Fund, a student loan repayment program of the Maine Community Foundation and co-administered by the Sunrise County Economic Council, seeks to reduce the “out migration” trend in Downeast Maine by offering incentives to skilled residents to return to, or remain in, Washington County. It fosters community development by helping recipients connect to Washington County through their commitment to a career and community service. School loan repayment awards of \$5,000, renewable for up to 3 years, are granted to two individuals each year.

This year’s Gracie Fund recipients are Siana Schoppee (occupational therapist with Marshall Healthcare) and Jessica Boyd (home visitor with Maine Families). They join renewing recipients Danielle Wormell (manager at Pat’s Pizza), Mallory Olsen (children service coordinator for MAS Home Care), Rebecca McKenna (teacher at Machias Memorial High School) and Tara Poole (JMG specialist at Shedd High School).



SUCCESS STORY:

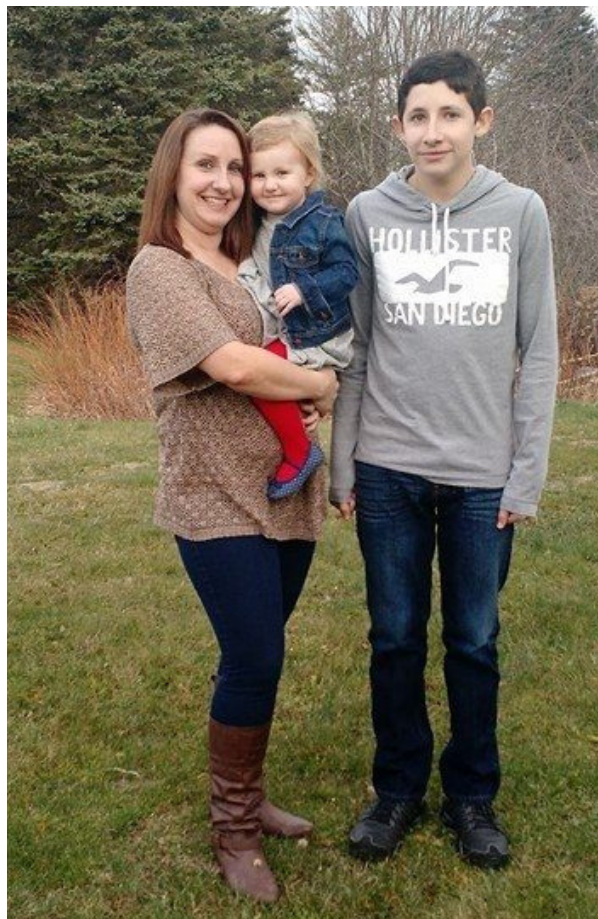
Changing the Future for Families Downeast

Going to college is hard work. When you throw two kids and a full-time job into the mix, it's even harder! Between cooking, cleaning, working, soccer practice and helping with homework, it's hard for Moms to find time to go back to school when life at home and at work is already so hectic.

Family Futures Downeast (FFD) works to remove these barriers that parents face, so they can go back to school. It is a two-generational program. So, while the parent is in class, the kids are receiving early childhood education! FFD also provides transportation, books, computers, and other supplies to the adult students and kids as needed. By removing economic, cultural, and logistical barriers, parents can thrive as students.

Kristin Alley is a single mom. She was part of the first ever cohort to go through the FFD program. She said that "FFD was a great support system. The coaches and the other girls helped me get back into the swing of things and kept me going when things got a little tough."

But FFD was not the only support system she had. Her Machias Savings Bank (MSB) family also pushed her to keep studying and working hard every day. While in FFD, Kristin would take proctored exams or do homework in the



breakroom at the Columbia location of MSB. There was even office space that she could use upstairs if she really needed a quiet place to work. Her boss not only said yes to these study sessions in the break room, but he encouraged them! Kristin might be done with FFD but she certainly isn't done with homework, she still has a few years left before she has her degree in hand. So, the break room at MSB still has quite a few more study sessions to be held.

Kristin wants to show her kids that anything is possible with a little hard work. She attributes FFD to her success. She said that if it were not for them, she probably never would have gone back to school. But the support she received from her FFD coach, teachers, and MSB allowed her to better her future and her children's'.



SUCCESS STORY:

Pat's Pizza Machias

When Bill, Marti, Nate and Kayla Burke opened the doors to their brand new Pat's Pizza, it was an instant hit for the town of Machias. Pizza, wings, and sandwiches at great prices and a relaxed dining area filled with flat screen TVs, it was perfect!

The road to opening day was long, but Bill says they did not go at it alone. Many different community players took on roles to help them get there. Bill calls them "his team".

Ruth Cash-Smith from CEI was able to provide the Burkes with the business counseling they needed to complete their business plan. Machias Savings Bank approved them for a business loan, and Sunrise County Economic Council gave Pat's Pizza a small business loan that helped fill their funding gap.

Once their funding was secure and business took off, SCEC was able to help them with training including: ServSafe, QuickBooks for record keeping, marketing, and even a training on Health Care options for employees.

SCEC also recently worked with Pat's Pizza to provide grant funding through the Maine Wood Tourism Training Initiative for them to create a website and do some updating to their social media accounts. Their new website includes the original Pat's Pizza Story and the Burkes' personal story, as well as their menu items, daily specials, and contact information.

Pat's not only provided the community with a new dining option, it also provided people in Machias with jobs. cooks, janitors, wait staff, bartenders, dishwashers and managers are just a few of the jobs that were available once their doors were opened. Right now, Pat's Pizza employs 40 people in Washington County, and they're still looking to hire a few more.

Now, 200,000 pizzas later, Bill says that the support he received from "his team" is a major reason that Pat's Pizza in Machias is a success today. He loves his job and the community that he serves.

Other Organizations and Initiatives

SCEC continued its active involvement with regional organizations and initiatives such as the Axiom Education and Training Center, the Northeastern Workforce Development Board, Northern Maine Development Commission (NMDC), Eastern Maine Development Commission (EMDC), Coastal Enterprises Inc. (CEI), the Maine Woods Consortium, the Maine Woods Tourism Training Initiative, Child and Family Opportunities, the Community Caring Collaborative, Down East RC&D, the Downeast Fisheries Partnership, Mano en Mano, the Community Caring Collaborative, Poverty Busters, St. Croix Community Connections, Downeast Acadia Regional Tourism, Washington County Educational Attainment Initiative, Maine Community Foundation, Washington County Council of Governments, Calais and Machias CareerCenters, Healthcare Workforce Response Team, Substance Use Response Collaborative, University of Maine at Machias, Washington County Community College, Maine Sea Grant, Maine Community Foundation, Economic Development Council of Maine, Maine Community Development Association, the Downeast Nonprofits Network, GrowSmart Maine, and the Maine Development Foundation.



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