

SUNRISE COUNTY ECONOMIC COUNCIL

FISCAL YEAR 2018

ANNUAL REPORT



SUNRISE COUNTY ECONOMIC COUNCIL

CELEBRATING 25 YEARS

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Over the past 25 years, SCEC has worked to initiate and facilitate the creation of jobs and prosperity in Washington County. Working collaboratively with local partners, SCEC has developed new programs and helped bring substantial new investment into the county.

SCEC has helped hundreds of businesses with loans, training, and technical assistance; supported scores of individuals in the advancement of their careers; and assisted dozens of towns in improving their public infrastructure.



A NOTE TO OUR FRIENDS

SCEC has worked incredibly hard over the past 25 years to create jobs and prosperity in Washington County. In my job at Machias Savings Bank, I am able to see first hand the impact that SCEC has on businesses in the county. This year SCEC helped secure \$12 million in government contract money for local businesses, offered 410 hours of free business training, and gave \$70,000 in grants to local farmers and food retailers. These are just a few of the many projects and initiatives that SCEC works on every day.

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 often supported directly by those very business, many of whom contribute to 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 would like 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 we hope that you will continue to join us to make Washington County a better, more prosperous place to live and work.

Sincerely,

A handwritten signature in blue ink that reads "Sean Daye". The signature is fluid and cursive.

Sean Daye
Chairman of the board

NEW STAFF MEMBERS

LEARN MORE ABOUT OUR TEAM



KATIE BRAGG
PTAC

Katie joined SCEC in March 2018. Katie is the PTAC (Procurement Technical Assistance Center) Counselor serving Washington County businesses. She earned her bachelor's degree in Psychology and Community Studies from the University of Maine at Machias and will graduate with a master's degree in Organizational Leadership from Creighton University in 2019.

Katie has worked as a case manager in Washington County for the last few years. Prior to that, she owned and operated a hair salon in Machias for over 17 years. Katie lives in Machias with her husband Judd, children Joe and Sophie, and their three German Shorthaired Pointers.



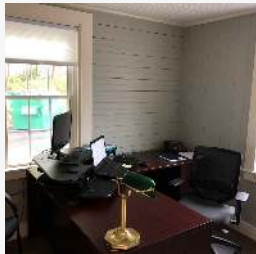
ROBERT WOOD
DOWNEAST FISHERIES
PARTNERSHIP

Robert (Bob) Wood joined SCEC in October 2018. Bob's credentials include an MS in environmental science from the University of Virginia and a PhD in marine science from the College of William and Mary. He has published more than a dozen scientific papers focused on coastal fisheries, coastal water quality, and climate change. Bob started his career as a research scientist with NOAA.

Bob's family, which includes his wife Melinda, son Bailey, and dog Champ, began visiting Washington County three decades ago when Bob first began fishing in the area. Since then Bob and his family have had the opportunity to enjoy a number of summertime visits - and they are looking forward to becoming a permanent part of our 'year-round' community.

OFFICE UPDATES

WE HAVE EXPANDED AGAIN THIS YEAR



This year, SCEC was able to make updates to both the Machias and Calais offices. In Machias, logo signage was added to the entrance of the building. We were also able to convert the garage to add 3 new office spaces. Through a Greenspace grant,

the Town of Machias Public Works planted 5 crab apple trees and 6 cedar trees in various places around the building. In Calais, renovations included painting, new partitions, new furniture, and logo signage.

WASHINGTON COUNTY LEADERSHIP INSTITUTE

NEWLY REIMAGINED

WCLI, a Sunrise County Economic Council program which provides Washington County citizens with the skills, insight, and professional network to be more effective leaders, graduated its 21st class (309 participants) in 2017. Minor programmatic changes have taken place over time, but the main components have remained the same since the program's inception in 1997.

To determine how best to continue meeting leadership development needs for Washington County, a five-member advisory committee made up of WCLI alums who have also participated in

state-wide leadership programs led a yearlong strategic planning process.

Alumni, participating businesses/ organizations, and sponsors all provided input on program design, course content and course delivery. While the goals of the program will remain the same (building participants' knowledge of Washington County, networking and broader leadership development), major changes are being made to the program design. Applications for the 2019 class will be accepted beginning November 1, 2018, and participants will be notified of acceptance after January 1, 2019.



NATURAL RESOURCE BUSINESSES

TECHNICAL ASSISTANCE AND CAPITAL FOR BUSINESSES



In 2018 SCEC leveraged \$70,000 in grants to local farmers. These grants helped expand poultry processing, create additional aging space for hard cheeses, and assisted a dairy farm through a difficult period.

SCEC provided technical assistance and training to farmers in the form of value added production, certifications, licensing and information to access FSA and other USDA programs that offer loans to farmers. Beyond FSA opportunities, SCEC connected farmers to Slow Money Maine, the Maine Technology Institute, the USDA's REAP program, and organic transition services through MOFGA. Additionally trainings held for small businesses related to expanding reach through social media and the web were attended by farmers.



OPIATE CRISIS RESPONSE

SCEC IS AN ACTIVE MEMBER OF THE WASHINGTON COUNTY SUBSTANCE USE RESPONSE COLLABORATIVE

Washington County's workforce is shrinking, in part due to the opiate crisis. SCEC is working with partners on a program to assist individuals in recovery to obtain employment. SCEC's role is to develop a collaborative plan to identify the need for workforce development and training. SCEC will also provide guidance on best tactics to remove barriers for individuals seeking treatment with the goal of pursuing opportunities for employers and employees in recovery. This will help bridge the workforce gap and remove barriers to long-term recovery.

To increase understanding of this issue, and in response to requests from Washington County employers, SCEC, the Maine Department of Labor, the Women's Business Center at CEI, and the Community Caring Collaborative held a series of business workshops.

Topics included "Establishing a Drug-Free Workplace and Drug Testing Policies in Maine", "Understanding Substance Use in the Workplace", "Legal Issues Regarding Substance Use in the Workplace", and "Impairment Detection for Employers".



BUSINESS AND WORKFORCE DEVELOPMENT TRAINING

FREE BUSINESSES TRAINING

Business training ensures that owners and managers have more of the tools they need to operate and grow their businesses. Workforce development ensures individuals have the skills to compete for better-paying jobs in Washington County. SCEC has redoubled its efforts to provide training in the past year, directly and indirectly, through collaboration and partnerships. From December 2017 through July 2018, 150 people have participated in 410 hours of free training. Topics include:

CREATING A DRUG-FREE WORKPLACE

UNDERSTANDING SUBSTANCE USE IN THE WORKPLACE

LEGAL ISSUES REGARDING SUBSTANCE USE IN THE WORKPLACE

WALKING THE LINE: ARE THEY YOUR EMPLOYEE OR AN INDEPENDENT CONTRACTOR?

STARTING YOUR OWN BUSINESS: PLANNING FOR SUCCESS

RENEWABLE ENERGY OPTIONS FOR RURAL AG & SMALL BUSINESSES

BUILDING YOUR BUSINESS BRAND

PRICING YOUR PRODUCTS AND SERVICES FOR PROFIT

BUILDING YOUR BUSINESS WEBSITE

FACEBOOK FOR SMALL BUSINESSES

BECOMING BANKABLE: LEVERAGING CAPITAL TO GROW YOUR BUSINESS

OUR PARTNERS

SCEC MAINTAINS ACTIVE INVOLVEMENT WITH REGIONAL ORGANIZATIONS





SUNRISE SCHOLARSHIP FUND

TRAINING FOR EMPLOYMENT OR JOB ADVANCEMENT

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. Thanks to generous support from the Next Generation Foundation and The Boston Foundation, SCEC awarded scholarships totaling \$11,611 to 35 working-age adults from October 2017 through September 2018. Scholarships were awarded to Washington County residents participating in an assortment of training opportunities: Certified Nurses Aide, Certified Residential Medications Aide, Emergency Medical Technician, Certified Yoga Instructor, Personal Support Specialist, Cosmetology license renewal, Canoe Safety Instructor, and Birth Doula.

There are more barriers to training than just the price of tuition. One of this year's recipients applied for just \$116 to cover the cost of renewing an outdated out-of-state license and pay a license fee for the State of Maine so that she could work at her trade. She had begun the process of licensing in Maine last fall but became overwhelmed and gave up. SCEC staff, with the assistance of local contacts, was able to determine next steps and provide the hands-on assistance she needed. It took three different applications, one bank check, one SCEC check, and one credit card purchase, but she is now eligible to work at her trade. Direct, hands-on assistance from SCEC staff had a much greater impact than the \$131 total cost.

UNORGANIZED TERRITORY TIF LOAN PROGRAM

WASHINGTON COUNTY GOVERNMENT HAS A LOAN AND GRANT PROGRAM THROUGH THE TAX INCREMENT FINANCING DISTRICT IT ESTABLISHED FOR THE UNORGANIZED TERRITORIES



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

SCEC assisted businesses from the unorganized territories in applying for two loans and three grants in fiscal year 17-18. Loan funds in the amount of \$117,000 and grant funds in the amount of

\$20,000 were approved. These funds helped leverage an additional \$12,500 in direct economic investment in our region. There was one part-time and one full-time job retained, and three full-time jobs created. There was also an \$8,000 grant approved to help fund a feasibility study to examine models for combining fiber optic broadband with other community infrastructures (smart grid technology) in Washington County. The total budget for this project was \$94,500.

PROCUREMENT TECHNICAL ASSISTANCE CENTER

WE WORK WITH MAINE-BASED COMPANIES THAT ARE INTERESTED IN SELLING THEIR PRODUCTS AND/OR SERVICES TO LOCAL, STATE OR FEDERAL GOVERNMENT AGENCIES, EITHER AS PRIME CONTRACTORS OR SUBCONTRACTORS



Maine Procurement Technical Assistance Center (PTAC) Counselors help businesses sell their goods and services to the government in the form of contracts. These contracts come from local, state, and federal government. The PTAC counselor for Washington County is located at Sunrise County Economic Council and can help these Washington County-based businesses with a

variety of services from one-on-one counseling and hands on assistance to training workshops. Since March of this year, 21 new clients have been added to the PTAC client list for a total of 62 active clients and over 350 hours of client counseling. In just 7 months, Washington County PTAC clients alone have been awarded over \$12.2 million in government contracts.

FAMILY FUTURES DOWNEAST

A TWO-GENERATIONAL APPROACH TO SUCCESS



SCEC continues to serve as the fiscal agent for Family Futures Downeast (FFD), and it is one of seven Washington County partner organizations that coordinate staff, leadership and resources to provide economic and educational supports to the whole family.

FFD, a two-generational approach, combines post-secondary education and workforce development with high-quality early education to help families overcome poverty. This whole family model hopes to impact both child poverty and school readiness, while improving economic realities for parents. Motivated by a desire to make life easier and better for their children, parents work toward their goals of going to college and finding good jobs.

The 69 Washington County families that have enrolled in Family Futures Downeast since 2017 are changing outcomes for themselves and their children. More than 200 individuals have been impacted by this program.

SCEC Coaches work with parents to identify family goals, providing a comprehensive, strengths-based, whole family approach to pursue their dreams.

Thirty-six families have already completed the one-year FFD program, with 21 on track to complete in July 2019.

Of students that have completed the program, 87% have continued on in college, working toward Associates and Bachelors' degrees in fields that will lead to careers in Washington County - health care, community mental health, business and education.

Families are already reporting more economic opportunities - children are thriving in Downeast Community Partners' high-quality early education program; parents are balancing academic and work responsibilities; and families are on a path to long-term, higher-paying, family-sustaining jobs that will allow them to stay in the Washington County workforce. Parents are enrolling children in additional Head Start and childcare programs, and they are gaining language and literacy skills that will help them prepare for school.

This month, SCEC renewed a 2-year 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.

GRACIE FUND

A STUDENT LOAN REPAYMENT PROGRAM



The Gracie Fund, a student loan repayment program of the Maine Community Foundation that is 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 Ross Argir (lawyer with Pine Tree Legal) and Megan Patterson (registered nurse with Down East Community Hospital). They join renewing recipients Siana Schoppee (occupational therapist with Marshall Healthcare), Jessica Page (home visitor with Maine Families), Rebecca McKenna (teacher at Machias Memorial High School), and Tara Poole (JMG specialist at Shead High School).

SMALL BUSINESS LOANS

SCEC OVERSEES VARIOUS GAP-FINANCING MICROLOAN PROGRAMS FOR QUALIFYING BUSINESSES



SCEC's Sunrise Loan Fund approved three loans totaling \$38,000 to assist small businesses across Washington County. Funds provided assistance to businesses involved in agriculture, fisheries, and research and development of

a proto-type product to be used in commercial fisheries. These funds helped to leverage an additional \$34,000 in direct economic investment for our region. In addition, there were six part-time and two full-time jobs retained.

25 YEARS OF GIVING

OVER THE PAST 25 YEARS, HUNDREDS OF BUSINESSES AND INDIVIDUALS HAVE MADE DONATIONS TO SCEC

4 Corners Shop-n-Save
44 Degrees North Restaurant
A C Inc.
Accommodore
Acrobat Research
Androc Plumbing & Heating
Angus King and Mary Herman
Ann Cannizzaro
Anne Perry
APEX Clean Energy
AT&T Communications
Atlantic Leadership Institute
Atlantic Salmon of Maine
Atlantic Saltworks of Maine
Axiom Technologies
Aziz Massaad, MD
Bangor Publishing Co.
Bangor Savings Bank
Bar Harbor Bank & Trust
Bar Harbor Hotel
Barton & Gingold
Bath Iron Works
Bayshore Steel Detailing
Bayside Chocolates
Bayside Supermarket, Inc.
BBS Lobster Company, Inc.
Bernard Sund
Bernardini's Restaurant
Betsy Fitzgerald
BioAg Research
Blaine Jones
Blue Bird Ranch Inc.
Blueberry Fordr
Bluebird Motel
Border Electric, Inc
Bowman Organic Farms
Broadway Inn Bed & Breakfast
C H Mathews Grocery
Calais Federal Savings & Loan
Calais Motor Inn
Calais Press
Calais Rotary Club

Camden National Bank
Carl Aselton, MD
Carlene Lyford
Carol Carew
Cate Street Capital
Causeway Commons
CES, Inc.
Chamber's Court, Inc.
Charles Holmes
Charles McAlpin
Cherryfield Foods
Chris Lyford
Chris Snowdeal
Chris Spruce
Cleaves & Co
Coast of Maine Organics
Coastal Computer Consulting
Coffin's True Value
Cooke Aquaculture
County Concrete
County of Washington
Cross Financial Corp
Cutler Development Corp
Cynthia Huggins
Daniel Hurley, III
David Eldridge
David Morang
Dead River Co. Machias
Debbie Archer
Delta Development Corp
Donald Reynolds
Douglas Jones
Down East Credit Union
Downeast LNG, Inc.
Downeast Windjammers
Due East Real Estate
E Pellon Company
East Machias Family Medicine
Eastern Maine Appliances
Eastern Maine Electric Co-op
Eastern Maine Railroad
Eastport Chowder House

Eastport Port Authority
Eaton Peabody
EBS Building Supplies
Edwin Plissey
Emera Maine
Ephrain Royfe
F.A. Peabody - Calais
Federal Marine Terminals
Felicia Newman
Fickett Property Management
First National Bank
First Wind Energy
Frank Foster, Jr.
Frank Guidi
Freedberg Household
Fulghum Fibres, Inc.
Fundy Bay Printing
Gary Willey
Gayle Moholland
Gay's Wreaths
GEI Consultants
Georgia Pacific
Gerald L. Wood & Son, LLC
Gregory Dalton
Growing Concern
Guagus River Inn
Gwen Jones
GWI Internet
Hair Masters
Hannaford - Machias
Harold Clossey
Heather Perry Jewelry Designs
Helen's Restaurant
HF Pinkham Hardware
Hing Garden
Huntley Auto Body
IES Baileyville
Indian Township
International Motel
James Parker
Jane Hinson
Jasper Wyman & Son
Jean C. Holmes
Jeffrey Lovit
Jewish Community Endowment
Jim Miner
JL Huntley
Jody Grimes
Joe Robbins, Sunrise Realty
John Chambers
John Loffredo

Jonesport Realty
Joseph Cassidy
Joshua Bragg
Joyce Hedlund
Joyce Maker
Kenneth & Nancy Mirman
Kevin and Karen Raye
Kevin Athearn
LA Gray Company
Lane Construction
Lanette Pottle
Larry Barker
Leola Carter
Lighthouse Communication
Lloyd Willey
Looks Gourmet Foods
Lori Lynch
Lubec Rental Properties
Lyons Market IGA
Machias Dental Care
Machias Friendly Pharmacy
Machias Motor Inn
Machias River Inn
Machias Rotary Club
Machias Savings Bank
Marcus Barresi
Marilyn Bernadini
Maritimes Northeast Pipeline
Marjorie Withers
Mark Green
Mark Wright
Darin McGaw
Merrill Furniture Company
Michael Bonsey
Michael Eisensmith
Michael Kusnirak
Michael & Pat McCabe
Moose Island Marine
Morrill Worcester
Mortimer Lockett
Muttly Memorial, LLC
N.E. Diversified Strategies
Nick DelMonaco
Noel Marine Supplies
Ocean Renewable Power Co
Ozias Bridgham
Pam Bridges
Paper Talks Magazine
Paradis Shop & Save
Parker Realty Trust
Paul and Chris Rudd

PCT Communications
Perry Amos
Peter Duston
Phil Grant
Pineo True Value Hardware
Pines Lodge
Pratt Chevrolet
Quizno's
Quoddy Bay LNG
R H Foster - Machias
R W Mathews Energy
Raye's Mustard
Reed & Reed, Inc.
RMCL
REMAX
RH Foster
Rhoades Building Products
RHR Smith & Co.
Richard and Julienne Mullen
Richard Fickett
Richard Hall
Richard Larson
Robert Chaffee
Robert Tyler
Roger's Auto Sales
Rudman Winchell
Saco Falls Realty
Sandra Campbell
Sarah Strickland
Sargent Corporation
Sargent Materials
S.C. Wild Bluberry Assoc.
Scythe Supply
Sean Daye
David Burns
Sherrard Insurance
Sherwood & Cynthia Parmelee
Shirley Erickson
Skip Rogers
Sonlight Sewing & Upholstery
Sow's Ear
Stephen Leackfeldt
Sunrise Eye Care
Superlative Technologies
Susan Corbett
TD Charitable Foundation
The First
The Office
The Scoop
The Sow's Ear
Thomas Potter

Thornton Land
Tide Mill Organics
Tidewalker Engineering
Time Warner Cable
Tina Erskine
TLC Homecare of Calais
Tom Boutureira
Tom Hitchins Architect
Town of Grand Lake Stream
Town of Jonesport
Traci Sanborn
Treworgy Pharmacy
Union Trust Co.
Unique Possibilities
UPC Wind Management
Varney Insurance Agency
Vicki Farrell
Viking Lumber - Belfast
W K Construction
Wal*Mart Foundation
WCCC
Water's Edge Realty
Wayne Dodwell
Wayne Peters
Webber Energy Fuels
White House Restaurant
Whitney Family Businesses
Whole Life Natural Market
Will Tuell
Woodland Pulp
Worcester Energy Partners
Worcester Resources, Inc.
WQDY/WCRQ Radio
Yoho Head, LLC

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