

MAINE DEPARTMENT OF ECONOMIC
& COMMUNITY DEVELOPMENT

INVESTMENTS AND INCENTIVES

a comprehensive list of
opportunities for business and
community development in the
state of maine

2019-2020



welcome home.

Maine's depth of talent, world class research institutions and premier undergraduate colleges, as well as its unparalleled quality of place and work-life balance make it a choice location for businesses who may have already reached scale and are seeking to relocate their operations out of higher-cost areas elsewhere. Maine's 3,500 miles of coastland and convenient access to the world's largest consumer markets offers consumer good manufacturers unlimited opportunities both domestically and internationally. An increasing number of technology startups are beginning in Maine and scaling up. Maine's higher education institutions and trade organizations have made it clear they are eager and excited to partner with companies to deliver the talented workforce that will support your growth.

The Department of Economic & Community Development is here for you and your business-to serve as a resource, liaison, partner, and guide as you navigate the programs which the State and its partners offer to businesses, communities, and individuals. Have questions about a specific credit or incentive? Let us help.

While businesses may not qualify for all programs, be assured that your business can rely on the Department of Economic & Community Development to work with and for you to find the best possible programs and opportunities that will allow for success- how your business defines it.

Lobster rolls, summer camps, ski resorts and lighthouses have always presented compelling reasons to visit the Pine Tree State, but we are proud to offer some compelling reasons to stay.

The Department of Economic & Community Development is pleased to welcome you and your business home to Maine.



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TAX & FINANCIAL INCENTIVES

COMMERCIAL AND INDUSTRIAL (C&I) PRESCRIPTIVE INCENTIVE PROGRAM

Efficiency Maine's C&I Prescriptive Program offers fixed or "prescriptive initiatives" to reduce the cost of projects that help businesses use energy more efficiently. Eligible organizations include businesses and non-profits, municipalities, schools and higher education facilities, and small, medium, and large-scale manufacturing and industrial facilities. Efficiency Maine routinely assists in finding Qualified Partners to work with businesses and organizations in this program's process.

EMPLOYMENT TAX INCREMENT FINANCING (ETIF)

A state program that helps new and established Maine businesses hire new employees by refunding from 30% to 75% of the state withholding taxes paid by the qualified employees for up to 10 years. The reimbursement rate rises with the level of local unemployment. Businesses with a Pine Tree Development Zone (PTDZ) certification are eligible for an 80% reimbursement. If a business plans to hire five or more net-new, full-time qualified employees over a two year period, the business may be eligible for ETIF. Retail-only and not-for-profit businesses are not eligible for ETIF. Businesses certified under the PTDZ program who intend to create at least 5 net-new qualified jobs as part of their certified development project, will automatically be enrolled in the ETIF program.

BRUNSWICK NAVAL AIR STATION JOB INCREMENT FINANCING FUND (JTIF)

This program was established to assist with funding the provision of municipal services to the former base area by the Midcoast Regional Redevelopment Authority (MRRA) and the provision of higher education services by Southern Maine Community College's Brunswick campus. The job tax increment means the level of state income tax withholding attributed to any employees employed within the base area, above the base level of employment. State income tax withholding eligible for reimbursement to a qualified business under the Pine Tree Development Zone is not eligible for use in the calculation of payment to this fund. Payments to the fund are not allowed for calendar years after January 1, 2031. As of 2014, payments made to the fund must be allocated at 50% to the college and 50% to the authority. DECD is responsible for the collection of annual report data from the respective companies and provides guidance to businesses participating in the JTIF program.

MUNICIPAL TAX INCREMENT FINANCING (MTIF)

Tax Increment Financing (TIF) may be used by municipalities, towns, plantations, and the Unorganized Territory to leverage new property taxes generated by a specific project or projects within a defined geographic district. Any portion of the new taxes may be used to finance public or private projects for up to 30 years. A business may approach a municipality with an investment proposal for which a TIF district provides financing, or towns may take advantage of a pre-planned and financed project and create a TIF district around it, allowing for the capture of a portion of new property tax revenue for specific use. The Department of Economic & Community Development (DECD) routinely assists municipalities in establishing TIF districts.

OPPORTUNITY ZONES (OZ)

The Opportunity Zones (OZ) is a federal tax incentive program that offers investment opportunities in Maine's underserved urban, suburban, and rural communities. The 3 incentives are: a temporary deferral of inclusion in taxable income for capital gains; a Step-Up in basis for capital gains reinvested in an Opportunity Fund; or a permanent exclusion from taxable income of capital gains from the sale or exchange of an investment in an OZ if the investment is held for a minimum of 10 years. Maine has 32 OZ in total, which fall in 13 of its 16 counties. DECD can assist in determining whether the OZ program may be a good fit for a business or investor.

PINE TREE DEVELOPMENT ZONES (PTDZ)

Businesses who are certified as Pine Tree Development Zones (PTDZ) may qualify for corporate income tax credits, sales and use tax exemptions, a withholding tax reimbursement of up to 80%; and reduced electricity rates. To qualify, a company must operate in one of Maine's targeted industry sectors (biotechnology, aquaculture and marine technology, environmental technology, advanced technologies for forestry and agriculture, manufacturing, precision manufacturing, and information technology and financial services), and must create new jobs paying wages that exceed the per capita income of the county in which the project is located. The incentives are available for up to 10 years for certified businesses who continue to meet PTDZ program requirements. DECD routinely helps businesses in navigating the application process and complying with program reporting requirements.

TAX CREDITS

EDUCATION OPPORTUNITY TAX CREDIT (OPPORTUNITY MAINE)

Opportunity Maine is available to individuals who have continued to live and work in Maine after graduation from an eligible post-secondary school as a possible tax credit on their income tax returns, but the credit is also available to Maine businesses that make their employees' educational loan payments.

MAINE CAPITAL INVESTMENT CREDIT (MCIC)

A credit is available to businesses that place depreciable property in service in Maine during the taxable year. The credit is equal to 10% of the federal bonus depreciation claimed for the taxable year under Internal Revenue Code, 168(k) on that property. The credit is limited to the Maine income tax liability of the taxpayer, but any unused portion of the credit may be carried forward up to 20 years.

MAINE NEW MARKETS CAPITAL INVESTMENT PROGRAM (NMTC)

Finance Authority of Maine (FAME) serves as the administrator for the Maine NMTC program. It exists to attract investment capital to low-income communities by allowing investors to receive a state tax credit on equity investments they make in Community Development Entities (CDE). Eligible tax credit recipients may receive refundable state income tax credits of up to 39% of their eligible investment, which may be taken in increments over 7 years.

MAINE SEED CAPITAL TAX CREDIT PROGRAM

The Maine Seed Capital Tax Credit Program is administered by FAME and is designed to encourage equity investments in Maine businesses, both directly and also through venture capital (VC) funds. FAME may authorize state income tax credits to investors for up to 50% of the cash equity provided to eligible Maine businesses. Investments may be used for fixed assets, R&D, or working capital. Credits are taken in increments of 25% of the credit per year beginning in the same year as the investment. For investments that are not made through private VC funds, credits used may not exceed 50% of the total tax due by the investor for that taxable year before application of the tax credit. This limitation requires the taxpayer to take the credit over more than 4 years. Unused credits must be carried over up to 15 years, and credits are refundable for private VC funds.

MAINE SHIPBUILDING FACILITY INVESTMENT TAX CREDIT PROGRAM

This program is intended to create and retain jobs in the shipbuilding industry, encourage investment in shipbuilding businesses and improve the competitiveness of the state's shipbuilding industry. A qualified applicant must own and operate or propose to operate and construct a Maine shipbuilding facility, will be making a qualified investment in the state, and employ at least 5,000 qualified employees at the time of application. Beginning with the tax year after the certified applicant has made qualified investments of at least \$100 million and has at least 5,500 employees, a certified applicant is allowed a credit against the tax due in an amount equal to 3% of the certified applicant's total qualified investment for 9 years. If a certified applicant completes an additional \$100 million in qualified investment prior to January 1, 2025, the 3% tax credit is available through the 15th tax year after the investment is made. If a certified applicant's employment level falls below 5,500 in a tax year the credit is reduced. This program's tax credit is available until December 31, 2034, and is administered through DECD.

MAJOR BUSINESS HEADQUARTERS EXPANSION PROGRAM (MBHQ)

This program exists to encourage the location and expansion of major business headquarters in the state of Maine, who intend to make a qualified investment at the applicant's headquarters in the state of Maine of at least \$35 million, and to promote the recruitment and training of employees for these facilities. The applicant must employ at least 5,000 employees globally at the time of the application, and 25% of company's full-time employees must be or will be based in Maine. For applicants that meet all program criteria, a refundable credit against the tax due for the taxable year in an amount that is equal to 2% of the applicant's qualified investment is available for up to 20 years.

MAJOR FOOD PROCESSING MANUFACTURING EXPANSION PROGRAM

This program encourages the location and expansion of food processing and manufacturing facilities in Maine. To qualify, a business must be, and have been, in the state for the last 5 consecutive years; be planning to make a qualified investment of at least \$35 million towards the applicant's facility within the State in the next 5 years; must employ or will employ a minimum of 40 full-time employees upon the start-up of the facility, and 75% of the applicant's employees' incomes must exceed the most recent annual per capita personal income in the county in which the project/facility is located. Beginning with the tax year in which the completion certificate is issued or the tax year beginning in 2022 (whichever is later), and for the subsequent 19 years, the certified applicant is allowed a credit against the tax due for the taxable year in an amount that is equal to 1.8% of the qualified investment.

RESEARCH EXPENSE TAX CREDIT (RETC)

The Research Expense Tax Credit is based on a percentage of the federal Credit for Increasing Research Activities. The credit is limited to 5% of the excess qualified research expenses over the previous 3-year average, plus 7.5% of the basic research payments, with respect to corporate taxpayers. The credit is limited to 100% of the first \$25K in tax liability, and 75% of the tax liability that is more than \$25K. This credit cannot be carried back but can be carried forward for up to 15 years.

STATE HISTORICAL PRESERVATION TAX CREDIT

The Maine Historic Preservation Commission administers this credit in partnership and consultation with the Department of Administrative and Financial Services (DAFS). The program involves a 25% state credit for the rehabilitation of a historic structure that also qualifies for the federal credit under the Substantial Rehabilitation Credit. The project must meet all requirements of the Federal Tax Incentive Program. A 25% state credit for the rehabilitation of certified historic structures between \$50K-\$250K is available to entities that do not claim the federal rehabilitation credit as the Small Project Rehabilitation Credit.

WORKFORCE

CAREERCENTER

Maine CareerCenters provide a variety of employment and training services at no charge for Maine workers and businesses. Career Centers can aid in the actual recruitment process, provide support to candidates, and assist with employee retention during lean business times. Maine's CareerCenter program is administered through the Department of Labor.

GLOBAL U:PRACTICAL SKILLS TRAINING

Maine International Trade Center (MITC) has developed a three-tiered education series to provide practical skills training for business owners and their staff to succeed in international markets. MITC's Global U offers seminars for those new to export and import who are determining whether international trade is right for their business, offerings for those with intermediate export experience with more in-depth content, and training for businesses with significant experience in multiple markets. A team of research and trade specialists is also available for businesses engaging with MITC.

MAINE APPRENTICESHIP PROGRAM (MAP)

MAP assists in setting up structured yet flexible training programs that can help meet the specific needs of Maine employers with on-the-job learning and related classroom instruction. Apprenticeship programs can be sponsored by employers, employee associations, or labor/management groups that both hire and train. MAP is a formal, industry-led, and nationally-recognized workforce training program. Sponsors must provide incremental wage increases as the apprentice enrolled in the program gains proficiency and completes course requirements (determined with MAP guidance). Sponsors receive assistance developing their program, as well as help identifying related instruction providers, are reimbursed for up to 50% of the cost of classroom instruction, and register their program for federal purposes.

MAINE MANUFACTURING EXTENSION PARTNERSHIP (MEP)

Maine MEP provides affordable and innovative solutions to the problems that today's manufacturers may encounter by facilitating engagement between industry, government, and partners in academia. Maine MEP offers full facility planning, plant layout, equipment arrangement and manufacturing flow recommendations, as well as project assistance in business systems, software implementation, and quality management. Experienced project managers and industry professionals are available for free consultations and are able to serve as a unique resource for manufacturers with a supply chain in Maine.

MAINE QUALITY CENTERS PROGRAM (MQCP)

MQCP offers customized workforce training that is delivered through one of Maine's seven community colleges. Grants are available to fund pre-hire, post-hire, and also incumbent training. MQCP affords employers the opportunity to both strengthen and increase their workforce at little to no cost. MQCP works one-on-one with the business owner to put together a program that will provide workers the skill set they need to succeed. Programs range from basic safety onboarding processes, to intensive and elaborate education on heavy machinery operation.

PROCUREMENT TECHNICAL ASSISTANCE CENTERS (PTAC)

Maine PTAC is a statewide program hosted by the Eastern Maine Development Corporation (EMDC). Procurement counselors work throughout the state to provide a variety of services to aid businesses in obtaining government contracts, among which include technical training and workforce development.

SAFETY AND EDUCATION TRAINING PROGRAM (SAFETYWORKS!)

Maine's Bureau of Labor Standards provides customized health and safety training, site evaluation, and technical support in an effort to reduce injuries, illness, and worker's compensation costs—all free of charge. Small and mid-sized employers with a higher risk of occupational illnesses are prioritized, but businesses of any size will qualify and are eligible for some level of service. Training seminars are valued anywhere from \$30K-\$500K.

WELLNESS PROGRAM CREDIT

Beginning in 2014, employers with 20 or fewer employees are allowed a credit equal to expenditures for developing, instituting, and maintaining a wellness program for its employees. Expenditures applied to a credit claim that are also used as an expense against federal adjusted gross income must be added back to income through a Maine modification. The credit cannot reduce Maine income tax liability below zero, but unused portions can be carried forward for up to five years.

TAX EXEMPTIONS

COMMERCIAL AGRICULTURAL AND AQUACULTURAL PRODUCTION

Sales of feed hormones, pesticides, antibiotics, and medicines used in commercial agricultural or aquacultural production are exempt from sales or use tax. Sales of fertilizer, seed, defoliants, insecticides, weed killers, fuel, electricity, and depreciable machinery and equipment are also exempt from sales or use tax. The sale of breeding stock and other activities existing under animal agricultural production are also exempt from sales tax.

BIOTECHNOLOGY

Sales of machinery, equipment, instruments, and supplies used by the purchaser directly and primarily in a biotechnology application are eligible for a sales tax exemption. The exemption must be applied with the Industrial Users Blanket Certificate of Exemption, or as a refund using the standard Refund Form. This certificate should be presented to the retailer at the time of purchase to receive the exemption.

BUSINESS EQUIPMENT TAX EXEMPTION (BETE)

The BETE program is a 100% property tax exemption program for eligible property that would have been first subject to tax in Maine on or after April 1, 2008. BETE is administered through Maine Revenue Services (MRS).

BUSINESS EQUIPMENT TAX REIMBURSEMENT (BETR)

The BETR program is designed to encourage capital investment in Maine. The program reimburses taxpayers for local property taxes paid on most qualified business property. Business property must have been first placed in service in Maine after April 1, 1995. BETR is administered through MRS.

MANUFACTURING

The sale of machinery and/or equipment used by the purchaser directly and primarily in the production of tangible personal property for later sale or use is eligible for a sales tax exemption. Additionally, items that are consumed or destroyed directly or primarily in production and repair and replacement parts for qualified production equipment are exempt from sales tax. Any manufacturer is exempt from paying 95% of the sales tax on fuel and/or electricity used on site in the manufacturing facility. Exemptions must be applied either at the time of purchase with the Industrial Users Blanket Certificate of Exemption, or a business may apply for a refund from Maine Revenue Services.

RENEWABLE ENERGY EQUIPMENT

In accordance with LD1430 and effective September 19, 2019, solar and wind energy equipment may qualify as exempt from property tax. Businesses who supply industrial power do not qualify for this exemption. The application must be filed with the municipality that it is located within the first year that it is seeking tax exemption.

RESEARCH AND DEVELOPMENT

Sales of machinery and equipment used by the purchaser directly and exclusively in R&D in the experimental and laboratory sense are eligible for a sales tax exemption. Exemptions must be applied either at the time of purchase with the Industrial Users Blanket Certificate of Exemption, or a business may apply for a refund from Maine Revenue Services.

GRANT FUNDING

AGRICULTURAL DEVELOPMENT GRANT (ADG)

The Maine Department of Agriculture, Conservation, and Forestry (DACF) administers this program, which serves to provide cost share grants to conduct market promotion, research and development, and value-added processing and new technology demonstration projects. Funding is made possible through the Agricultural Marketing Loan Fund. From 2015-2018, awards have ranged from \$10K-\$50K.

BOATING FACILITIES FUND

This program assists towns, cities, districts, and other public and private agencies in the acquisition, development; or rehabilitation of boat launching facilities on Maine waters available to the general public. Funding may be available to assist in the development of hand-carry and trailered boat launching facilities. Grants may be monetary or material (e.g. floats and concrete planking for ramps). This program is administered by the Bureau of Parks and Lands at DACF.

CONNECTME BROADBAND GRANTS

ConnectME Authority expands broadband access in unserved areas of the state through two grant programs. Community Planning Grants are provided to municipalities, groups of municipalities, or nonprofit local or regional community organizations to develop a community driven plan to expand broadband services. Infrastructure Grants are awarded to public-private partnerships to increase broadband connectivity in rural, unserved areas of the state that have little prospect of service from a traditional or incumbent provider without state subsidies.

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM (CDBG)

Administered through the Office of Community Development at DECD, CDBG serves to provide communities with gap funding to assist identified businesses in the creation and/or retention of jobs for low to moderate income persons. Grants are awarded to municipalities that support the identified business(es) in which they exist. All CDBG funds are intended to be used where a funding gap exists and alternative sources of public and private financing are not adequate for the project.

LAND AND WATER CONSERVATION FUND (LWCF)

LWCF exists to assist in the acquisition and/or development of public outdoor recreation facilities. This program may provide up to 50% of the allowable costs for approved acquisition or development projects for public outdoor recreation. The Grants and Community Recreation program routinely provides assistance in this grant application process. LWCF is administered through the Bureau of Parks and Lands.

MAINE BICENTENNIAL GRANTS

The Maine Bicentennial Commission has allocated \$375K in Community Grants that will support the interests, needs, and creativity of citizens and communities throughout Maine as they plan local commemorations of the Bicentennial. Applications are accepted through June 1, 2020, and Bicentennial Grant funds must be expended by March 30, 2021. Commemoration activities must involve a public component for participation. Private individuals or for-profit organizations may partner with a community organization, non-profit, government institution, or school in order to receive a Bicentennial Grant. “The Business of Maine” is a strongly encouraged theme.

MAINE COMMUNITIES GRANT

The Maine Communities Grant Program provides support to tourism focused, community-oriented marketing projects and events. Maine municipalities, tribal governments, and Maine-based non-profits may apply. The Maine Communities Grant is administered through the Maine Office of Tourism (MOT) at DECD.

MAINE TECHNOLOGY INSTITUTE (MTI)

MTI awards R&D money to companies and non-profit research organizations to support the commercialization of new technology related products and services that create and support sustainable, high-quality jobs for Maine people. All MTI funding must support efforts in forestry and agriculture, aquaculture and marine technology, biotechnology, composite materials technology, environmental technology, information technology, or precision manufacturing technology.

MARKET ACCESS PROGRAM (MAP)

Through MAP, the U.S. Foreign Agricultural Service (FAS) partners with U.S. trade associations, cooperatives, state regional trade groups, and small businesses to share the costs of overseas marketing and promotional activities to build commercial export markets. Businesses who are seeking to grow their market internationally may qualify. This program is administered through the Maine International Trade Center.

NORTHERN BORDER REGIONAL COMMISSION (NBRC)

NBRC is a Federal-State partnership for economic and community development in northern Maine, New Hampshire, Vermont, and New York. The Federal funds the NBRC provides result in new jobs being created and better leveraging of substantial private sector investments. State and Federal partners focus NBRC funding strategies and help prioritize investment applications and approve funding requests. Contingent on the level of economic and demographic distress in the region, NBRC projects may be eligible for up to an 80% matching grant. DECD routinely assists in determining whether the NBRC grant is a good fit for communities.

RECREATIONAL TRAILS PROGRAM (RTP)

RTP is an assistance program of the U.S. Department of Transportation's Federal Highway Administration. RTP provides funds to develop and maintain recreational trails and trail-related facilities for motorized and non-motorized recreational trail funds. Municipalities, other sub-divisions of state government, and non-profit organizations may be eligible for this funding. This program is administered by the Bureau of Parks and Lands (BPL) at the Department of Agriculture, Conservation and Forestry.

REGIONAL GRANT PROGRAM

This program distributes money to permanent, non-profit, incorporated organizations whose primary purpose is to promote and expand tourism in each of the eight designated tourism regions. Tourism regions are defined by the communities serving the tourism trade within a defined area. The Regional Grant Program is administered by the Maine Office of Tourism.

RURAL MANUFACTURING AND INDUSTRIAL SITE REDEVELOPMENT PROGRAM

The Maine Rural Development Authority (MRDA) was administered by the Maine Legislature in 2002 to provide financial assistance to communities and their development partners and redevelop/develop underutilized commercial industrial properties. This program provides grant funding for technical assistance, planning or implementation related to the rehabilitation, revitalization and marketing of manufacturing and industrial sites in rural Maine communities. MRDA and its programs assist with projects that cannot be accomplished by the private sector development community acting alone.

SPECIAL EVENTS GRANT PROGRAM

This grant funds major events that have an impact on travel in at least two or more regions and/or generates national and/or international press coverage for the state. The events must have the ability to create multi-regional and/or statewide economic impacts that draw tourism-related activity inside Maine and from beyond its borders. This program is administered by MOT.

STATE TRADE EXPANSION PROGRAM (STEP)

The U.S. Small Business Administration (SBA) created the STEP Financial Assistance Award which is administered through the Maine International Trade Center. It exists to encourage Maine companies to seek new international sales opportunities. Businesses seeking assistance for international business development, export skills development, and/or export marketing may be eligible for this program. Assistance may be available to receive reimbursements that total up to \$15K per year.

TOURISM ENTERPRISE GRANT PROGRAM

The Tourism Enterprise Marketing Grant assists new and promising tourism-focused marketing projects that will increase visitation of individuals residing 50 miles or more from the destination. Organizations must be a Maine municipality, tribal government, or Maine-based nonprofit. This program is administered by MOT.

USDA SPECIALTY BLOCK GRANT PROGRAM (SCBG)

SCBG funds market research, market promotion, and new technology projects specifically to benefit specialty crop producers. Grants are generally provided to projects that will help a number of businesses within a designated sector. This grant is administered by the Department of Agriculture, Conservation and Forestry (DACF), and from 2014-2018 have ranged from \$11K-\$100K.

LOANS

AGRICULTURAL MARKETING LOAN FUND (AMLF)

AMLF provides financing to help Maine farms and agricultural businesses enhance and improve their products. Projects should demonstrate how new and innovative equipment and facilities could improve and enhance the manufacturing, marketability, and production of Maine products. Farms, food processors, and aquaculture operators can access the fund to enhance production processes, innovate marketing techniques, and/or make product improvements. The program was developed by DACF and is administered by FAME.

BROWNFIELDS REVOLVING LOAN FUND (BRLF)

BRLF is a partnership program between DECD and the Maine Department of Environmental Protection (DEP), with DECD as the financial manager of the program and DEP serving as its environmental manager. BRLF serves to increase local tax bases and facilitate job growth while protecting and improving the environment. Brownfields are identified and qualified by DEP, and qualify as the property, expansion, redevelopment, or reuse of a project which may be complicated by the presence of a potential hazardous substance, pollutant, or contaminant. This program provides additional funding to DEP's current Brownfields Program for remediation of identified brownfield sites and serve as an added resource to leverage private developer funds, municipal funds, and/or state funds.

COMMERCIAL FACILITIES DEVELOPMENT PROGRAM (CFD)

MRDA can serve as a lender, principal developer, partner, or investor in the acquisition of property and redevelopment of existing commercial properties under the CFD program. Investments through this program are available up to \$500K. Projects must develop new commercial facilities or acquire/redevelop nonproductive commercial facilities for subsequent return to productive use through either sale or lease. CFD loan terms last up to 20 years.

COMPLIANCE ASSISTANCE LOAN PROGRAM

FAME administers the Compliance Assistance Loan Program, which is intended to help businesses finance the renovation, removal, disposal, or replacement of all or any part of certain oil storage facilities or tanks and certain air quality improvement equipment, in conjunction with the Maine Municipal Bond Bank and DEP. Loan amounts reach up to \$400K with terms up to 15 years.

DAIRY IMPROVEMENT FUND

The Dairy Improvement Fund program is intended to help farms and other dairy enterprises fund capital improvements to maintain and enhance visibility of their farms. Businesses who are located in Maine and identified by DACF as being engaged in commercial production of cow milk/cow milk products may be eligible. This program is administered by FAME.

FAME DIRECT LOAN

The FAME Direct Loan (formerly the Economic Recovery Loan Program, or ERLP) helps new or existing businesses with flexible gap financing directly from FAME when traditional loans may not meet their needs. Businesses must be Maine-based, exhibit reasonable ability to repay the loan, and demonstrate that other sources of capital have been exhausted. Generally FAME Direct Loans are less than \$500K, but loans up to \$1 million may be available if substantial public benefit is demonstrated and funds are available.

LINKED INVESTMENT PROGRAM FOR COMMERCIAL ENTERPRISES

FAME works in conjunction with the Maine State Treasurer to implement this program, which reduces a borrower's interest rate. Loans are approved and funded by financial institutions in accordance with their own policies. To qualify, businesses must be non-agricultural, have 20 or fewer employees or annual sales of less than \$2 million, be a manufacturer or report 70% of their sales outside the state, be 50% owned by Maine residents, or create/retain one job for each \$20K of deposited funds, and loan proceeds must be for real property, fixed assets, research, or working capital.

NUTRIENT MANAGEMENT PROGRAM

The Nutrient Management Loan Program is administered by FAME and was developed by DACF, DEP, and the Maine Municipal Bond Bank. It exists to help farms and other businesses fund nutrient management projects such as diversion, irrigation, anaerobic digestors, composting or treatment facilities. Businesses that have been identified by DACF as having eligible agricultural non-point-sources pollution abatement projects are generally considered candidates.

POTATO MARKETING FUND

Low-interest financing is available through FAME to help Maine potato growers and packers improve the quality and marketing of their potatoes. These funds are also available to improve the economic viability of the potato industry, through new construction or improvements to storage and packing facilities, or purchase of packing, sizing, washing, and drying equipment.

REGIONAL ECONOMIC DEVELOPMENT REVOLVING LOAN PROGRAM (REDRLP)

REDRLP makes loans through Maine's regional development agencies to create or retain jobs. Disbursements are made to those agencies, and they in turn make loans to eligible borrowers. Businesses must have sales under \$10 million or employ 100 or fewer employees, and be conducting business in advanced manufacturing, advanced information systems, advanced biological/natural resource techniques, in conversion from the defense industry, conducting significant R&D or significant export involvement, or be engaged in significant tourism efforts, quality child-care efforts, or community facilities development. Terms vary contingent on the nature of the project and this program is administered by FAME.

SPECULATIVE BUILDINGS PROGRAM (CIB)

The Community Industrial (Speculative) Buildings Program (CIB) provides communities and their local development corporations with financial assistance in the form of loans for the construction and associated costs of speculative commercial and industrial buildings. Loans for the CIB program are available up to \$500K with terms up to 20 years. Projects must foster job creation and/or encourage business development in areas of economic need. This program is administered through MRDA.

EQUITY

MAINE VENTURE FUND (MVF)

Each company and investment opportunity at MVF is examined on an individual basis. To qualify for funding from MVF, companies must have significant operations in Maine, demonstrate a viable plan for providing an ROI for MVF and other investors, provide evidence of the need for financial assistance to realize Maine-based job growth and retention, receive co-investment match, at a minimum, for the amount sought from MVF, and employ 50 or fewer people/ have gross sales of \$5 million or less within the past 12 months. Initial investments from MVF are generally \$100K-\$300K, and additional capital may be available to continue to support the company.

MAINE TECHNOLOGY INSTITUTE (MTI)

MTI offers equity investments to businesses, organizations, and individuals to support Maine's innovation economy.

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maine.gov/cgi-bin/online/businessanswers/



maine.gov/decd

STAY CONNECTED WITH THE OFFICE OF BUSINESS DEVELOPMENT



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Reach out to Torrey for resources and guidance on how to get businesses of all sizes in operation.

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**Please contact the
Office of Business Development
at the Department of Economic
& Community Development for
additional information about
any and all programs.**

We're at your service.

