



MAINE'S BOUNTY OF BUSINESS INCENTIVES

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Financial and Tax Incentives

PINE TREE DEVELOPMENT ZONES

The Pine Tree Development Zone (PTDZ) program offers eligible businesses in Maine the chance to greatly reduce, or in some cases, virtually eliminate state taxes for up to ten years. Eligible businesses include firms engaged in any of the following sectors: biotechnology; aquaculture and marine technology; composite materials technology; environmental technology; advanced technologies for forestry and agriculture; manufacturing, including precision manufacturing; information technology; and financial services. Benefit highlights include:

- Elimination of Sales & Use Tax for 10 years
- 100% Corporate Income Tax credit for 5 years; 50% credit for years 6-10
- 80% ETIF

All Pine Tree Development Zone benefits can be "layered" over other available benefits. For example, Aroostook County is home to a federally designated Rural Empowerment Zone, entitling companies to federal tax credits up to \$3,000 per employee. The federal tax credits can be taken in addition to the State tax credits for businesses located in the Empowerment Zone and eligible for the Pine Tree Zone.

EMPLOYMENT TAX INCREMENT FINANCING

Employment Tax Increment Financing assists in the financing of business investment projects that create at least 5 net new, high quality jobs in Maine. An ETIF-approved business may be reimbursed 30, 50 or 75 percent (80% in Pine Tree Zones) of the state income tax withholdings from the net new payroll for up to ten years.

The amount of annual payment is based upon the actual number of qualified employees above the company's base level of employment. The company may not be reimbursed from ETIF for any period of time when employment, income and/or employee benefits fail to meet the minimum qualification criteria. (Please note that ETIF cannot be taken concurrently with the Jobs & Investment Tax Credit.)

Eligible businesses include any business that hires a minimum of 5 net new employees within a two year period, where those employees are: 1) paid an income that exceeds the per capita income in the county of employment; 2) provided access to group health insurance, and; 3) provided access to an ERISA-qualified retirement program.

TECHNOLOGY TAX CREDITS

Maine has several tax credit programs specifically designed to encourage the growth of technology companies in the state including the **Research Expense Tax Credit** and [Sales Tax exemptions](#) for technology companies.

Research Expense Tax Credit

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 three-

year average plus 7.5% of the basic research payments in IRC §41(e)(1)(A). The credit is further limited to 100% of the first \$25,000 in tax liability plus 75% of the tax liability in excess of \$25,000. The credit cannot be carried back, but can be carried forward for up to 15 years. Eligible businesses include any business that engages in research and development activities in Maine that meet the definitions in Section 41 of the Internal Revenue Code. Such expenses include certain in-house and contract research expenses if they relate to discovering information that is technological in nature and intended for use in developing a new or improved business component.

BUSINESS EQUIPMENT TAX EXEMPTION (BETE)

This program provides a 100% property tax exemption for “eligible property” first subject to tax in Maine on or after April 1, 2008 with no limit on the term of the exemption. With some exceptions, BETE uses the same definitions of “eligible property” and applies to the same types of property and companies as does the Business Equipment Tax Reimbursement program (BETR).

What is Eligible Business Equipment?

Qualified property that, in the absence of the BETE program, would first be subject to property tax assessment on or after April 1, 2008 and includes:

- Personal property that further a particular trade or business activity
- Personal property devoted to a business purpose
- Parts, additions and accessories
- Construction in progress
- Inventory parts
- Personal property depreciable under Internal Revenue Code, or would be but for fact that it is already fully depreciated

What Does Not Qualify?

- Office furniture
- Lamps and lighting fixtures used primarily for general office or worker lighting
- Property owned or used by an excluded person/company
- Telecommunications personal property
- Gambling machines or devices
- Property located at a retail sales facility and used primarily in a retail sales activity

CREDIT FOR EDUCATIONAL OPPORTUNITY

This credit is available to employers of college graduates who earn an associate or bachelor’s degree from an accredited Maine or non-Maine college or university and subsequently live and work in Maine. The credit is based on educational loan payments made during the year on behalf of the graduate/employee. Any unused credit may be carried forward for up to ten years.

MAINE SEED CAPITAL TAX CREDIT

This tax credit is equal to 50% of a passive investor's long-term investment in a qualified business venture. A certificate, issued by the Finance Authority of Maine to an investor, is used to reduce Maine income tax liability and is refundable for private venture capital fund investors. The investor can use 25% of the credit in the year of the investment and 25% in each of the following three years.

Except with respect to the refundable credit available to private venture capital funds, the amount of the tax credit taken in any one year is limited to 50% of the investor's total Maine income tax liability. Any unused credit amount may be carried forward for up to 15 years.

NEW MARKETS CAPITAL INVESTMENT CREDIT

Beginning in 2012, a person making a qualified equity investment in a low-income community business is allowed a credit equal to 39% of the investment. The credit is taken over seven years, with 0% allowed in the first two years, 7% allowed in year three and 8% allowed in each of years four through seven. The credit is fully refundable, or the taxpayer may elect to carry any unused portion of the credit forward for up to 20 years. Certain recapture provisions apply.

SALES EXEMPTIONS

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.

Custom Computer Programming

This program exempts from sales tax the purchase of custom computer programming.

Fuel and Electricity

This provision exempts from sales tax 95% of the sale price of all fuel and electricity purchased for use in the manufacturing operation.

Manufacturing

Sales of machinery and equipment used by the purchaser **directly** and **primarily** in the production of tangible personal property are eligible for a sales tax exemption. In addition, items consumed or destroyed directly or primarily in production, and repair and replacement parts for qualified production equipment are exempt from sales tax.

Research and Development

Sales of machinery and equipment used by the purchaser **directly** and **exclusively** in research and development are eligible for a sales tax exemption.

The Finance Authority of Maine (FAME), a quasi-governmental agency, has several financing options available to companies. The following programs are designed to provide commercial grade credits with access to attractive interest rate structures. It is important to note that these programs provide permanent financing. It is the borrower's responsibility to arrange for interim or construction financing.

TAX-EXEMPT BOND PROGRAM

This program provides tax exempt financing (Industrial Development Bond) for any person or business to use loan proceeds to acquire hard assets used in a small manufacturing operation.

Proceed Use and General Limitations

Bond financing may be used to purchase and/or construct a manufacturing facility, and/or purchase new machinery and equipment. All assets must be related to a manufacturing function. 15% of the building related purchase price must be put back into the "four wall" renovation of an existing structure and at least 75% of the building must be used for the prime manufacturing function. Land cost cannot exceed 25% of the total cost. Eligibility is determined by a combination of the Internal Revenue Code, which governs the tax aspects of such financing (for credit-enhanced bonds), and the credit criteria of the Finance Authority of Maine, (if credit enhanced) or the applicable credit provider.

Financing Structure

Bonds may be structured to finance up to 90% of an eligible loan based on collateral value. FAME's credit enhancement is limited to a maximum of \$5,250,000 on the bond-financed portion. A commercial lender must hold at minimum 10% of the loan on a coterminous basis. Real estate loans are limited to a maximum of 15 years. The Authority will lend up to seven years on machinery and equipment. A blended term is possible for mixed collateral projects.

TAXABLE BOND PROGRAM

This program provides taxable bond financing for the construction or acquisition of real estate and the purchase of new or existing machinery and equipment. The assets do not need to be related to a manufacturing function. Eligibility is determined by the credit criteria of the Finance Authority of Maine if credit enhanced, or the credit criteria of the applicable credit provider.

Financing Structure (For credit-enhanced bonds)

Bonds may be structured to finance up to 90% of an eligible loan based on collateral value. The Authority's credit enhancement is limited to a maximum of \$5,250,000 on the bond-financed portion. A commercial lender must hold at minimum 10% of the loan on a coterminous basis. Real estate loans are limited to a maximum of 15 years. The Authority will lend up to seven years on machinery and equipment. A blended term is possible for mixed collateral projects.

COMMERCIAL LOAN INSURANCE

FAME's Commercial Loan Insurance Program provides a business borrower the opportunity to secure credit for an eligible project by providing a commercial lender with loan insurance. Through this program FAME may provide up to 90% insurance on an eligible loan up to a maximum of \$5,250,000.

Financing Structure

Loans are typically structured by the lender applying for insurance. The Authority may consider terms of up to 25 years on real estate or 10 years for machinery and equipment loans. Loans for working capital vary depending on collateral and servicing structure.

Credit Criteria

Borrowers must meet the general lending criteria of the institution seeking the Authority's Loan Insurance. In general, the Authority must determine a borrower exhibits the ability to repay the debt out of normal cash flow from operations.

ECONOMIC RECOVERY LOAN PROGRAM

This program provides subordinate (gap) financing to assist businesses in their efforts to remain viable and/or improve productivity. From time to time, FAME utilizes funds in this program to address specific business community needs. Loans up to \$1,000,000, may be available if substantial public benefit is demonstrated and sufficient funds are available.

Financing Structure

The financing has a maximum term of five years. Amortization may be based on the useful life of the assets being financed or additional collateral pledged. Balloon payments are typically required.

Credit Criteria

Any Maine-based businesses that exhibits a reasonable ability to repay the loan and demonstrates that other sources of capital have been exhausted may be eligible for this program.

MAINE VENTURE FUND

The Small Growth Enterprise Fund, DBA Maine Venture Fund, is a professionally managed venture capital fund that invests exclusively in Maine companies that demonstrate a potential for high growth and public benefit and employ 50 or fewer or have gross sales of \$5 million or less within the past 12 months. The Fund has been actively investing in Maine companies since 1997, after its creation by an act of the Maine Legislature in 1995. The fund has received \$13 million in capital contributions from the State of Maine and operates as a revolving, "evergreen" fund.

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM

The Economic Development program (EDP) provides communities with **gap** funding to assist identified businesses in the creation/retention of jobs for low-and moderate-income persons.

ELIGIBLE ACTIVITIES

Grants to Municipalities: Acquisition, relocation, demolition, clearance, construction, reconstruction, installation and rehabilitation associated with public infrastructure projects such as water and sewer improvements, flood and drainage improvements, publicly-owned commercial and industrial buildings, parking, streets, curbs, gutters, sidewalks, etc. All public infrastructure must be owned by the municipality or public or private utility and be in support of an identified business.

Maximum Award

\$1,000,000

Grants to Municipalities for Direct Business Support: \$1,000,000

Capital and non-capital equipment, land and site improvements, rehabilitation or construction of commercial or industrial buildings, job training, working capital and capital equipment and be in support of an identified business.

Acquisition is not an allowable activity under this group.

EXCLUSIONS

- Applicants may apply in only one specific activity group.
- **EDP funds cannot be used to refinance existing debt.**
- All EDP activities must be in support of an identified business; speculative activities are excluded.
- Communities receiving an EDP award may not receive any other EDP award for the same project or business during the same program year or for the same project or business from a prior program year that has not met final closeout status.

DEMONSTRATION OF GAP

CDBG funds are intended to be used in situations where a funding gap exists and alternative sources of public and private financing are not adequate. Applicant will be required to provide documentation that alternative funding was sought and the results of those requests in order to successfully demonstrate the need for CDBG financing.

PROJECT BENEFIT

All projects must document that at a minimum, 51% of all jobs created or retained as a result of the funded activity must be taken/held by persons of low and moderate income as defined by HUD. Jobs created/retained must be in the community applying for the EDP award, new jobs to that community and not associated with any other branches of the assisted business located in another community. Transfer positions cannot be counted toward the job creation/retention requirements.

PROGRAM DOLLARS PER JOB

The maximum CDBG participation per job created or retained with EDP funds is \$30,000 per job.

FULL TIME PERMANENT JOBS

In determining CDBG National Objective compliance with jobs created or retained only **Permanent** jobs may be counted; temporary jobs may not. Full time jobs require a worker to work at least 1750 hours per year. Part time jobs require a worker to work at least 875 hours but less than 1750 hours per year. Part-time jobs **must** be converted to Full Time Equivalents (FTE). An FTE is defined as two part time jobs. **Seasonal** jobs may count only if the seasonal job lasts long enough and provides sufficient income to be considered the employee's principal occupation. (Contact OCD prior to counting seasonal jobs towards LMI benefit.) **All** permanent jobs created by the project must be counted, regardless of funding source(s). Jobs indirectly created by the project (i.e., remote location, “trickle down” jobs) do not count.

MINIMUM EDP APPLICATION AMOUNT

\$100,000, unless a waiver is requested demonstration why a lesser amount is being requested. OCD must approve the waiver for a lesser amount prior to submission of Letter of Intent.

MAXIMUM PROJECT SIZE FOR UTILIZING EDP FUNDS

\$3,000,000; phasing of projects to make the total cost appear to be below the maximum project size is expressly forbidden.

LOCAL AND REGIONAL REVOLVING LOAN PROGRAM

Throughout the state there are numerous local and regional economic development organizations that administer their own revolving loan programs. The Office of Business Development or your local Governor's Account Executive can make the appropriate connections to these programs.

MAINE RURAL DEVELOPMENT AUTHORITY (MRDA)

The Maine Rural Development Authority (MRDA) was established by the Maine Legislature in 2002 to assist Maine communities in realizing their economic development goals. MRDA provides financial assistance to communities and their development partners to help develop speculative commercial and industrial buildings and to help develop/redevelop underutilized commercial industrial properties.

The primary focus of MRDA's activities is in the rural areas of Maine that have traditionally not experienced the same level of economic development success as other regions of the state and have experienced major economic losses, such as plant closings and downsizings, or are economically distressed. It is the intent of MRDA to assist with projects that cannot be accomplished by the private sector development community acting alone.

COMMERCIAL FACILITIES DEVELOPMENT PROGRAM

The Commercial Facilities Development Program (CFD) of the MRDA provides financial resources to assist in the development of new commercial facilities, the acquisition and redevelopment of nonproductive commercial facilities for subsequent return to productive use through sale or lease, and in the purchase of machinery or equipment. Under this program, MRDA can serve as lender, principal developer, partner or investor in the acquisition of property and redevelopment of existing commercial properties.

Investments for the CFD program are available up to \$500,000.

OPPORTUNITY ZONES

Governor nominated low-income tract, provides tax incentives for investors who invest unrealized capital gains into "Opportunity Funds" which are dedicated to investing in established Opportunity Zones. Maine Opportunity Zones by county:

- **Androscoggin:** Auburn, Lewiston
- **Aroostook:** Washburn, Limestone, Madawaska and a contiguous low-income tract encompassing Caswell, Stockholm and Connor
- **Cumberland:** Portland (port area), Westbrook, South Portland, Brunswick
- **Hancock:** Ellsworth
- **Kennebec:** Augusta, Waterville
- **Oxford:** Rumford, Paris
- **Penobscot:** Bangor, Brewer, Old Town, Lincoln, Enfield, Millinocket, East Millinocket
- **Piscataquis:** Greenville
- **Sagadaoc:** Bath
- **Somerset:** Hartland, Madison

- **Waldo:** Belfast
- **Washington:** Calais; the eligible non-low-income contiguous tract encompassing Baileyville, Whiting and Dennysville; and the contiguous low-income tract encompassing Pembroke, Baring and Meddybumps
- **York:** Saco

Research & Development Grants and Loans

MAINE TECHNOLOGY INSTITUTE

The Maine Technology Institute (MTI) awards research and development money to companies and non-profit research organizations in the State of Maine to support the commercialization of new technology-related products and services that will create and support sustainable, high-quality jobs for Maine people. Grants and loans are made on a competitive basis and support efforts in any of the state's seven targeted technology areas – advanced technologies for forestry and agriculture, aquaculture and marine technology, biotechnology, composite materials technology, environmental technology, information technology, and precision manufacturing technology.

All MTI programs require a 1:1 cash match, and are awarded based on scientific or technical merit, commercial feasibility, and potential for economic impact to the State. MTI offers the following award programs:

TECH -START GRANTS

Up to \$5,000 tech transfer exploration which will be awarded on a monthly basis - for concept planning, market research and tech transfer exploration.

SEED GRANTS

Up to \$25,000 will now be available every four months for early-stage R&D activity.

DEVELOPMENT AWARDS

Up to \$500,000 are offered up to three times a year as a conditional loan for later stage R&D and development of new and/or enhanced products, processes or services leading to commercialization.

BUSINESS ACCELATOR GRANT

For activities that will increase a company's chance of success such as business planning, strengthening financial management capacity, developing strategies to secure key customers, strategic partners and investors and entrepreneurship training for management. Eligible Maine companies will be those that have received federal Small Business Innovation Research grants and first-time entrepreneurs who win an MTI Development Loan.

EQUITY CAPITAL

Investments up to \$200,000 available to selected MTI companies who need to achieve specific milestones to secure follow-on private investment.

CLUSTER INITIATIVE PROGRAM

Awards up to \$50,000 for feasibility and planning and up to \$500,000 for collaborative initiatives that boost the strength and scale of Maine's high-potential technology intensive clusters.

Workforce Training Assistance

Maine offers a comprehensive workforce development system for employers seeking to expand or locate in Maine, upgrade worker skills or reorganize the workplace to remain globally competitive. Our systemic approach features:

- Rapid Response
- Single-point contact
- Customized education and training

The specific programs are described below and programs offer the following:

Recruitment: No charge to company – resources offered by the Maine Quality Centers

Workplace Safety: No charge to company – resources offered by the Maine Bureau of Labor Standards

MAINE QUALITY CENTERS PROGRAM

The Maine Quality Centers (MQC) Program funds customized workforce training delivered through Maine's seven community colleges. MQC grants are available to fund pre-hire, post-hire and incumbent training. The program is designed to ensure that Maine businesses have the qualified workers they need to succeed. Grants for incumbent worker training *may* require a match based on company size.

ELIGIBILITY

- Business must have a physical location in Maine
- Trainees must be Maine residents
- Trainees must be full-time employees working at facilities in Maine
- Positions must be at a skill level that would take 3 months or more to learn
- Wages and benefits must be competitive
- Training must be cost effective

TYPE OF ASSISTANCE AVAILABLE

- Recruitment Assistance—advertising and screening
- Pre-hire training for potential hires
- Post-hire training for new hires and incumbent workers
- Targeted training for industry certifications
- Customized training, consultation and curriculum
- Flexible scheduling—days, evenings, weekends
- Classes delivered at your worksite or on campus

MAINE APPRENTICESHIP PROGRAM

Re-engineered for economic development, the Maine Apprenticeship Program is a relevant tool to provide customized training and professional credentials to new, present, as well as future workers.

TYPE OF ASSISTANCE AVAILABLE

The Maine Apprenticeship Program pays partial fees for two courses a semester during the apprenticeship period. The curriculum includes an employer-driven combination of post-secondary education and on-the-job training.

SAFETY AND EDUCATION TRAINING PROGRAM

At no cost to the company, Maine's Bureau of Labor Standards will provide customized health and safety training, site evaluation and technical support to reduce injuries, illness and worker's compensation costs.

ELIGIBILITY

Priority for services is given to small and mid-sized employers with high-risk of occupational injuries and illnesses. All employers, however, are eligible for some level of service.

TYPE OF ASSISTANCE AVAILABLE

Safety and Health Compact Program: A 64-hour program tailored to employer needs based on review of Worker's Compensation and OSHA injury/illness records and site visitation. Training is provided to top and middle management and health and safety team members. Topics include Hazard Assessment Tools and Building a Safety and Health Program. Other topics, such as Effective Ergonomics Programs, are included based on company need. Small employers may participate as part of an employer-consortium. Provided free of charge, this training is valued up to \$30,000.

Customized Workplace Safety Training: This training is for management and employees. Includes topics identified by the state and company through joint evaluation. Provided free of charge, this training is valued at \$250 to \$500/employee.

On-site Evaluation: Assessment of existing and potential hazards, with recommendations for remediation.

MAINE MANUFACTURING EXTENSION PARTNERSHIP

Maine MEP is a unique resource for manufacturing and its supply chain in Maine that creates opportunities for Maine's small and medium sized manufacturers, by helping them become more efficient, productive and globally competitive.

MEP is an organization with a culture of innovation that leverages MEP resources in the application of new ideas to clients, products and processes in pursuit of profits.

The Maine Manufacturing Extension Partnership (MEP) provides affordable, innovative solutions to the problems encountered by today's manufacturing enterprise by facilitating interaction between industry, government and academia. The MEP provides full facility planning, plant layout, equipment arrangement and manufacturing flow recommendations. MEP can also provide project assistance in business systems, software implementation, total quality management and marketing support.

MEP's experienced project managers will work with your team to identify conditions which may be impeding your ability to become more efficient, competitive and prosperous.

MANUFACTURERS ASSOCIATION OF MAINE (MAMe)

The Manufacturers Association of Maine (MAMe) is a 501(c)6 non-profit organization comprised of over 200 companies and 100 students in Maine and surrounding areas. This represents nearly 17,000 people in Maine's workforce.

A sampling of the benefits that the Manufacturers Association of Maine offers its members includes:

- Networking opportunities
- Business and industry advocacy
- Business to Business (B2B) and contract services opportunities
- Monthly meetings, tours, and events
- Educational and professional workshops
- Business services, including:
 - Business growth services
 - Affinity/Expense control programs
 - Education and training
 - Industry Partnership
 - Free HR Help Desk consultation
 - Insurance Services
- An interactive website with job postings, events listings, and a Member Directory
- Industry surveys
- The Maine Aerospace Alliance (MEAA)

To qualify for membership, a company must be one of the following: a service provider organization with a 501(c)3 or 501(c)6 status; a bank, accounting firm, attorney, or insurance agency; or a business service organization with more than 10 employees.

COMMUNITY DEVELOPMENT BLOCK GRANT WORKFORCE DEVELOPMENT PROGRAM

The Workforce Development Grant (WDG) Program addresses community and business resource needs by providing funding for operating expenses, equipment, and program materials for workforce training that will benefit low/moderate income (LMI) persons.

ELIGIBLE ACTIVITIES

Eligible activities include operating and program material expenses for the purpose of providing workforce training and skills development to address the shortage of an available trained workforce.

Other eligible public service activities associated with the project are allowed. Planning activities necessary to complete the Project Development Phase are eligible activities. Structural changes such as construction, renovation, or rehabilitation are **not** eligible for WDG funding. Program development and marketing materials are not eligible expenses under this grant.

PROJECT BENEFIT

Eligible WDG projects must provide benefits to one of the groups of persons listed below:

(a) Participants in a program where 51% or greater of the persons receiving benefit from WDG activities are determined to be LMI.

(b) Persons who are members of the following groups that are currently presumed by HUD to meet benefit requirements. The presumption may be challenged if there is substantial evidence the group served by the project is most likely not comprised of principally LMI persons:

- Abused Children (Does not include “at-risk” youth)
- Battered Spouses (Does not include all victims of domestic violence)
- Elderly Persons (62 years +, or 55 years + for housing)
- Severely Disabled Adults
- Homeless Persons
- Illiterate Adults
- Migrant Farm Workers
- Persons Living with AIDS

ALL COMMUNITIES APPLYING FOR WDG FUNDS MUST CERTIFY THAT:

The activity represents a new service to the community or a quantifiable increase in the level of an existing service.

MAXIMUM WDG AMOUNT

\$100,000

Technical and Operational Support

Numerous programs in the state offer technical assistance and operational support to companies, including:

OFFICE OF INNOVATION AND ASSISTANCE

The Maine Department of Environmental Protection's (Maine DEP) assistance staff serves as a centralized, confidential and cost-free resource for those in need of assistance and advocacy in navigating department-enforced laws, rules and regulations. The staff can be contacted via a toll-free Assistance Hotline at 1-800-789-9802, set-up as part of the DEP's initiative to improve Maine's regulatory climate and create a stronger culture of cooperation between state government and Maine people and businesses.

Maine DEP's ***Small Businesses Ombudsman***, serves specifically as an advocate for businesses, and is available to travel statewide to offer the following assistance services:

- Permitting guidance including step-by-step walk through of the necessary components of applicable permits and assistance with completing permit forms;
- Reviewing what regulations apply to a specific business based on their operations;
- Providing plain language guides for businesses to check their compliance status;
- Providing on-site compliance assistance;
- Providing compliance educational workshops for businesses;
- Connecting businesses with financial assistance;
- Authorizing an internal audit policy to help businesses come into compliance without fear of penalties or fines;
- Helping companies recognize and quantify economic savings through their environmental and energy reductions;
- Connecting businesses with partnering state and local economic development and businesses planning experts;
- Recognizing businesses through the Governor's Awards for Environmental Excellence;
- Connecting businesses with innovative technologies through universities and business mentors;
- Helping businesses be recognized as Environmental Leaders through a self-certification process;
- Connecting businesses with energy efficiency opportunities;
- Assisting businesses implement pollution prevention (P2) processes; and
- Facilitating and guiding businesses in Environmental Management Systems (EMS) and Lean processes.

SMALL BUSINESS TECHNICAL ASSISTANCE PROGRAM

The SBTAP is a component of the P2 Program. The program focuses on free education and outreach to businesses with less than 100 employees, regarding regulatory issues that impact them. Pollution prevention is used as the primary tool to assist businesses in achieving compliance. Businesses that voluntarily interact with the SBTAP are eligible for inclusion in the Department's Small Business Compliance Assistance Policy in which the business agrees to correct any regulatory violations, and the Department agrees not to initiate any enforcement action.

COORDINATED ENVIRONMENTAL PERMITTING PROGRAM

This program serves as a pointer and facilitator for projects needing a single environmental approval, and as a coordinator and manager for projects requiring multiple approvals. Through early identification of requirements and resolution of issues before applications are filed, this program provides assurance of thorough, predictable and timely environmental review.

EFFICIENCY MAINE

The Efficiency Maine Business Program works with a wide variety of businesses to save energy and save money. The program offers information and cash incentives to all Maine businesses that install qualified energy efficient electric products. Since 2003, Efficiency Maine has paid cash incentives to more than 1,000 Maine businesses to help them purchase and install electric energy saving equipment. This equipment is saving Maine businesses more than 56 million kWh annually.

In addition to cash incentives, the Efficiency Maine Business Program offers the following services:

- Assistance with qualifying and applying for Efficiency Maine incentives as well as other incentives and opportunities;
- Education and training;
- Information and guidance for purchasing energy efficient electric products and equipment;
- Self-survey tools to help businesses identify and evaluate electricity savings opportunities; and,
- Help locating participating suppliers and contractors who can assist in the installation and maintenance of energy efficient electric equipment.

For retrofit projects, the amount of the Efficiency Maine custom incentive may be up to 35 percent of the total cost of the efficiency project, including labor. For new construction and major renovations, as well as replacement of failed equipment, the incentive may be up to 75 percent of the incremental cost of high efficiency equipment over standard equipment. The incentive cap applies in all cases.

Current application forms are available on Efficiency Maine's website, www.energymaine.com/business_programs_incApp.htm, or by calling the office at 866-376-2463.

MAINE PROCUREMENT TECHNICAL ASSISTANCE CENTER

The Maine Procurement Technical Assistance Center (Maine PTAC) assists Maine companies interested in selling their products and/or services to local, state or federal government agencies, either as prime contractors or subcontractors. Maine PTAC's experienced counselors provide a range of counseling services to assist clients market to government agencies and government prime contractors.

Services include one-on-one counseling, training workshops, and networking opportunities - all designed to help prepare businesses compete for government market opportunities. Maine PTAC can help with registrations, market research, understanding the solicitation process and contract requirements. The majority of Maine PTAC's services are provided at no cost to their clients; however, a fee may be charged for certain special services, workshops and networking events to help defray the costs incurred in providing these services.

MAINE INTERNATIONAL TRADE CENTER

The Maine International Trade Center offers comprehensive export, logistical, technical and market research assistance to companies doing business in Maine that are seeking to expand their international business prospects. Coordinating private sector needs with government resources, the Trade Center is an effective resource and advocate for Maine businesses.

Maine's physical setting, its port structure and its proximity to the major European markets make it a logical place from which to conduct a global business. Outstanding port facilities with scheduled container service to Iceland, Eastern Canada, and Northern Europe, rail access to Canadian ports in Montreal, Vancouver, Prince Rupert, and Halifax, and same day truck access to Boston and New York-New Jersey makes Maine a cost-effective and sensible location from which to conduct trade activity.

The public and private resources available in Maine to growing global companies strongly suggest that Maine businesses will have a competitive advantage in the coming century. A highly developed communications infrastructure, coupled with a location 500 miles closer to Europe than New York suggest that Maine, and the companies located here, will be poised for rapid international business growth in the next century.

The goal of the Maine International Trade Center is to effectively serve the needs of Maine businesses and organizations seeking to enter, compete and succeed in the international marketplace. Trade Center services include:

INFORMATION

Timely and accurate international market information pertinent to an individual firm's needs and capacities.

ACCESS

In-country contacts including foreign government officials, commercial sector representatives and U.S. Government officials.

SUPPORT

Direct assistance to companies, training institutions and individuals in pursuing business opportunities, trade leads, government contracts and grants, etc.

ONE STOP SERVICE CENTER

The Trade Center will serve as a one-stop international business outreach facility offering general and specific information, contacts and assistance on doing business overseas. In particular, the Trade Center offers assistance in the following areas:

- Business Counseling
- Export Documentation
- Federal Technical Service
- Foreign Business Contacts
- International Credit Reports
- Interpreter Services
- Product Classification
- Tariff Determinations
- Trade Resource Network
- Trade Leads
- Trade Delegations

GENERAL INFORMATION AND REFERRALS

Market, legal and financial information will be provided to any firm seeking to do business internationally.

MEMBER SERVICES

One-to-one services and support to Trade Center members - including specific business opportunities, trade leads, foreign contacts, proposal writing, etc.

OTHER SERVICES

The Maine North Atlantic Development Office (MENADO) was established following on the 2013 arrival of Icelandic shipping company Eimskip to the Port of Portland. MENADO works to develop trade, investment, and cultural linkages between Maine, Atlantic Canada, and North Atlantic markets such as Iceland and Scandinavia.

Invest in Maine, a program of the Trade Center, provides information and resources to foreign companies interested in investing in the state. *Invest in Maine* coordinates with the Maine Department of Economic and Community Development, Maine & Company, and other economic development organizations to provide information on incentives, supply chain, workforce, and other data.

StudyMaine was created in 2010 to promote the state's internationally active educational institutions to a global audience. Sixteen institutions, high school and higher education, are part of the consortium. In addition to joint marketing, *StudyMaine* provides market research and a forum for exchange of best practices.