



## Maine Small Business Development Centers

*Building Maine's Future,  
One Business at a Time*

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In this update: [Lost Valley's New Future](#) \* [How to: Create a working business plan](#) \* [Meet an Advisor](#) \* [Meet a Partner](#) \* [Upcoming Events](#)

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### **Maine SBDC helps create new future for Lost Valley**

*New owners make ski business into a four-season destination*

Lost Valley, a small ski area located in Auburn, has been a staple of the area since 1961. The first ski area in Maine to make artificial snow, the business features 15 trails and a terrain park, offering something for skiers of all abilities. It also boasts one of the largest ski schools in Maine.



When the potential for purchasing the business arose, Scott Shanaman and his wife April jumped at the opportunity. Familiar with the ski industry (they also own and run a ski lift maintenance business) but seeking guidance on obtaining financing and executing the purchase, they reached out to Jane Mickeriz, Maine SBDC business advisor at the Androscoggin Valley Council of Governments(AVCOG).

**[Read more...](#)**

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## How To: Create a Working Business Plan

*From Business Advisor Steve Lovejoy*

Many small business people think of the business plan as that thing they had to do to obtain financing for their business. While that is one way to describe a business plan, it isn't the right one.

Business plans are not something that should be seen as a hurdle. Think of it as a ladder. The business plan is part of a process that helps you achieve your goals. It leads you onward and upward. Sometimes the steps go quickly and sometimes they don't. If you have done your research you should be well prepared and have a sound basis for your business decisions. You don't need a business plan that is from a 30-page template you found on line. You need a working business plan.

***Read more...***

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### Meet a Business Advisor: Jane Mickeriz

#### Jane Mickeriz

Maine SBDC Business Advisor/Center Director since 2013

**Territory:** Androscoggin, Oxford & Franklin Counties

**Offices in:** Auburn, Rumford, South Paris



Jane works directly with small business owners and managers on matters relating to business startup, expansion and survival. She specializes in commercial lending, accounting, financial management, loan package preparation, financing and Quickbooks.

Some of her past clients include [Essential Learning Solutions](#), [Ski Depot](#) and most recently [Lost Valley](#). For more information on Jane including her bio, [click here](#).

**CONTACT JANE NOW**

Or to connect with a business advisor closer to you, [click here](#).

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**MEET OUR PARTNER: Maine Technology Institute**

At the Maine SBDC, we consider ourselves the hub of an entrepreneur or small business' journey through self-employment. Part of our success is knowing the many resources available to you -- to connect you to the resources that can help your business succeed.

This month we introduce you to **Maine Technology Institute (MTI)**.

**What does MTI do?** MTI can help turn your big idea for a product, process or service into a great innovation and bring it to market. They work with entrepreneurs, companies, and scientists to research, develop, and launch new products and processes into the commercial marketplace. They are dedicated to help start-up and expansion of technology-based, high-growth enterprises.



**How can they help you/your business?** They work with Maine inventors in garages all the way up to publicly traded companies who are conducting research and development.

They provide funding in the form of competitive grants, loans and equity investment. To learn more about their funding opportunities including qualifications, application process, deadlines and more, [click here](#). For more information, [visit their site](#) or give them a call at 207-582-4790.

*Looking for assistance with your MTI grant or loan application? A Maine SBDC business advisor can help! Contact us at 800-679-7232 or visit our site to [find an advisor near you!](#)*

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## UPCOMING EVENTS

*September 27 - Bangor - Eastern Maine Development Corp.*

**Flexible Financing Solutions** \* [Learn More](#)

*September 29 - Lewiston - Lewiston-Auburn Metropolitan Chamber*

**The Challenging Sale** \* [Learn More](#)

*September 29 - Bangor - Eastern Maine Development Corp.*

**The Basics of Buying & Selling a Business** \* [Learn More](#)

*September 29 - Norway - Oxford Hills SCORE*

**Setting Competitive and Profitable Prices** \* [Learn More](#)

*September 29 - Brunswick - Maine Technology Institute*

**What's a Cluster? Info on Cluster Initiative Program** \* [Learn More](#)

*October 3 - Portland - Maine International Trade Center*

**Maine - Arctic Forum** \* [Learn More](#)

*October 4 - Bangor - Eastern Maine Development Corp.*

**Marketing for Holiday Success** \* [Learn More](#)

*October 5 - Portland - Maine Center for Entrepreneurial Develop.*

**Maine Equity Crowdfunding Workshop** \* [Learn More](#)

*October 5 - Augusta - Empire Valuation Consultants*

**ESOP 101: Ownership Transition - Is ESOP right for you?** \* [Learn More](#)

*October 6 - Houlton - Maine Small Business Development Centers*

**How to Write a Business Plan** \* [Learn More](#)

*October 12 - Portland - Maine Center for Entrepreneurial Develop.*

**Understanding Term Sheets** \* [Learn More](#)

*October 13 - Portland - Maine International Trade Center*

**Import Forum** \* [Learn More](#)

*October 19 - Portland - Women's Business Center*

**Telling Impactful Stories** \* [Learn More](#)

*October 19 - Freeport - Maine Grocers & Food Producers Assoc.*

**The Maine Food Means Business 2016 Summit** \* [Learn More](#)

*October 20 - Brunswick - Maine Small Business Develop. Centers*

**Starting a Small Business in Maine** \* [Learn More](#)

*October 22 - Portland - Maine College of Art*

**Business Workshop for Artists** \* [Learn More](#)

*October 23 - Waterville - Waterville Creates*

**Business Workshop for Artists** \* [Learn More](#)

*October 31 - Online - Maine Center for Entrepreneurial Development*

**Top Gun Prep 2016** \* [Learn More](#)

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Have Questions? Need assistance? Contact us now:

