

# 2017 ANNUAL REPORT



MAINE SMALL BUSINESS  
DEVELOPMENT CENTERS



# CELEBRATING 40 YEARS OF HELPING MAINE SMALL BUSINESSES START & GROW

A lot has changed since 1977 — and we've been there through it all to assist entrepreneurs to start and grow successful small businesses.

- > NEARLY **62,000** CLIENTS
- > OVER **207,000** SESSIONS
- > ALMOST **422,000** HOURS (CONTACT & PREP)
- > OVER **16,000** JOBS CREATED & SAVED
- > ALMOST **2,500** NEW BUSINESS STARTS
- > NEARLY **\$705 MILLION** IN CAPITAL FORMATION TO START & GROW BUSINESSES
- > OVER **2,600** WORKSHOPS WITH NEARLY **53,000** ATTENDEES

*\* Estimated over 40 years.*

**1977** // The University of Southern Maine (USM) was among 8 pilot sites funded by the U.S. Small Business Administration (SBA) to test the concept of leveraging federal, state and higher education resources to assist entrepreneurs and spur economic growth.

**1981** // Maine SBDC establishes service center at Northern Maine Development Commission (NMDC) to expand program in Caribou.

**1985** // Maine SBDC organizes first annual Maine Products Trade Show, which is now produced by Giraffe Events and called the New England Made Giftware & Specialty Food Show, one of the largest wholesale juried trade shows featuring quality products from across New England.

**1989** // Our counselor showed us avenues we didn't know were there.  
– Androscoggin County Client

**1993** // A realistic cheerleader.  
– Penobscot County Client

1975

1980

1985

1990

1995

**1977** // You had stressed the need for a definite plan-of-action. I developed it, shaped it, presented it and SBA bought it.  
– Cumberland County Client

**1980** // The program proved successful. Beginning in 1980, small businesses nationwide could access the services provided by the SBA's Small Business Development Centers.

**1984** // Maine SBDC establishes service centers at Androscoggin Valley Council of Governments (AVCOG) in Auburn and Coastal Enterprises (CEI) in Wiscasset. Later, CEI will go on to host Maine SBDC business advisors in Ellsworth, Bangor, Brunswick and Waterville. Maine SBDC receives its first accreditation by the America's Small Business Development Center. The program has continued to receive full accreditation every 4-5 years as part of this rigorous process.

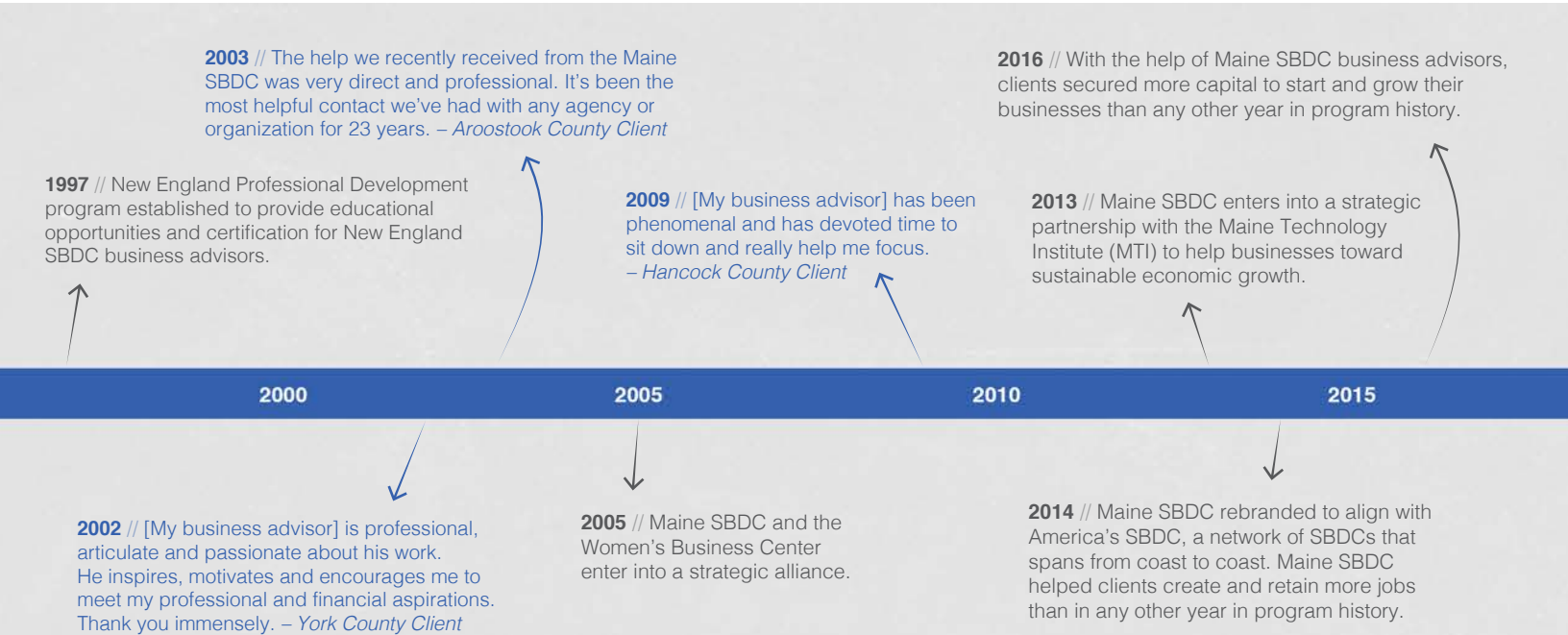
**1992** // The SBDC has a consistent source of good advice. In addition, SBDC counselors are an excellent sounding board for new ideas. They have kept us on a steady course of good growth and continually improving profit margins. We could not have done it without them. – Knox County Client

The University of Southern Maine (USM) was among eight pilot sites funded by the U.S. Small Business Administration (SBA) to test the concept of leveraging federal, state and higher education resources to assist entrepreneurs and spur economic growth. The SBDC concept is a simple but effective one: assist entrepreneurs and small businesses through no-cost confidential business advising and training. Maine SBDC serves the entire state of Maine, making it easy for entrepreneurs to receive business assistance.

Maine SBDC's impressive results over the last 40 years can be attributed to the assistance provided by our certified business advisors. These results, combined with client feedback, help prove the value and importance of the SBDC program. Nothing speaks louder than the comments we receive from the small businesses we serve – over 95% would recommend their business advisor to others. And this shows — word of mouth draws in over a third of the entrepreneurs we work with.

Without the U.S. SBA and its confidence in the program, none of this would be possible. Equally important is the support we receive from Maine's Department of Economic and Community Development (Maine DECD), USM and Maine Technology Institute (MTI). Economic development partners throughout the state help enhance our program. Host organizations in 2017 were the Androscoggin Valley Council of Governments (AVCOG), Coastal Enterprises, Inc. (CEI), the Northern Maine Development Commission (NMDC) and USM.

Activities that yield positive returns over an extended period stand as a solid investment. One can walk down any Main Street in Maine and feel certain that there is a Maine SBDC client, either past or present, nearby. We've been there through it all, and we hope to continue to support Maine's small businesses for another 40 years.



# SMALL BUSINESSES, LARGE ECONOMIC IMPACT

**\$44 MILLION**

CAPITAL GENERATED

**661**

JOBS CREATED OR SAVED

**98**

BUSINESS STARTS

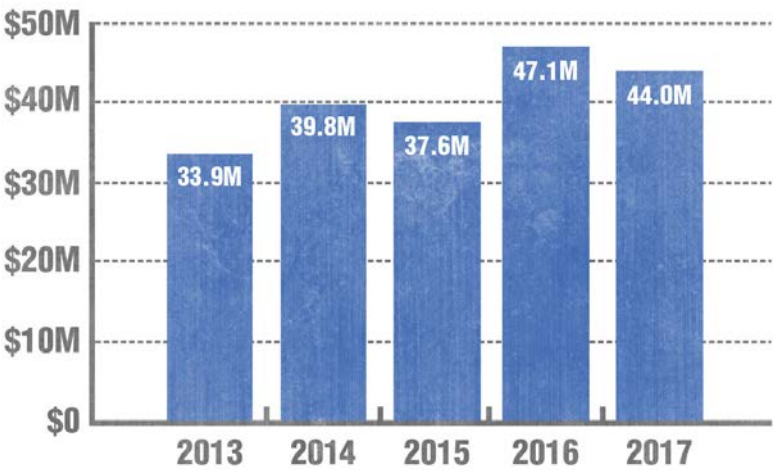
Over 1,400 entrepreneurs and small business owners turned to the Maine SBDC in 2017 to help navigate the process of starting, managing and growing their businesses. With the guidance and expertise of business advisors throughout the state, these entrepreneurs are better prepared, develop the skills necessary to meet their goals, create successful businesses and improve the local economies in which they reside.

The program's impressive results year after year stand as proof of the strength of these advisor-client relationships. Certified business advisors met with over **1,400 clients** to help start **98 businesses**, create and save **661 jobs** and generate **\$44 million** in capital. Over **9,000** hours were spent advising clients towards success.

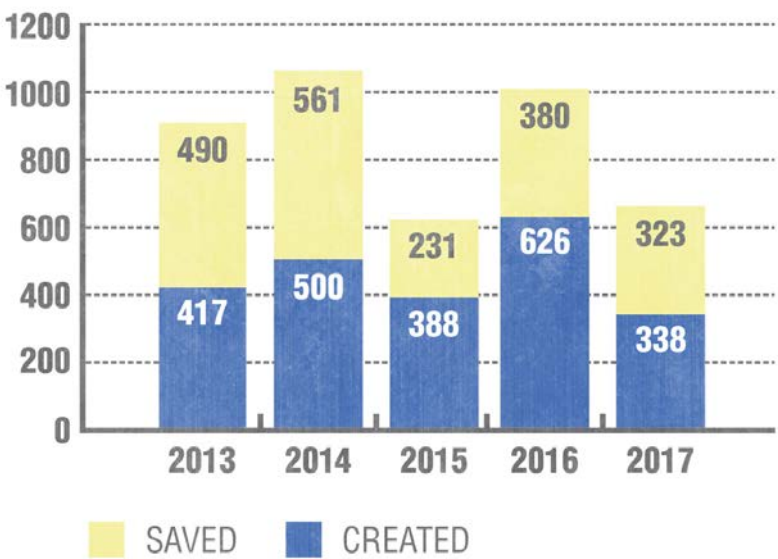
## GENERATING CAPITAL INVESTMENTS

**\$44 MILLION  
CAPITAL  
GENERATED**

During 2017, Maine SBDC clients secured \$44 million in capital. This includes a compilation of owner investment, lender financing and other capital generated by Maine SBDC clients.



## CREATING AND SAVING MAINE JOBS



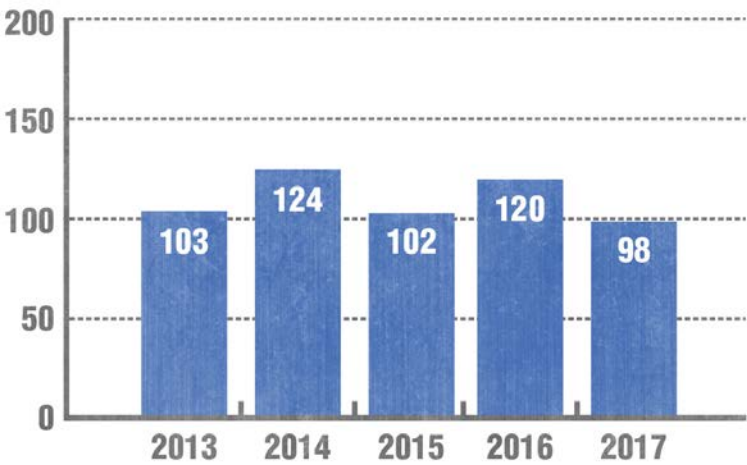
## 661 JOBS

During 2017, Maine SBDC business advisors helped clients to create 338 new jobs in Maine, as well as save an additional 323 jobs.

## STARTING SUCCESSFUL BUSINESSES

## 98 BUSINESS STARTS

Business advisors worked with clients, partners and lenders around the state, contributing to the establishment of 98 new sources of employment and tax revenue.



## RETURN ON INVESTMENT

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Return on investment for the Maine SBDC is evaluated, analyzed and reviewed annually through an independent study conducted by Dr. James Chrisman at Mississippi State University. His findings are based on information provided by a survey of clients meeting with a Maine SBDC business advisor for at least five hours. Dr. Chrisman's most recent report indicates that...

**FOR EVERY DOLLAR INVESTED IN THE  
MAINE SBDC, \$4.16 WAS RETURNED  
IN TAX REVENUE.**

**\$1**

INVESTED

**\$4.16**

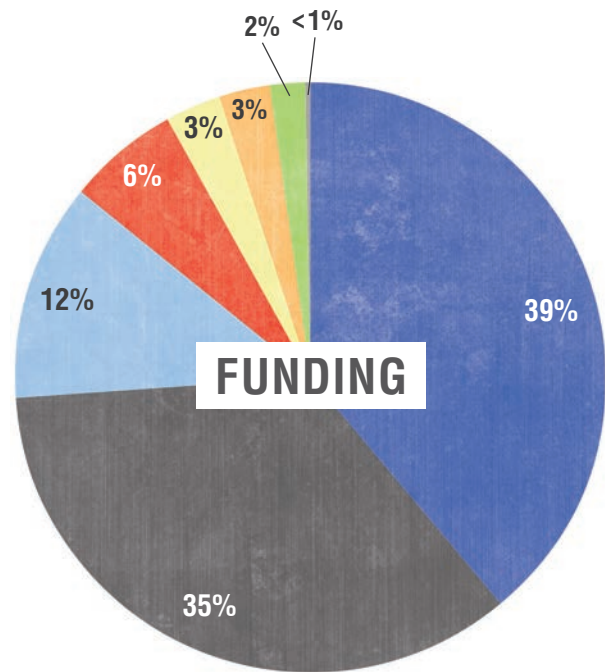
INCREMENTAL  
TAX REVENUE

## 2017 FINANCIAL OVERVIEW

- ME Department of Economic and Community Development **\$778,215**
- U.S. Small Business Administration **\$702,944**
- Host Organizations **\$237,742**
- University of Southern Maine **\$120,991**
- Federal Contracts **\$59,245**
- Community Development Block Grant **\$50,000**
- State Contracts **\$35,000**
- Program Income **\$8,118**

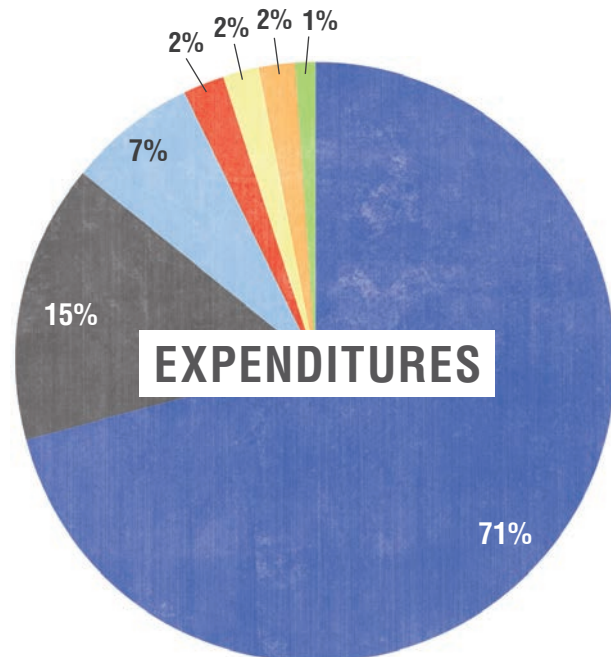
**TOTAL: \$1,992,255**

- Excludes USM cost share and in-kind contributions of \$143,520  
 - Various project years normalized to calendar-year format



- Personnel **\$1,410,227**
- Indirect Costs **\$289,400**
- Operating Expenses **\$137,517**
- Travel **\$51,386**
- Contracted Program Services **\$49,579**
- Deferred Expenses **\$36,158**
- Equipment & Software **\$17,988**

**TOTAL: \$1,992,255**



## HIGHLIGHTS OF 2017

### MAINE SBDC CELEBRATES 40 YEARS OF HELPING SMALL BUSINESSES SUCCEED

The Maine SBDC celebrated 40 years of helping build and strengthen Maine's small businesses through no-cost business advising and training. Maine SBDC has received praise on its 40th milestone from both state and national leaders.

Senator Angus King commented, "I want to send my sincere appreciation for the impressive work that the Maine Small Business Development Centers does to grow our economy, and send congratulations on 40 years of building and strengthening local businesses. What a difference your organization makes to so many small business owners and communities across the State of Maine.... This is a vital program and 40 years is a remarkable achievement."

"Once again, I want to applaud and thank the Maine Small Business Development Center advisors and staff for their hard work and dedication to ensuring that our entrepreneurs and small businesses have every opportunity to be successful," commented Congressman Bruce Poliquin in a congratulatory letter he sent to the organization.

"Since 1977, Maine SBDC has helped countless Mainers start over 2,000 new businesses, create and save over 13,400 jobs and obtain over \$563 million in capital to open the doors and expand," said Sen. Amy Volk (R-District 30), Labor, Com-

merce, Research and Economic Development Committee Senate Chair. "These services have been invaluable, as small businesses are the backbone of Maine's economy."

"Home-grown jobs are responsible for more than 80 percent of total job creation in states including Maine," said Rep. Ryan Fecteau (D-Biddeford), Labor, Commerce, Research and Economic Development Committee House chair. "The SBDC works every day to make that possible. Our state's economy, small businesses and communities owe them a great deal."

### MAINE SBDC MEETS WITH MAINE'S CONGRESSIONAL DELEGATION

In February, State Director Mark Delisle along with America's SBDC President Charles Tee Rowe had the opportunity to meet with Maine's congressional delegation in Washington D.C. to discuss the state of small business in Maine and the



*Pictured (L to R): Charles Tee Rowe, Senator Susan Collins and Mark Delisle*

United States. They also discussed top issues facing small businesses, as well as how to best utilize the SBDC as a field resource.



### 2017 STATE STAR

Joshua Nadeau was recognized by America's SBDC as Maine's 2017 State Star. Nadeau is a center director and certified business advisor at the Maine SBDC at NMDC in Caribou. In the two years Nadeau has been with the Maine SBDC, he's spent nearly 2,500 hours advising over 260 clients. He's helped to start 36 businesses, create and retain 250 jobs and generate almost \$10.1 million in capital. The award, given annually, recognizes a member of the Maine SBDC staff who has shown exemplary performance and a strong commitment to small business success.

"Josh has been with the Maine SBDC for only a short time, and we've watched him grow substantially in his position. He's driven to achieve his goals and dedicated to helping small

businesses succeed. He's brought new energy to Aroostook County and is a great representative of the Maine SBDC and NMDC. We are lucky to have him as part of our team," said Maine SBDC State Director Mark Delisle.

## ONLINE TRAINING LAUNCHED

Maine SBDC launched a platform that provides online, on-demand small business training. The workshops cover a broad range of topics to help start, manage and grow a small business. They are available to entrepreneurs and business owners at no cost and are accessible 24/7 from a computer or mobile device.

## NEW STEPS TO SUCCESS VIDEOS

Maine SBDC created a new series of videos that give entrepreneurs and small business owners key information about starting, operating and growing their businesses. Five short videos feature Maine SBDC business advisors and small business clients. They provide information on starting a business, business planning, financing, marketing and financial analysis.

## SUCCESS IN THE BUCKSPORT BAY AREA

The Maine SBDC completed its work in the Bucksport Bay Area as part of a Portable Assistance Grant from the U.S. Small Business Administration (SBA). The grant initiative provided entrepreneurial advising and training for potential and existing business owners in the Bucksport Bay Area who have been adversely affected by



the closure of the Verso Paper Mill.

In August, U.S. SBA's District Director Amy Bassett and Senior Area Manager James Pineau, along with Maine SBDC's Betty Egner and Jennifer Sherwood, met with several business owners who shared stories about their businesses and the Maine SBDC's role in their success.

The group visited with local business owners and key partners who have been involved with the grant initiative. Stops included:

- Lighthouse Arts Center
- Huckleberries Card & Gift
- The Local Variety
- Verona Wine & Design
- Square One Staging
- TLC Bookkeeping
- Bucksport Bay Area Chamber of Commerce
- Bangor Savings Bank

## FOCUSING ON JAY & MADISON

The Maine SBDC was awarded a Portable Assistance Grant from the U.S. SBA to develop a program that will provide entrepreneurial advising and training for potential and existing business owners

in the Madison and Jay regions in Maine that have been adversely affected by the layoffs and closures of the Androscoggin Mill and Madison Paper Industries.

The program will be a collaborative effort of the Maine SBDC in association with Coastal Enterprises, Inc. (CEI), Androscoggin Valley Council of Governments (AVCOG), New Ventures Maine and other partners. Beyond business advising, the program will provide awards for professional services, create a guide to local small business resources, host a resource and networking event and host specialized business training in each area.

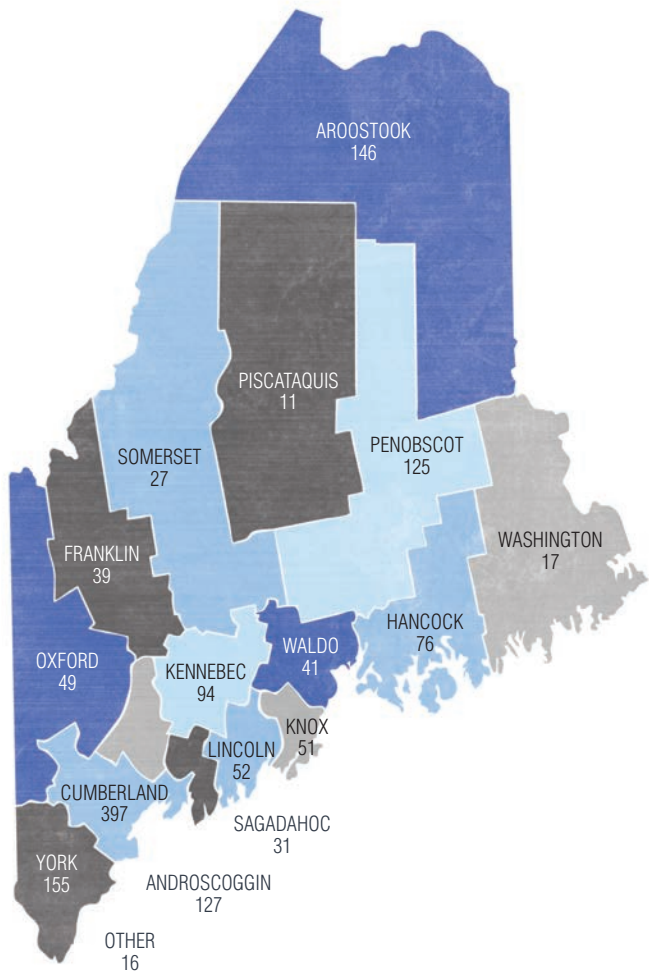
## RETIREMENTS & NEW STAFFING

As the result of retirements in 2017, Maine SBDC welcomed two new business advisors. Shannon Byers joined our Ellsworth office and Rose Creps joined our Waterville office. The new employees replaced long-time business advisors Betty Egner and Janet Roderick.

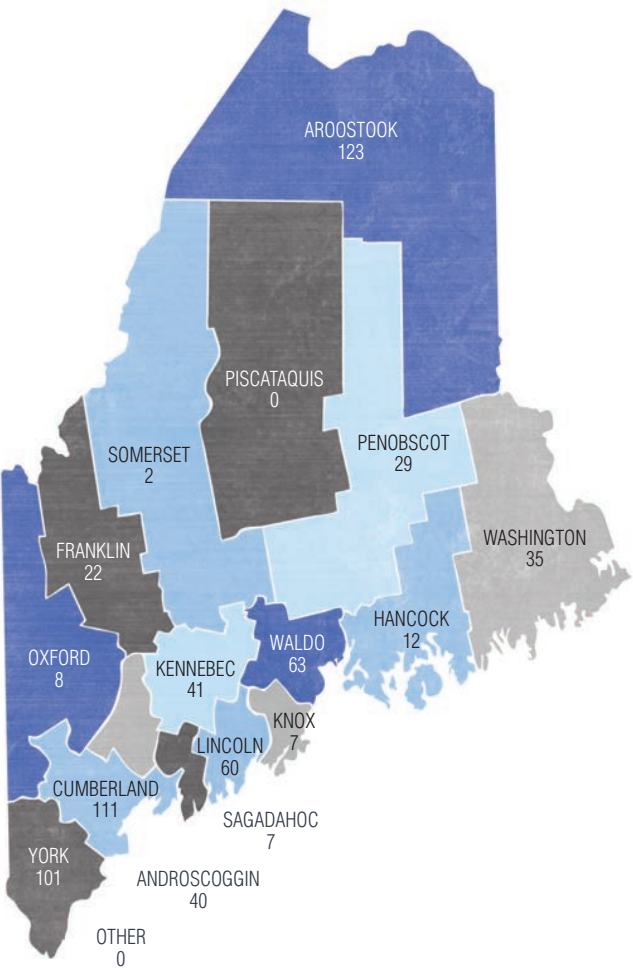
## MAINE SBDC HOSTS NEW ENGLAND SBDC PROFESSIONAL DEVELOPMENT EVENT

For the second year, Maine SBDC hosted a successful professional development conference for Small Business Development Center (SBDC) business advisors and staff in the New England region. In addition, Maine SBDC hosted a training for new SBDC state directors from across the country.

# RESULTS BY COUNTY



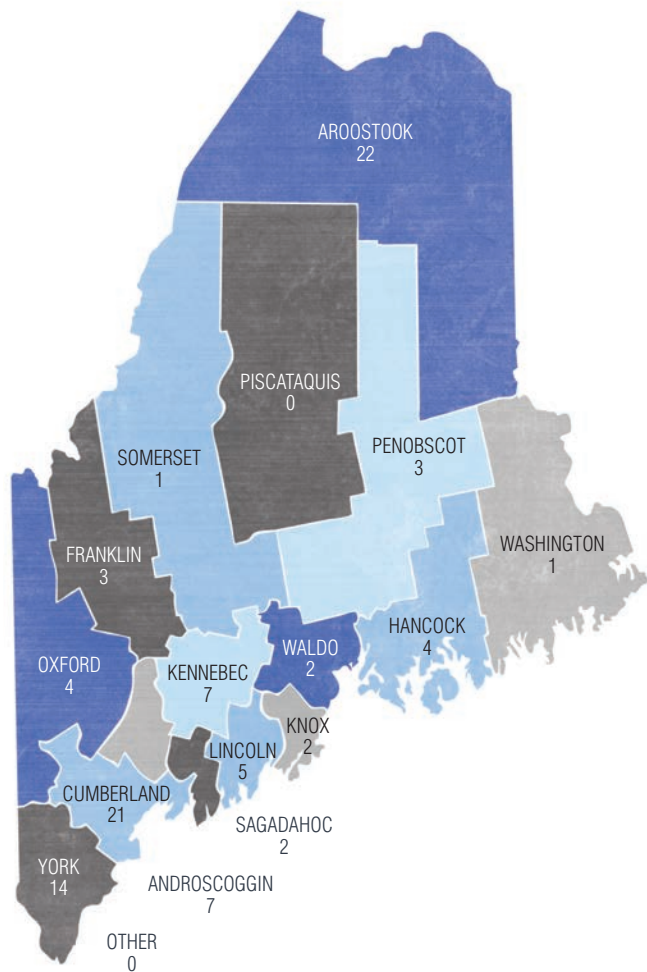
**1,454**  
**CLIENTS ADVISED**



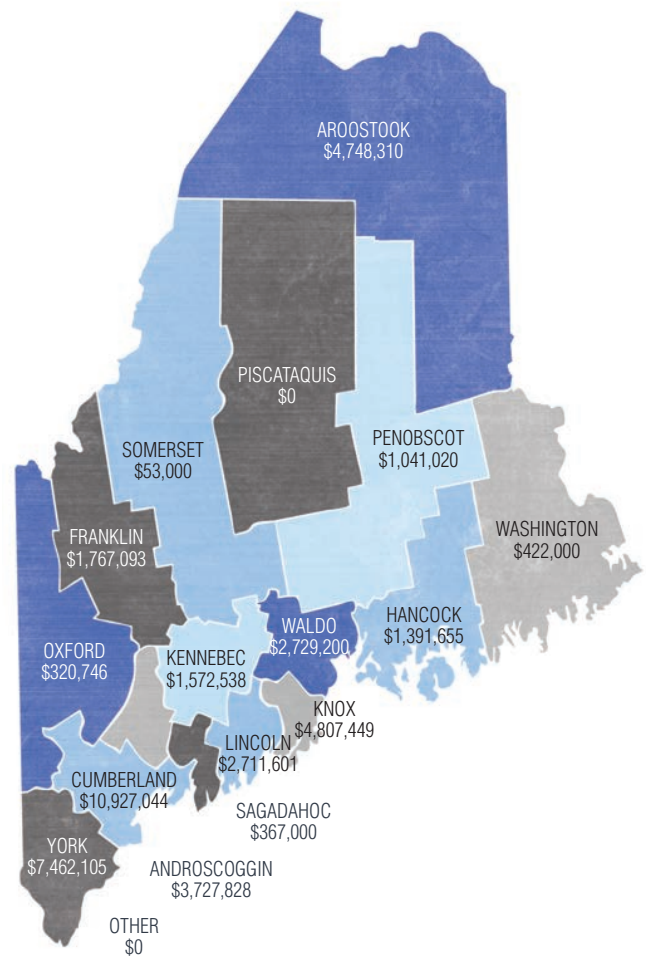
**661**  
**JOBS CREATED/SAVED**

**OTHER:** OUT-OF-STATE, EXPANDING OR RELOCATING TO MAINE

# RESULTS BY COUNTY



**98**  
**BUSINESSES STARTED**

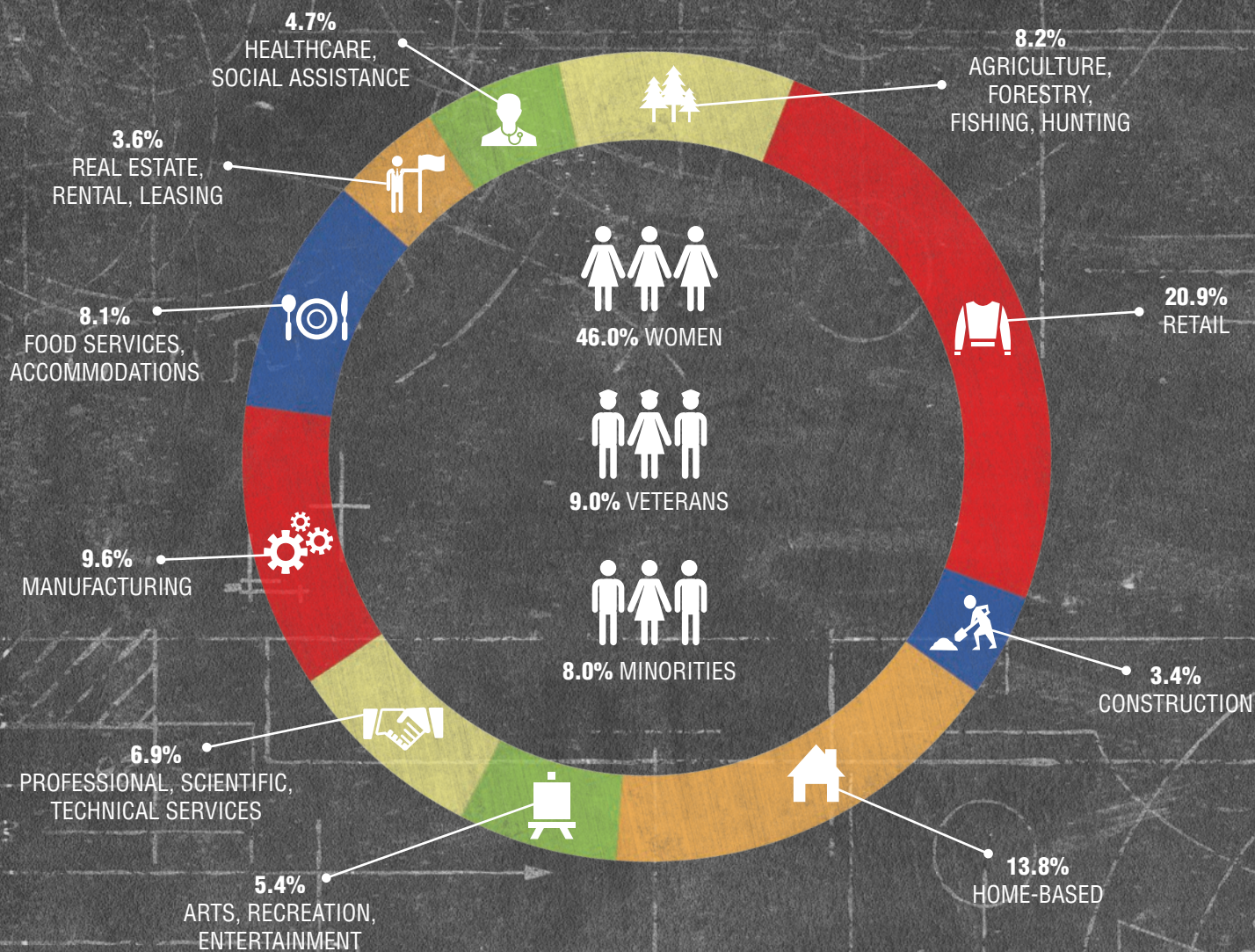


**\$44,048,589**  
**CAPITAL GENERATED**

## CLIENT COMPOSITION

**47% STARTING NEW BUSINESS**

**53% ALREADY IN BUSINESS**



## TRAINING AND WORKSHOPS

**52 IN-PERSON WORKSHOPS AND SEMINARS WITH 412 PARTICIPANTS**

## WALLACE JAMES CLOTHING COMPANY | PORTLAND



Kimberly Ortengren started **Wallace James Clothing Company** in Portland's Bayside neighborhood with the hope of inspiring confidence in new and existing designers to make clothing right here in Maine. She understood the challenges independent designers faced to produce apparel and wanted to create an incubator-like space that would allow them to take their concepts and make them a reality. Wallace James is a place where

new designers can make their ideas come to life, while receiving expert mentorship on the design, development and production process. It also helps companies scale up, with streamlined, sustainable practices that save money and reduce waste.

Ortengren knew that to be profitable and grow, she needed to keep a close eye on her financials. At the recommendation of a friend, she sought out the assistance of Maine SBDC Business Advisor Peter Harriman. Harriman helped her to better understand her cash flow. This involved a look at expenses and pricing. They worked to create a more streamlined pricing matrix which allowed her to understand her profit from each job. Harriman helped translate this information into appropriate QuickBooks

### CLIENT

Kimberly Ortengren

### BUSINESS

Wallace James  
Clothing Company

### CLIENT SINCE

May 2017

### BUSINESS ADVISOR

Peter Harriman, Maine SBDC  
at University of Southern Maine

### LOCATION

Portland, Maine  
Cumberland County

categories so that Ortengren could run and understand her financial reports.

The pair also worked to redevelop her business plan, with a heavy emphasis on the new financial structure. With this new business plan, she was able to approach the City of Portland and secure \$100,000 in funding to buy more equipment and allow her to hire more staff (currently one employee with two others planned) and expand her business.



## VILLAGE MARKET | CARMEL

### CLIENT

Jamey Brown

### BUSINESS

Village Market

### CLIENT SINCE

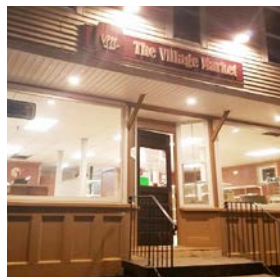
September 2017

### BUSINESS ADVISOR

Ann McAlhany, Maine SBDC at  
Coastal Enterprises, Inc.

### LOCATION

Carmel, Maine  
Penobscot County



**The Village Market** has stood in the heart of the town of Carmel for more than 70 years. After being closed for five years, Jamey Brown and his wife Raquel came to Business Advisor Ann McAlhany with a dream to purchase and re-open this local market.

Working together, McAlhany guided Brown in conducting relevant market and industry research and drafting a business plan. Brown had never run a store before, but he had strong sales and managerial background in the food industry, so these skills were highlighted in the business plan narrative. Cash flow projections were built category by category, since there was no recent history upon which to rely. All the pieces were compiled and put into a loan

package. The plan was presented to a local bank and approved.

After enduring several months of delays and some hurdles, Brown worked day and night to rehab the business. He created a space that combines old and new, keeping the old country store feel while adding some modern elements. Brown officially opened the store in early June 2017. It has been well received by the local community who are excited to see the landmark back in business. And Brown is excited to give the next generation the same memories that their parents had at the Village Market. In less than a year, he is already meeting and exceeding his projections.



In addition, Brown came back to McAlhany to discuss purchasing the neighboring property which had come on the market. Together they looked at the pros and cons and decided that it was a wonderful opportunity for him to expand his footprint. This plan was presented to the original lender and ultimately funded. He has now secured more space (including additional parking) for his business.

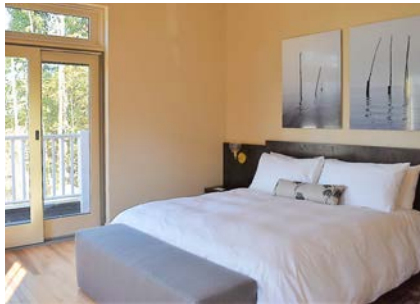
The Village Market is located at 2 Plymouth Road in Carmel. The old-time country market offers fresh cut meat, pizza, deli, sandwiches, baked goods and the coldest beer in town.

## THE FRANCIS | PORTLAND



When Jeff Harder and Nate Delois had an opportunity to purchase the historic Mellen E. Bolster House at 747 Congress Street in Portland, they had a vision of what it could become. The home was built in 1881 and had beautiful features and design. That vision has become **The Francis**, a 15 room boutique hotel in Portland's West End.

Working with Business Advisor Steve Lovejoy, CEI, Bangor Savings Bank and the City of Portland, Harder and Delois were able to put together a complex financing structure that has created a modern boutique hotel while keeping the beautiful features of the historic building.



Opened in the fall of 2017 after an extended construction phase, The Francis is already becoming a very popular spot in Portland. In addition to the hotel, their in-house restaurant Bolster, Snow & Co. is also becoming a popular spot for dinner or drinks.

### CLIENT

Jeffrey Harder & Nate Delois

### BUSINESS

The Francis

### CLIENT SINCE

January 2016

### BUSINESS ADVISOR

Steve Lovejoy, Maine SBDC  
at University of Southern  
Maine (USM)

### LOCATION

Portland, Maine  
Cumberland County



## MAINE SHELLFISH DEVELOPERS | WALPOLE

### CLIENT

Tap Pryor

### BUSINESS

Maine Shellfish Developers

### CLIENT SINCE

April 2017

### BUSINESS ADVISOR

Brad Swanson, Maine SBDC  
at Coastal Enterprises, Inc.

### LOCATION

Walpole, Maine  
Lincoln County



Tap Pryor and his partner Rod Brandt at **Maine Shellfish Developers (MSD)** have developed new sustainable and ecologically sound technology to grow oysters. Insulated from major weather and environmental risk, MSD is able to produce market size oysters year-round using recirculating aquaculture system (RAS) technology along with a proprietary feed formula that grows seedlings to mature oysters in their shore-side facility.

MSD wanted to start commercializing its technologies, but to do that, they needed funding. The pair decided to apply for a Maine Technology Institute (MTI) Development Loan. Upon recommendation from Hugh Cowperthwaite, the Fisheries Program Director at Coastal

Enterprises, Inc. (CEI), Pryor contacted Maine SBDC's Brad Swanson for assistance with the application process.

Several meetings together led to an entire rewrite of their plan. Swanson helped the partners to refocus their plan to better address the information being requested on the application. The pair had included detailed information on their technology; Swanson helped them focus more on their business and their need for the \$125,000 Development Loan. He helped them to identify the strengths of their plan, along with areas that could be improved, ensuring that they were giving MTI the information they needed. In addition, they created a full set of

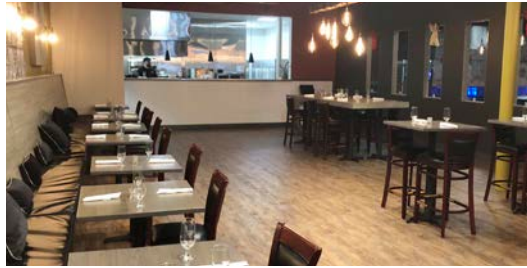
financials to accompany the narrative.

Their work together proved successful. MTI awarded the Development Loan to the operation to help them bring their one-of-a-kind technology to market.

Providing their oyster seedling service to local oyster farmers will help reduce time to market by a full year. This technology also opens other opportunities for the company. There are other market opportunities in the future, including offering cocktail-size oysters. They can harvest hundreds of thousands of these smaller-sized oysters in just six months.

## GARDEN STREET BOWL | KENNEBUNK

GARDEN  
STREET  
BOWL



### CLIENT

Daniel Hardy, John Nelson  
& Jake Peterson

### BUSINESS

Garden Street Bowl

### CLIENT SINCE

March 2016

### BUSINESS ADVISOR

Roy Hebert, Maine SBDC at  
University of Southern Maine

### LOCATION

Kennebunk, Maine  
York County

Longtime friends and colleagues Daniel Hardy, John Nelson and Jake Peterson came to see Maine SBDC Business Advisor Roy Hebert with a big idea. They wanted to turn a 15,000-square-foot building — the space of a former market — into a bowling alley, restaurant and tap house. The building, located in the heart of downtown Kennebunk at 11 Garden Street, had been vacant for over six years. The partners needed assistance to purchase the building and renovate the space.

Hebert helped them develop a strategy for approaching the seller, explained the process and provided guidance on negotiating the deal. He also helped them with their business plan and accompanying financials

to obtain funding for the complex project. After over a year of working together, the team finally had the financing they needed to move forward, securing loans from Kennebunk Savings Bank and the Biddeford-Saco Area Economic Development Corporation.

“The SBDC was integral in developing our business plan and business negotiations. The results were approved loans from Kennebunk Savings Bank, the SBA and BSAEDC... Our deal was very complicated and needed a consultant with a wide range of business experience and acumen; Roy Hebert of the SBDC met all of our needs,” said the group of entrepreneurs.

Three days after closing on their financing, rehab on the building began. After six months of construction, **Garden Street Bowl** opened to the public in December 2017. The facility features ten 10-pin bowling lanes, a full restaurant that seats 40 and a tap house featuring over 20 craft beers. The game room offers shuffleboard, skee ball, air hockey tables and arcade games, as well as a bocce ball court. Already receiving rave reviews, they have created an entertainment experience where neighbors or visitors in York County can gather, relax and have a good time.

### CLIENT

Jennifer & Brian Pingree

### BUSINESS

Creative Signs & Apparel

### CLIENT SINCE

August 2017

### BUSINESS ADVISOR

Jane Mickeriz, Maine SBDC at  
Androscoggin Valley Council  
of Governments

### LOCATION

Rumford, Maine  
Oxford County



Jennifer Pingree and her husband Brian had the opportunity to purchase **Creative Signs & Apparel**, a screen and vinyl printing business located in the heart of Rumford. The opportunity was a perfect fit for their family. It would allow Jennifer to care for their 2-year-old daughter while managing the business. Brian would continue his work in the woods, allowing the business to grow to an income level that could support their family.

The couple had already started work with the seller, who was supportive of the pair purchasing the business. In order to complete the sale, however, they needed a loan. Their loan officer at Franklin Savings Bank sent them to Business Advisor Jane Mickeriz for assistance completing their loan package.

Mickeriz worked with the Pingrees to complete a business plan and financial projections. The seller provided good information on the value of the equipment and supplies. He also provided tax returns showing the current and historic profitability of the business. Using this information, they spent time focusing on realistic financial projections, which Jennifer planned to use as a budgeting tool to guide her new business. Mickeriz also reviewed their business plan and advised them on the steps of starting a business.

Working quickly, Jennifer was able to submit her completed business plan and financials to her bank just three weeks later. They closed on the loan and purchased the

business in late August 2017. They have done improvements to the leased space and organized a room that is available for their daughter to spend time in while mom is working.

Jennifer has already received glowing reviews from new and previous customers who are happy to see the business remain in good hands. Jennifer continues to meet with Mickeriz who is assisting her with her accounting and QuickBooks.

Mickeriz observed: "The Pingrees are eager learners and hard workers. Jennifer is bright, ambitious and committed to growing this business and helping her family thrive."

## BIG MACHIAS LAKE CAMPS & OXBOW OUTFITTERS | ASHLAND



If you call and schedule a hunting trip with **Big Machias Lake Camps**, LLC dba: Oxbow Outfitters, LLC (BMLC), you likely won't notice a difference because Jeff Lavway, the new owner of BMLC, is the same person who has been managing the day-to-day operations of the business for the past two years. Lavway recently purchased the business from Jeff O'Connor of Pennsylvania. Lavway has worked as a licensed Maine Guide since 2005 operating his own company until 2013. Upon selling his business, Lavway went to work for BMLC, starting out as a guide and expanding his role each year until 2015 when he took over the operation of the business.

In the industry, BMLC is well-known as it has been around since the

1920s. The business started out as a logging camp and transitioned to sporting camps in the 1960s. Hunters and avid sportsmen travel from all around the United States and Canada to enjoy this tranquil piece of Northern Maine.

Once Lavway decided to pursue the purchase of the business, he was referred to NMDC where he worked closely with Maine SBDC Business Advisor Josh Nadeau to develop an attractive business plan. Lavway knew the business was profitable, but to determine the business's full potential, he sat down with Nadeau and worked through a 12-month cash flow projection over the course of a few meetings.

### CLIENT

Jeff Lavway

### BUSINESS

Big Machias Lake Camps  
& Oxbow Outfitters

### CLIENT SINCE

February 2017

### BUSINESS ADVISOR

Josh Nadeau, Maine SBDC at  
Northern Maine Development  
Commission

### LOCATION

Ashland, Maine  
Aroostook County

"The assistance I received from Josh really helped me to put numbers on paper and test the feasibility of my idea," he added.

Lavway then worked with NMDC to secure the funding which would make this business transaction possible. Today BMLC has a total of seven camps that sleep up to 33 people. The company also has exclusive rights to 238 lease sites covering over 757,000 acres within the North Maine Woods. In addition to guided and unguided bear hunts, Lavway also provides moose hunts, deer hunts, bird hunting and various types of fishing year-round.



MAINE SMALL BUSINESS  
DEVELOPMENT CENTERS

### AUBURN

Maine SBDC / Androscoggin Valley Council  
of Governments  
125 Manley Road  
Auburn, ME 04210  
207-783-9186

### AUGUSTA

Maine SBDC / CEI  
Finance Authority of Maine  
5 Community Drive  
Augusta, ME 04332-0949  
207-620-3521

### BANGOR

Maine SBDC / CEI  
One Cumberland Place – Suite 306  
Bangor, ME 04401  
207-942-1744

### BIDDEFORD

Maine SBDC / University of Southern Maine  
Biddeford-Saco Area Economic  
Development Corporation  
20 Pomerleau Street, 3rd Floor  
Biddeford, ME 04005  
207-282-1748

### BRUNSWICK

Maine SBDC / CEI  
30 Federal Street  
Brunswick, ME 04011  
207-504-5886

### CARIBOU

Maine SBDC / Northern Maine  
Development Commission  
11 West Presque Isle Road  
Caribou, ME 04736  
207-498-8736

### ELLSWORTH

Maine SBDC / CEI  
210 Main Street – Suite 7  
Ellsworth, ME 04605  
207-664-2990

### PORTLAND

Maine SBDC / University of Southern Maine  
55 Exeter Street  
PO Box 9300  
Portland, ME 04104-9300  
207-780-4949

### WATERVILLE

Maine SBDC / CEI  
Mid-Maine Chamber of Commerce  
50 Elm Street  
Waterville, ME 04901  
207-319-4316

### WISCASSET

Maine SBDC / CEI  
Lincoln County Regional Planning Commission  
297 Bath Road  
Wiscasset, ME 04578  
207-504-5434



### Maine Small Business Development Centers

55 Exeter Street, PO Box 9300  
Portland, ME 04104  
207-780-4420 • 800-679-7232  
[www.mainesbdc.org](http://www.mainesbdc.org)

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