



A Guide to Resources for
MAINE
ENTREPRENEURS

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Courtesy of:

NEWHEIGHT GROUP

Development for Today's Lifestyles

A Guide to Resources for Maine Entrepreneurs

Greetings. This guide provides a starting point for entrepreneurs seeking resources in the state of Maine. It is also designed to help individuals and organizations that support and guide entrepreneurs and startups and are looking for ways to match resources with those in need. The following categories of resources are included:

- Training, Technical Assistance & Mentoring
- Financing & Capital
- Incubators & Workspaces
- Libraries
- Networking & Advocacy
- State & Regional Economic Development

Recurring Conferences & Events in Maine are listed as well. While this guide is currently quite Portland-centric, our goal is to change this going forward as we identify more resources throughout the state.

We undertook the 2017 update of this document because we desire and are motivated to better understand the “ecosystem” in which entrepreneurship takes place in Maine.

This is simply a first shot at creating a comprehensive overview of Maine’s entrepreneurial ecosystem, and we welcome feedback on how to improve it. Many organizations post resources on their websites, which we cross checked with this guide. One exception is the Maine Small Business Guide published by the SBA, which is more extensive than this guide aims to be. A further disclaimer is that this guide does not delve into many of the industry-specific resources (i.e. food and marine innovation) that exist.

In addition to the listed organizations, the local and regional chambers of commerce and libraries throughout Maine provide a wealth of information relevant to entrepreneurship. Most of Maine’s colleges and universities also have, or are starting, programs relating to entrepreneurship. Check their respective websites for updates.

If you have suggested edits, additions, or ideas, or you would like to produce additional copies, please contact Susan at susan@newheightgroup.com or 207-633-4328. You are welcome to place the guide PDF as a resource on your web sites.

We will do our next update in time for the many events occurring in June. Meanwhile we wish entrepreneurs the very best with your endeavors and hope the resources assembled here assist you in your company’s growth. We are grateful to all of the organizations that support entrepreneurship in Maine and hope that this guide helps you “connect the dots.” Onwards!

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NEWHEIGHT GROUP
Development for Today’s Lifestyles
Active Entrepreneurial Ecosystem Participant

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Training, Technical Assistance & Mentoring

Advanced Manufacturing Center at University of Maine

www.umaine.edu/amc ▪ amc@maine.edu

The Advanced Manufacturing Center is a world class manufacturing technology research center at UMaine that is available to industry and entrepreneurs. AMC assists with research, development and commercialization of the latest manufacturing products and processes, and provides an advance engineering approach to solve a wide range of manufacturing problems, saving cost and time. AMC specializes in the following areas: product development and prototyping, 3D laser scanning and printing, CAD/CAM and CNC machining, product commercialization, process system design and integration, ongoing operational support and training, student intern training, and product evaluation and testing.

30 Beddington Rd., Orono, ME 04473 ▪ (207) 581-2713

Foster Center for Student Innovation

www.foster.target.maine.edu ▪ student.innovation.center@umit.edu

The Foster Center for Student Innovation at the University of Maine was created as an incubator for knowledge-based business ventures that will lead to the creation of new Maine-based industries through University research and development. The Center provides free business coaching, incubator space for students, a minor and a certificate in Innovation Engineering, and manages the Innovate for Maine Fellows Program.

5798 Student Innovation Center, Orono, ME 04469 ▪ (207) 581-1454

Maine Accelerates Growth Initiative (MxG)

www.maineacceleratesgrowth.com ▪ info@maineacceleratesgrowth.com

The Maine Accelerates Growth Initiative accelerates the growth of companies, communities, and talent by funding, creating, and leveraging high impact entrepreneurship and innovation programs and events through a collaborative and complementary network of organizations and individuals propelling prosperity across Maine.

8 Venture Ave., Brunswick Landing, Brunswick, ME 04011 ▪ (207) 582-4790

Maine & Company

www.maineeco.org

A private, non-profit corporation that provides free and confidential consulting services to businesses looking to locate in Maine or grow in Maine. Assists in identifying and packaging together programs for business expansion and relocation activities. These programs include state, regional, and local tax reimbursements, tax credits, sales tax exemptions, training, and financing resources.

120 Exchange St., Portland, ME 04101 ▪ (207) 871-0234

Maine Center for Entrepreneurial Development (MCED)

www.mced.biz ▪ info@mced.biz

MCED helps entrepreneurs reinvent the Maine economy by providing them with resources to build innovative world-class companies. Over the past 15 years, MCED has accelerated the growth of hundreds of companies, established the largest community of mentors in Maine, and offers training, advice, and connections. MCED's programs include Top Gun (training & mentorship), Lunch & Learn (monthly meetings), Table Talk (workshops), and Maine Mentor Network.

Cloudport, 63 Federal St., Portland, ME 04101 ▪ (207) 774-8111

Maine Development Foundation (MDF)

www.mdf.org ▪ mdf@mdf.org

The Maine Development Foundation (MDF) is a private, non-partisan membership organization that drives sustainable, long-term economic growth for the State of Maine. MDF stimulates new ideas, develops leaders, and provides common ground for solving problems and advancing issues.

295 Water St., Suite 5, Augusta, ME 04330 ▪ (207) 622-6345

Maine Downtown Center (MDC)

www.mdf.org/mdc_overview.php

The Maine Development Foundation's Downtown Center serves as the state coordinator for the National Trust for Historic Preservation's Main Street program. The Center's mission is to advance preservation-based economic development in Maine downtowns.

295 Water St., Suite 5, Augusta, ME 04330 ▪ (207) 512-4906

Maine International Trade Center (MITC)

www.mitc.com ▪ info@mitc.com

MITC's goal is to expand the state's economy through increased international trade. To that end, MITC offers one-on-one trade assistance and consulting to Maine businesses. Trade assistance covers a broad range of areas including foreign import regulations, tariffs, logistics, sourcing, and research reports on new markets. MITC also holds events around the state.

2 Portland Fish Pier, Suite 204, Portland, ME 04101 ▪ (207) 541-7400

Maine Manufacturing Extension Partnership (MEP)

www.mainemep.org ▪ contact@mainemep.org

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

87 Winthrop St., Augusta, ME 04330 ▪ (207) 623-0680

Maine Quality Centers at Maine Community College System

www.mccs.me.edu/business-resources/training/maine-quality-centers

The Maine Quality Centers provide customized workforce training grants for Maine employers seeking to locate or expand their operations in Maine or who are interested in providing training to their incumbent workers. Training programs are coordinated and delivered through Maine's seven community colleges, and the staff will help design a program that delivers the training when and where it is needed.

6 Fundy Rd., Suite 300, Falmouth, ME 04105 ▪ (207) 699-4901

Maine PTAC (Procurement Technical Assistance Center)

www.maineptac.org ▪ maineptac@emdc.org

Maine PTAC is part of a nationwide network of Procurement Technical Assistance Centers, or PTACs, working with Maine-based companies that are interested in selling their products and/or services to local, state or federal government agencies, either as prime contractors or subcontractors. The statewide program is hosted by Eastern Maine Development Corporation (EMDC). Maine PTAC's experienced counselors provide a wide range of services to assist clients to market to government agencies and government prime contractors.

EMDC Portland, 403 Hallowell Rd., Pownal, ME 04069 ▪ (207) 653-8625

EMDC Bangor, 40 Harlow St., Bangor, ME 04401 ▪ (207) 974-3245

NMDC Caribou, 11 West Presque Isle Rd., Caribou, ME 04736 ▪ (207) 498-8736

Maine Small Business Development Center (SBDC)

www.mainesbdc.org ▪ mainesbdc@usm.maine.edu

Maine SBDC helps build and strengthen Maine's small businesses. Professional certified advisors offer a wide range of free workshops throughout the state. Advisors also provide free individualized, confidential assistance on a variety of topics to entrepreneurs at all stages to help start, manage, and grow Maine businesses. Offices across the state.

55 Exeter St., Portland (physical); PO Box 9300, Portland, ME 04104-9300 (mailing) ▪ (207) 780-4420

Manufacturers Association of Maine

www.mainemfg.com ▪ info@mainemfg.com

Comprised of over 300 companies and 100 students in Maine, Manufacturers Association of Maine serves its membership by providing education and workforce training, business growth services, cluster initiatives, legislative advocacy, scholarship programs, networking opportunities and industry partnerships.

101 McAlister Farm Rd., Portland, ME 04103 ▪ (207) 747-4406

New Ventures Maine

www.newventuresmaine.org ▪ info@newventuresmaine.org

A training, advocacy, and assistance organization providing support, guidance, and the tools to build a career, start a business, manage finances, and develop community

leadership. New Ventures Maine helps entrepreneurs assess the feasibility of their idea, put a plan together and map out a path to successful implementation. Satellite centers statewide. (Previously known as Women, Work & Community)

Handley Hall, 331 Water St., Augusta, ME 04330 (physical); 46 University Dr., Augusta, ME 04330 (mailing) • (800) 442-2092

Next Step Maine Employer’s Initiative (NSMEI)

www.mdf.org/mei_overview • nextstepmaine@mdf.org

Next Step Maine is a program of the Maine Development Foundation working in collaboration with business, community members, and educational partners across Maine to enhance the educational attainment of Maine’s employees. Next Step Maine Employer’s Initiative provides Maine’s public and private employers with technical assistance, resources, and training opportunities for providing educational support services to employees, as well as statewide recognition for taking steps to promote educational advancement in the workplace.

295 Water St., Suite 5, Augusta, ME 04330 • (207) 622-6346

ScaleUp Portland ME

www.scaleup-portlandme.com • gbrown@supplychainvisions.com

ScaleUp Portland ME is a federal SBA-funded investment program designed to support businesses with high potential to create jobs and increase regional wealth over the next 1-3 years. The ScaleUp program is by application. Accepted, qualifying firms have access to private consulting, and skills training programs designed to increase business expansion success and drive long-term sustainable growth.

(617) 803-7822

SCORE

www.scoremaine.org • info@scoremaine.org

The national SCORE Association is a not-for-profit organization with 370 chapters and 11,000 volunteer mentors throughout the United States. SCORE Maine’s 130 mentors provide free services at numerous locations across the state. SCORE offers free and low-cost business education workshops on a wide range of topics, from planning and financing to website and social media marketing.

100 Middle St., 2nd Fl, Portland, ME 04101 • (207) 536-1143

Small Business Administration Maine (SBA)

www.sba.gov/me

The Maine District Office is responsible for the delivery of SBA’s many programs and services, including financial assistance for new or existing businesses through guaranteed loans made by area bank and non-bank lenders, and free counseling, advice and information on starting, better operating or expanding a small business through SCORE-Counselors to America’s Small Business, Small Business Development Centers (SBDC) and Women’s Business Centers (WBC) Training.

68 Sewall St., Room 512, Augusta, ME 04330 • (207) 622-8551

Top Gun & Top Gun Prep

www.mced.biz/programs-services/top-gun-program ▪ info@mced.biz

The Top Gun program is designed to accelerate entrepreneurial development using training, mentoring, and the development of community connections. Top Gun Prep is an intensive eight-week online course that teaches the fundamentals of entrepreneurship, innovation, money, and marketing. Top Gun is a five-month program that combines mentoring with high-impact bi-weekly gatherings. Top Gun and Top Gun Prep are both programs of MCED.

Cloudport, 63 Federal St., Portland, ME 04101 ▪ (207) 774-8111

The Women's Business Center at CEI

www.ceimaine.org/women ▪ wbc@ceimaine.org

The Women's Business Center at CEI offers a comprehensive program of personalized business advising, workshops, and events to support and advance entrepreneurs looking to start, manage, grow or finance a business. Advising services are free of charge and are offered in-person, over the phone, and online. Locations throughout the state.

2 Portland Fish Pier, Suite 201, Portland, ME 04101

Southern Maine (207) 535-2914 ▪ Rural Maine (207) 778-6529

Women Standing Together (WST)

www.womenstandingtogether.org ▪ info@womenstandingtogether.org

WST is a supportive community for women entrepreneurs and leaders who are interested in growing professionally and finding a bolder voice. Women entrepreneurs can connect with a community who will support them in the growth of their business. Bi-monthly round table sessions provide feedback and referrals on an entrepreneur's challenge.

PO Box 10926, Portland, ME 04101 ▪ (207) 415-5168

University of Maine's Department of Food Science & Human Nutrition and Cooperative Extension

www.extension.umaine.edu/food-health/resources-for-small-food-businesses-in-maine ▪ extension@maine.edu

The University of Maine's Department of Food Science & Human Nutrition and Cooperative Extension work together to support many food-based industries in Maine. Help is available to farmers, processors, entrepreneurs, growers, small home-based food businesses, and Maine citizens. Services include access to experienced staff members and faculty, Pilot Plant facilities, a commercial scale kitchen, and the consumer Testing Center, plus assistance for starting small, home-based food businesses.

5741 Libby Hall, Orono, ME 04469 ▪ (207) 581-3188

Financing & Capital

Black Point Group \$

www.blackpointgroup.com ▪ info@blackpointgroup.com

A private investment partnership focused on long term value creation via active involvement in public and private growth companies. The partnership seeks to leverage it's operational and investment expertise in life science, technology, and other domains, including significant involvement in public service.

7 Custom House St., Suite 500, Portland, ME 04101

Blue Heron Capital \$

www.blueheroncap.com ▪ info@blueheroncap.com

Blue Heron Capital is a private equity firm focused on growth equity and lower market buyout opportunities. It includes a talented group of operating professionals with decades of experience building and managing companies.

8730 Stony Point Parkway, Suite 280, Richmond, VA 23235 ▪ (804) 212-3400

CEI (Coastal Enterprises, Inc.) \$

www.ceimaine.org ▪ info@ceimaine.org

CEI provides a variety of funding, lending, and investing services to small and medium sized businesses in Maine. CEI's business counselors, located throughout the state, offer support and technical counseling with targeted programs for women, refugees or immigrants, fishermen and sustainable agriculture.

30 Federal St, Suite 100, Brunswick, ME 04011 ▪ (207) 504-5900
2 Portland Fish Pier, Suite 206, Portland, ME 04101 ▪ (207) 772-5356

Community Concepts Finance Corporation (CCFC) \$

www.mainebusinesslending.com ▪ zmaher@community-concepts.org

CCFC aims to empower entrepreneurs and businesses by providing access to capital and business development services that include counseling and educational programming. They invest in existing, as well as startup businesses, based on the quality of ideas and the capacity of the people behind those ideas. Capital is provided based on the strength of business plans, community impact, and the character of the individual in addition to conventional credit worthiness.

240 Bates St., Lewiston, ME 04240 ▪ (207) 333-6419

Finance Authority of Maine (FAME) \$

www.famemaine.com/business ▪ business@famemaine.com

The Finance Authority of Maine provides direct loans to businesses and access to innovative financial solutions to help Maine citizens pursue business and higher educational opportunities. FAME's Maine Seed Capital Tax Credit Program is designed to encourage equity and near-equity investments in eligible Maine businesses, directly

and through private venture capital funds. FAME may authorize state income tax credits to investors for up to 50% of the cash equity they provide to eligible Maine businesses. Investments may be used for fixed assets, research or working capital.

5 Community Drive, PO Box 949, Augusta, ME 04332 • (800) 228-3734, (207) 623-3263

Libra Future Fund \$

www.librafoundation.org/libra-future-fund • erik@librafoundation.org

The Libra Future Fund was created to capitalize upon the energy and creativity that Maine's young people embody and to combat youth out-migration by supporting initiatives that increase the number of Maine-based professional opportunities. Libra Future Fund awards grants to individuals to promote economic development or create job opportunities in Maine. In addition, projects should provide the applicant with substantial professional or educational experience.

c/o Libra Foundation, Three Canal Plaza, P.O. Box 17516, Portland, ME 04112
(207) 879-6280

Maine Angels \$

www.maineangels.org • contact@maineangels.org

The Maine Angels are accredited private equity investors who help entrepreneurs by investing in and mentoring early stage companies. The goal of Maine Angels is to make sound investments in promising New England entrepreneurs with an emphasis on Maine businesses.

Maine Community Foundation (MCF) \$

www.mainecf.org/default.aspx • info@mainecf.org

Maine Community Foundation is a statewide nonprofit that helps people invest charitable resources in the future of Maine. Given its place-based focus and commitment to activate resources to meet its mission, the Maine Community Foundation has added impact investments to its philanthropic toolbox. Impact investments are intended to generate targeted social benefit and a financial return.

1 Monument Way, Suite 200, Portland, ME 04101 • (207) 761-2400
245 Main St., Ellsworth ME 04605 • (207) 667-9735

MaineStream Finance \$

www.mainestreamfinance.org

MaineStream Finance is a non-profit organization dedicated to economic development by providing credit, capital and financial services that are often unavailable from traditional financial institutions. MaineStream Finance provides personal finance, home loans, and business services to people in Maine who might otherwise have limited access to financing and credit.

262 Harlow Street, Bangor, ME 04402 • (207) 973-3500

Maine Technology Institute (MTI) \$

www.maintechology.org

The Maine Technology Institute (MTI) is an industry-led, publicly funded, nonprofit corporation that offers early to late stage capital and commercialization assistance

in the form of competitive grants, loans and equity investments that help support the conversion of innovative research into new products, processes and companies, ultimately generating high-quality jobs across Maine.

8 Venture Ave., Brunswick Landing, Brunswick, ME 04011 ▪ (207) 582-4790

Maine Venture Fund \$

www.maineventurefund.com ▪ info@maineventurefund.com

Maine's venture capital fund, investing in Maine-based companies. The mission of the fund is to provide resources to attract, support, and help develop eligible small businesses with the potential for substantial growth and success that will contribute to the prosperity of Maine.

PO Box 63, Newport, ME 04953 ▪ (207) 924-3800

Masthead Venture Partners \$

www.mvpartners.com ▪ info@mvpartners.com

A venture capital firm investing in early-stage technology companies in the following sectors: software, internet infrastructure, communications technology and IT-intensive life science applications. The investment focus is on seed to early-stage private equity investments in emerging growth, technology-based sectors of the economy.

55 Cambridge Parkway, Suite 103, Cambridge, MA 02142 ▪ (617) 621-3000

North Atlantic Capital \$

www.northatlanticcapital.com ▪ haley@northatlanticcapital.com

North Atlantic invests in scalable technology-based businesses which meet the following criteria: market-leading companies with \$10-50 million in revenue that are poised for significant and sustainable growth that leverage technology to deliver products or services to businesses.

Two City Center, 5th Floor, Portland, ME 04101 ▪ (207) 772-4470

No Small Potatoes \$

www.slowmoneymaine.org/nsp ▪ walkermadore@myfairpoint.net

No Small Potatoes Investment Club—an extension of Slow Money Maine—strengthens Maine's local food economy by making small loans to farms, fishermen and the food businesses they supply to help them thrive.

USDA Rural Development – Maine \$

www.rd.usda.gov/me

USDA Rural Development is a federal agency that invests between \$350 million and \$450 million dollars each year in the state of Maine through its Housing, Community, and Business Programs. Through its Business Programs, the agency works with local lenders to provide loans for rural businesses and offers a variety of loan and grant programs for business development, renewable energy and energy efficiency projects, value-added agricultural projects, community economic development and more, leading to job creation in Maine's rural communities.

967 Illinois Ave., Suite 4, Bangor, ME 04401-2767 ▪ (207) 990-9160

Incubators & Workspaces

Bangor

CoVort Coworking

www.covort.org

In the heart of downtown Bangor, Covort offers 24/7 access to members along with a conference room, coffee bar, and video/teleconferencing equipment. Monthly memberships also include quarterly happy hours, lunch and learn sessions, and discounts to local businesses.

49 Main St., Bangor, ME 04401 ▪ (207) 907-2120

Brunswick

TechPlace

www.techplacemaine.us

TechPlace, Brunswick Landing's Technology Accelerator, supports the business development needs of early stage companies in a shared workspace. TechPlace gives entrepreneurs a place to network with others, research and develop ideas, build prototypes, test products, assemble, grow, and become successful manufacturing and technology companies.

74 Orion St., Brunswick, ME 04011 ▪ (207) 798-6512

Gardiner

CoLab Co-Working Space

www.gardinermainstreet.org/properties/1-mechanic-st ▪ info@gardinermainstreet.org

CoLab offers small businesses and non-profits big office amenities with limited overhead. All members of the CoLab benefit from shared Wi-Fi, a professional color printer/copier, a mailing address, and access to meeting space.

177 Water St., 3rd floor, PO Box 194, Gardiner, ME 04345 ▪ (207) 582-3100

Lewiston-Auburn

MUNKA

www.munkacoworking.com ▪ info@munkacoworking.com

MUNKA is a shared working space in the heart of Lewiston's downtown. The space was design to encourage collaboration and to provide a platform for community-building. Herman Miller desks and chairs, 24 hour access, conference room, and commercial-grade WiFi.

213 Lisbon St., Lewiston, ME 04240

Portland Area Cloudport

www.cloudportme.com ▪ *cloudportME@gmail.com*

Cloudport CoWorking MultiSpace is a unique networking environment where deals are made and relationships are built. Unique concierge and broad amenities allow the ability to be dynamic, provide fun and exciting events for members, while embodying an attention to detail that radiates throughout the community.

63 Federal St., Portland, ME 04101 ▪ (207) 651-7368

Engine Room

www.portlandengineroom.com ▪ *chuck@portlandengineroom.com*

Engine Room is an open concept, small business creative office space in Portland, Maine where energy happens and ideas thrive.

41 York St., Portland, ME 04101 ▪ (207) 831-5500

Fork Food Lab

www.forkfoodlab.com ▪ *info@forkfood.com*

Fork Food Lab is a shared kitchen and tasting room with full and part-time memberships available. The space includes a 5000 square foot kitchen with high quality cooking equipment and ample storage.

72 Parris St., Portland, ME 04101 ▪ (207) 558.0881

Maine Business Center

www.mainebusinesscenter.com

Maine Business Center provides innovative solutions for both small and large businesses, frequent travelers and home-based businesses. Maine Business Center's services allow businesses to enhance flexibility, yet at the same time increase profitability. Short and long-term office space, conference space, and virtual office services are available.

415 Congress St., Suite 202, Portland, ME 04101 ▪ (866) 580-2525

PelotonLabs Coworking

www.pelotonlabsportland.com ▪ *info@pelotonlabsportland.com*

PelotonLabs Coworking is a community in Portland, Maine providing work space, connections, and resources for independent professionals. Offers 24/7 access to space for quiet time, meeting with clients, making phone calls, and hosting workshops and networking events. PelotonLabs Coworking specializes in encouraging growth and connections through events, peer consulting, and a collaborative culture.

795 Congress St., Portland, ME 04101 ▪ (207) 210-6595

Pineland Venture Hub

www.librafoundation.org/libra-future-fund ▪ erik@librafoundation.org

Libra Future Fund offers free office/co-working space to Maine startups for terms of up to one year. Located at the Pineland Farms campus in New Gloucester, Maine, amenities include internet, WiFi, and landline communications, printing and copying capability, use of Conference Center meeting space, Pineland Farms trail passes and free coffee at the Pineland Market.

15 Farm View Dr., New Gloucester, ME 04260 ▪ (207) 879-6280

Think Tank

www.thinktankcoworking.com ▪ info@thinktankcoworking.com

ThinkTank is about more than providing creative professionals with a comfortable, aesthetically appealing work environment. ThinkTank is both an incubator for collaborative innovation and a springboard for new business ventures. Networking opportunities abound at ThinkTank with a diversified talent pool that includes programmers, designers, writings, and media makers. Through an evolving programming schedule, new thinkers, startups and telecommuters continually come to the space.

533 Congress St., Portland, ME 04101 ▪ 40 Lafayette St., Yarmouth, ME 04096 ▪ 40 Maine St., Biddeford, ME 04005

Rockland Steel House

www.rocklandsteelhouse.com ▪ info@rocklandsteelhouse.com

Steel House is a center for design, technology, and educational programs. Members share co-working space and represent a range of disciplines and backgrounds that include programming, software development, industrial design, printmaking, photography, and fine art.

711 Main St., Rockland, ME 04841 ▪ (207) 691-5864

Maine State Libraries

Aside from being superb sources of published information of all kinds, libraries offer a variety of other free and low-cost services such as internet connectivity, expert research support provided by library staff, and printing and copying services. Libraries can be excellent starting places for entrepreneurs who want to learn more about a specific community while working in a comfortable, connected environment. There are many libraries in Maine, however the list below highlights libraries that are particularly well-staffed and oriented toward business-minded patrons.

Maine State Library

www.maine.gov/msl

The Maine State Library, which is a part of the capitol complex in Augusta, provides a variety of resources: from media transferring services to a MakerBot 3D printer. The MSL is a hub that not only provides access to other library resources in Maine and typical

services like computer access and printing, but also houses comprehensive databases and rare books and records that are unique to its collection.

64 State House Station, Augusta, ME 04333 ▪ (207) 287-5600

Portland Public Library Business Resources

www.portlandlibrary.com/business ▪ reference@portlib.org

The Portland Public Library provides reference services and library resources to help Portland area businesses succeed. The Library provides access to business resources (both online and in print) including high quality sample business plans, industry analysis, up to date trends, financial ratios, consumer spending patterns, demographics, robust tools to create sales leads, marketing and branding materials and more. The Library also provides training opportunities, programs and the opportunity to meet with a librarian to discuss your information needs.

5 Monument Square, Portland, ME 04101 ▪ (207) 871-1700

Networking & Advocacy

2 Degrees Portland

*www.liveworkportland.org/connect-visit/2-degrees-portland
info@creativeportland.com*

2 Degrees Portland is a network of people who want to sustain and grow the city's economy by welcoming creators, innovators, entrepreneurs, and thinkers to the area — a sort of 21st century welcome wagon. 2 Degrees Portland is a program of Creative Portland.

84 Free St., Portland, ME 04101 ▪ (207) 370-4784

Association of Consulting Expertise (ACE)

www.consultexpertise.com ▪ info@consultexpertise.com

The Association of Consulting Expertise, a non-profit association of independent consultants, provides a collaborative environment that promotes the professional and business development of its diverse membership through education, resources, and client connections. The objectives of the Association are to promote ethical consulting, encourage professional development of consultants, and promote business opportunities for its members.

110 Marginal Way, #142, Portland, ME 04101 ▪ (800) 464-5043

Creative Portland

www.creativeportland.com ▪ info@creativeportland.com

Creative Portland is a nonprofit organization that leverages, grows and sustains Portland's creative industries, enterprises and workforce. As the City's official local arts agency, Creative Portland also pays particular attention to supporting the artists and cultural institutions that are central to Portland's identity, economy and community.

84 Free St., Portland, ME 04101 ▪ (207) 370-4784

E2Tech

www.e2tech.org ▪ info@e2tech.org

The Environmental & Energy Technology Council of Maine (E2Tech) seeks to build and expand the State's environmental, energy, and clean technology sectors. E2Tech acts as a catalyst to stimulate growth in this sector by facilitating networking, serving as a clearinghouse for objective information, and leading efforts to promote the sector.

PO Box 8517, Portland, ME, 04104 ▪ (207) 956-1970

Envision Maine

www.envisionmaine.org ▪ info@envisionmaine.org

Envision Maine is a grassroots organization that works to convene people around the state to focus on critical issues that are shaping Maine's future. The organization focuses primarily on how to grow Maine's next economy in a way that preserves our small town and small business character. It also works to build public and political support for the state's innovators and entrepreneurs.

P.O. Box 231, South Freeport, ME 04078 ▪ (207) 865-9511

Local Chambers of Commerce

There are more than seventy local chambers of commerce in the state of Maine and all of them are valuable resources of knowledge, networking, and opportunities. Benefits of membership differ by area, but all are worth checking with for events and regional research. A full list is available at mainechamber.org.

Maine Aquaculture Innovation Center (MAIC)

www.maineaquaculture.org ▪ cdavis@midcoast.com

MAIC promotes applied aquaculture research, serves as a clearing house for aquaculture training and information, and manages an aquaculture business incubator program in partnership with the University of Maine's Darling Marine center and Center for Cooperative Aquaculture Research.

5717 Corbett Hall, Room 436, Orono, ME, 04469-5717 ▪ (207) 832-1075

Maine BioScience/Bioscience Association of Maine (BAM)

www.mainebioscience.org ▪ info@mainebioscience.org

Maine BioScience, or the Bioscience Association of Maine (BAM), is a membership organization devoted to building and accelerating biotech and medical device industry, research and education in Maine. Maine BioScience is the lead organization for the bioscience community in the state, representing Maine's largest employers, emerging startups, universities, research institutions, service companies, students, and individuals.

PO Box 3362, Portland, ME 04104 ▪ (207) 482-0590

Maine Center for Creativity (MECC)

www.mainecenterforcreativity.org ▪ info@mainecenterforcreativity.org

The Maine Center for Creativity's mission is to create projects and programs that promote the arts and stimulate the growth of Maine's creative industries and professions through projects, networking and creating connections.

795 Congress St., 2nd Floor, Portland, ME 04102 ▪ (207) 730-0199

Maine Entrepreneurs LinkedIn Group

www.linkedin.com/groups/Maine-Entrepreneurs-51459/about

Maine Entrepreneurs is a LinkedIn group for entrepreneurs and business owners living and/or working in Maine. This is a private group, which means access is granted upon request and review by the group owner.

The Maine Food Strategy

www.mainefoodstrategy.org ▪ mfs@mainefoodstrategy.org

The Maine Food Strategy is an initiative to create a broader and more strongly connected network of organizations, agencies, businesses and individuals contributing to the food system in Maine. The initiative is working to advance statewide goals that support a robust and sustainable food economy in Maine.

c/o Third Sector New England, 89 South St., #700, Boston, MA 02111

Maine Women's Network

www.mainewomensnetwork.com ▪ info@mainewomensnetwork.com

Maine Women's Network is a statewide, non-profit organization providing valuable education through monthly networking meetings and annual statewide events with high-caliber speakers and meaningful networking opportunities.

Portland Regional Chamber of Commerce

www.portlandregion.com ▪ chamber@portlandregion.com

The Portland Regional Chamber of Commerce supports individual, community, and business growth by offering advocacy, educational opportunities, and valuable networking in an effort to promote regional prosperity.

443 Congress St., Portland, ME 04101 ▪ (207) 772.2811

PROPEL

www.propelportland.org

PROPEL is an organization of young professionals seeking to establish themselves in the greater Portland business community by engaging in professional development, building relationships, and making connections.

Realize Maine Network

www.mdf.org/realizemaine ▪ realizemaine@mdf.org

The Realize Maine Network is a coalition of Maine-based organizations working together to retain and attract young people to Maine, empower them to reach their greatest career and civic potentials, and create opportunities to keep them living, working, and thriving in Maine. The network engages over 4,000 Mainers between age 20 and 40 from York to Presque Isle. Currently, the network is made up of the following regional groups: Cynergy (Augusta area), FusionBangor (Bangor area), KV Connect (Waterville area), Midcoast Edge (Brunswick area), Midcoast Magnet (Camden, Rockland, Belfast area), Momentum Aroostock (Aroostock County), Propel Portland (Portland area), Spark (Lincoln County), Synergize Sanford (Sanford area), and UpliftLA (Lewiston-Auburn area).

Slow Money

www.slowmoneymaine.org ▪ info@slowmoneymaine.org

The mission of Slow Money Maine is to build a diverse network of individuals, philanthropists, businesses, nonprofit organizations and government entities that are focused on investing in farms and fisheries, and the ecosystems that sustain them as a means of growing local food systems, economies and communities statewide. Slow Money Maine is a chapter of Slow Money National.

(207) 236-4798

Startup Portland

www.startupportland.com ▪ startupportland@gmail.com

Startup Portland is a community of entrepreneurs, investors, technologists, and creative misfits who love building scalable companies in Portland, Maine.

PeletonLabs Coworking, 795 Congress St., Portland, ME 04101

State & Regional Economic Development

Androscoggin Valley Council of Governments (AVCOG) \$

www.avcog.org

AVCOG staff provides a broad array of planning services and support for municipal officials and businesses in the development of community and economic development related projects. Staff is available to assist member communities with project development, planning and assistance with existing financial resources for infrastructure development. Staff provides assistance to communities and businesses on accessing state and federal programs for economic development.

125 Manley Rd., Auburn, ME 04210 ▪ (207) 783-9186

Biddeford Saco Area Economic Development Corp (BSAEDC) \$

www.bsaedc.org

The Biddeford Saco Area Economic Development Corporation helps businesses, large or small, by providing gap financing for projects that require cash, fixed asset financing, start-up and working capital and real estate acquisition and development. BSAEDC acts as a clearinghouse for local, state and federal business assistance programs, job training and capital attraction. BSAEDC also provides technical assistance through the Maine Small Business Development Center (SBDC) to businesses seeking to obtain financial assistance for the purpose of starting, locating or expanding in York County.

190 Main St., 3rd Floor, Saco, ME 04072 ▪ (207) 282.1748

City of Portland \$

www.ci.portland.me.us/485/Economic-Development ▪ edc@portlandmaine.gov

Portland's Economic Development Department provides comprehensive assistance to businesses at every stage of development and growth, whether just starting up, expanding or relocating to the City. Services are designed to streamline doing business in

Portland and are free and confidential. The City also offers a direct loan program for gap financing and for businesses that cannot access conventional financing.

389 Congress St., Room 308, Portland, ME 04101 ▪ (207) 874-8683

Eastern Maine Development Corporation (EMDC) \$

www.emdc.org

A regional economic development corporation providing business services including business finance, planning, networking and workshops, and on the job training. Business financing and workshops are held statewide. EDA planning and community development planning is focused in the region of Penobscot, Piscataquis, Hancock and a portion of Waldo County. Workforce Development programs are provided in Penobscot, Piscataquis and Hancock Counties. EMDC provides financing for businesses throughout the state of Maine.

40 Harlow St., Bangor, ME 04401 ▪ (800) 339-6389

Greater Portland Council of Governments (GPCOG) \$

www.gpcog.org ▪ info@gpcog.org

GPCOG provides a variety of planning and support services to assist the region with Community and Economic Development needs. Included are the following: project development for facilities and infrastructure in Greater Portland and the Sebago Lakes region, business assistance in Cumberland County, particularly in the Food and Energy clusters, brownfields assessment and cleanup program, energy efficiency for rural small businesses, and gap financing of up to \$250,000 for small businesses.

970 Baxter Blvd., Suite 201, Portland, ME 04103 ▪ (800) 649-1304

Kennebec Valley Council of Governments (KVCOG) \$

www.kvcog.org

KVCOG is a municipal services corporation owned and operated by and for the benefit of its members. Through affiliations with the Maine Department of Economic and Community Development, the Maine Small Business Development Center, the Maine Manufacturers Extension Partnership and the Maine Procurement Technical Assistance Center, KVCOG packages a portfolio of state business attraction and technical assistance and counseling programs designed to retain and attract firms able to create jobs.

17 Main St., Fairfield, ME 04937 ▪ (207) 453-4258

Lewiston Auburn Economic Growth Council (LAEGC) \$

www.laegc.org ▪ info@laegc.org

LAEGC provides economic development services to the City of Lewiston and City of Auburn, Maine. Their primary focus is on helping entrepreneurs start businesses, expand existing businesses, and attracting new businesses and investment to LA Maine. LAEGC provides numerous financing options to help businesses expand and leads the design and implementation of the community economic growth strategy, LA Maine: Forward. LAEGC is partnering with the Maine Center for Entrepreneurial Development for Top Gun LA. The inaugural class is taking place Winter 2017.

415 Lisbon St., Suite 400, Lewiston, ME 04243 ▪ (207) 784-0161

Maine Department of Economic and Community Development (DECD) \$

www.maine.gov/decd ▪ *business.answers@maine.gov*

DECD is a group of more than two dozen experts whose broad mission is to help communities and businesses prosper through a variety of programs—including a business answers program—providing everything from targeted tax relief to community block grants to tourism marketing. DECD matches business needs such as site location, funding, marketing & workforce development with targeted resources.

59 State House Station, Augusta, ME 04333-0059 ▪ (800) 872-3838, (207) 624-9800

Maine Rural Development Authority (MRDA) \$

www.mainerda.org ▪ *info@mainerda.org*

The Maine Rural Development Authority was established 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. MRDA can act as a lender or investor where economic needs are not supported by private investment.

59 State House Station, Augusta, ME 04333-0059 ▪ (207) 624-9804

Midcoast Economic Development District (MCEDD)

www.mceddme.org ▪ *info@mceddme.com*

The Midcoast Economic Development District (MCEDD) is a municipally lead economic and community development organization. MCEDD serves all of Sagadahoc, Lincoln and Knox Counties, the towns of Brunswick and Harpswell in Cumberland County and the towns of Lincolnville, Searsmont, Belmont and Northport in Waldo County.

165 Main St., Suite 2D/PO Box 62, Damariscotta, ME 04543 ▪ (207) 370-6045

Midcoast Regional Redevelopment Authority (MRRRA)

www.mrra.us

The Midcoast Regional Redevelopment Authority (MRRRA) is a public municipal corporation by State law (not a local unit of government) established by the Maine State Legislature to implement the Reuse Master Plans for both Naval Air Station Brunswick and Topsham's Annex as they have been set forth by both the Brunswick Local Redevelopment Authority and the Topsham Local Redevelopment Authority.

15 Terminal Rd., Suite 200, Brunswick, ME 04011 ▪ (207) 798-6512

Northern Maine Development Commission \$

www.nmdc.org

Northern Maine Development Commission is a membership organization comprised of participating communities and counties in the Northern Maine Economic Development District. NMDC serves the northern Maine region with effective regional community planning and economic development and provides federal and state services at the regional and local levels.

PO Box 779, 11 West Presque Isle Rd, Caribou, ME 04736 ▪ (207) 498-8736

Pine Tree Development Zones

www.maine.gov/decd/start-grow/pine-tree/

The Pine Tree Development Zone (PTDZ) program is a program of the Maine State Government that offers eligible businesses the chance to greatly reduce or virtually eliminate state taxes for up to ten years when they create new, quality jobs in certain business sectors or move existing jobs in those sectors to Maine.

DECD, 59 State House Station, Augusta, ME 04333-0059 ▪ (207) 624-9800

Scarborough Economic Development Corporation

www.sedcomaine.com ▪ hello@sedcomaine.com

The Scarborough Economic Development Corporation (SEDCO) supports economic and business development to improve the quality of life in Scarborough by expanding the town's tax and employment base. SEDCO provides assistance to businesses in Scarborough including information about federal and state financial programs, commercial lenders, and non-profit and for-profit resources which can help provide funding for starting or growing a business.

360 Route One, Suite 204, Scarborough, ME 04074 (physical) ▪ PO Box 550, Scarborough, ME 04070 (mailing) ▪ (207) 883-4893

Southern Maine Planning and Development Commission (SMPDC)

www.smrpc.org ▪ info@smrpc.org

The primary mission of the Economic Development Administration at SMPDC is to assist in strengthening local and regional economies in partnership with municipalities and the County Government. Some of this work is completed solely within the organization and a significant amount of it is completed through local, regional, state and federal partnerships.

110 Main St., Suite 1400, Saco, ME 04072 ▪ (207) 571-7065

Sunrise County Economic Council (SCEC) \$

www.sunrisecounty.org

The Sunrise County Economic Council (SCEC) initiates and facilitates the creation of jobs and prosperity in Washington County, Maine by working with a consortium of community-minded businesses, not-for-profit organizations, municipalities, and citizens.

53 Prescott Dr., Suite 3, Machias, ME 04654 ▪ (207) 255-0983

Western Maine Economic Development Council (WMEDC)

www.wmedc.org ▪ info@wmedc.org

Through collaboration with a variety of public, nonprofit and private partners, WMEDC acts as a catalyst for economic growth that contributes to the quality of life and overall prosperity of Oxford County's business community and 36 municipalities.

17-19 Market Square, South Paris, ME 04281-1533 ▪ (207) 739-6545

Conferences & Events

Big Gig

www.biggig.org ▪ info@biggig.org

Big Gig is the network for innovators and entrepreneurs in Orono, Old Town, Bangor and beyond. Big Gig sponsors five networking events and pitch-offs each year with cash prizes. January 17 in Old Town, March 31 in Bangor, April 18 in Orono.

(207) 581-1427

Downeast Business Conference

www.ellsworthchamber.org/chamber-programs/business-conference

The Downeast Business Conference is an annual regional conference on small business and entrepreneurship taking place in November.

Ellsworth Chamber of Commerce, 163 High Street, Ellsworth, ME 04605 ▪ (207) 667-5584

E2Tech Expo

www.e2tech.org ▪ info@e2tech.org

The Environmental & Energy Technology Council of Maine (E2Tech) holds an annual one-day conference with national, regional, and state leaders in the energy, environmental, and clean technology sectors. The theme of the Expo changes from year to year, but the content and networking are valuable for Maine's innovation and entrepreneurial community.

PO Box 8517, Portland, ME, 04104 ▪ (207) 956-1970

Envision Maine Summit

www.envisionmaine.org/summit ▪ summit@envisionmaine.org

Envision Maine is a grassroots organization that works to convene people around the state to focus on critical issues that are shaping Maine's future. The organization focuses primarily on how to grow Maine's next economy in a way that preserves our small town and small business character. It also works to build public and political support for the state's innovators and entrepreneurs. 'A Summit on Rural Maine's Next Economy' will take place on February 10.

PO Box 231, South Freeport, ME 04078 ▪ (207) 865-9511

GrowSmart Maine Annual Summit

www.growsmartmaine.org ▪ info@growsmartmaine.org

GrowSmart Maine's vision is to build lasting prosperity without sacrificing the quality of life that defines Maine. The Summit offers the opportunity to be a part of the transformative change in Maine that these gatherings produce. Attendees are inspired to consider the value of being actively involved in growing Maine's economy and protecting the reasons we choose to live here. Each fall the Summit takes place in a featured community and explores fresh and relevant issues for Maine.

177 Water St., Gardiner, ME 04345 ▪ (207) 699-4330

House of Genius

www.houseofgenius.org/location/maine ▪ maine@houseofgenius.org

A monthly, invite-only event that allows two business presenters to share their business model and a key problem they are facing with a group of 10-12 attendees whose identities remain anonymous until the end. House of Genius is held the third Tuesday of each month.

Cloudport, 63 Federal St., Portland, ME 04101

LaunchPad (Gorham Savings Bank)

www.gorhamsavingsbank.launchpad.com ▪ launchpad@gorhamsavingsbank.com

Gorham Savings Bank's LaunchPad program helps fund the growth of early-stage Maine businesses by providing the resources needed for them to reach the next level. Finalists are selected from an applicant pool to pitch to a panel of judges in front of a live audience to compete for a \$50,000 grant. The online entry form will open in March and the live LaunchPad event will take place on June 6 at the University of Southern Maine's Hannaford Hall.

64 Main St., Gorham, ME 04038 ▪ (207) 839-4796

MEREDA (Maine Real Estate & Development Association) Real Estate Forecast Conference

www.mereda.org ▪ info@mereda.org

MEREDA's annual Real Estate Forecast Conference is geared towards developers, brokers, architects, and other commercial real estate professionals. It is a valuable opportunity to learn about emerging trends across the state. The Conference takes place every January.

(207) 874-0801

Maine Startup and Create Week

www.mainestartupandcreateweek.com ▪ mainestartupandcreateweek@gmail.com

Maine Startup & Create Week is a conference held in Portland, Maine that celebrates innovators, entrepreneurs, and startups. The week is designed to showcase Maine's vibrant, growing startup community to the greater Maine community and to visiting guests from around the country. The next MSCW conference will be held June 19-23.

MaineBiz Momentum Convention

www.mainebiz.biz ▪ rroy@mainebiz.biz

The Momentum Convention is a day of networking, learning and inspiration for Maine's business community, which takes place each November at the Augusta Civic Center.

48 Free St., Portland, ME 04101 ▪ (207) 761-8379

MTI Tech Walk

www.mainetechnology.org/make-connections ▪ info@mainetechnology.org

MTI's annual TechWalk celebrates Maine's burgeoning innovation economy. The event showcases MTI's many successful technology-based companies, from long-established

Maine companies to exciting new startups. TechWalk 2017 will be held June 21 in Portland during Maine Startup and Create Week.

8 Venture Ave., Brunswick Landing, Brunswick ME 04011 ▪ (207) 582-4790

PopTech

www.poptech.org

PopTech is a global community of innovators who are working together to expand the edge of change, and come together in Camden each year. The 2017 PopTech will take place October 19-21, 2017.

PO Box 1405, Camden, ME 04843 ▪ (207) 230-2425

PubHub Maine

www.pubhubmaine.com

PubHub is a monthly networking event for entrepreneurs, startups, and the business professionals who support them. Each month features a guest speaker who shares insight into his or her entrepreneurial journey. Free pizza and beer. Held the first Wednesday of each month.

TEDxDirigo

www.tedxdirigo.com ▪ adam@thetreehouseinstitute.org

TEDx is a program of local, self-organized events that bring people together in the spirit of ideas worth spreading. TED Talks video and live speakers combine to spark deep discussion and connection in a small group. In the same spirit of the state motto, TEDxDirigo leads the way with ideas from Maine's brightest innovators and change makers. TEDxDirigo will take place in November.

c/o Treehouse Institute, 41 York St., Portland, ME 04101

Behind the Guide

Susan Morris is Principal of NewHeight Group, a Portland-based real estate development and services firm committed to creating high-quality live/work/play spaces while simultaneously striving to build community, enhance economic development, and support the arts.

Following her early career, working for global corporations and owning businesses, Susan moved to Maine in 2003. It didn't take long for her to become increasingly intrigued by the potential of startups and small businesses to grow Maine's economy.

In 2013, Susan decided to learn everything she could about what ecosystem existed to support entrepreneurs in Maine. Discovering there were many available but unknown resources, Susan drafted the first Guide to Entrepreneurship to help people "connect the dots" in Maine. Her guide then became part of A Guide to Resources for Maine Entrepreneurs produced by Maine Development Foundation's Leadership Maine Chi class in 2015.

Susan has actively engaged in Maine's entrepreneurial ecosystem and helped launch several programs through organizations such as Maine Startup and Create Week, House of Genius, Greenlight Maine, Maine Angels, MCED/Top Gun, Envision Maine, Women Standing Together, and Creative Portland's 2 Degrees Portland.

Liz Seward is a creative project manager who works with small teams and individuals to execute branding and marketing projects. She moved to Portland in 2015 after many years in New York City working with New York Road Runners as their Creative Services Director. Susan was one of the first people she met after moving in, thanks to 2 Degrees Portland, and the two hit it off. From there, it was only a matter of time before she became engaged in "entrepreneurs and startups" scene.

Liz has been a panelist for House of Genius and worked with the Marketing Committee for Maine Startup and Create Week 2016. She runs her own consulting business and coaches youth rowing in Yarmouth. When Susan proposed updating this guide, she jumped at the chance to dive even deeper into the subject and make it easier for other people to find out about all the great resources available to entrepreneurs here in Maine.

Entrepreneur's Calendar 2017

January 17	Big Gig in Old Town biggig.org
January 19	MEREDA (Maine Real Estate & Development Association) Real Estate Forecast Conference mereda.org
February 10	Envision Maine Summit envisionmaine.org/summit
March 21	Big Gig in Bangor biggig.org
March 31	Realize Maine Statewide Summit mdf.org/realizemaine
Spring	Maine Downtown Center's Annual Conference mdc.org
April 18	Big Gig in Orono biggig.org
June 6	LaunchPad Finale gorhamsavingsbank.launchpad.com
June 15	SCORE Success Luncheon scoremaine.org
June 19-23	Maine Startup & Create Week mainestartupandcreateweek.org
June 21	MTI Tech Walk mainetechnology.org/make-connections
September 22	Maine Development Foundation's Annual Convention mdf.org
October 6	Maine Manufacturing Extension Partnership Annual Awards mainemep.org
October 19-21	PopTech poptech.org
November	Downeast Business Conference ellsworthchamber.org
November	E2 Tech Summit e2tech.org
November	MaineBiz Momentum Convention mainebiz.biz
November	TEDxDirigo tedxdirigo.com
Bi-monthly	2 Degrees Portland liveworkportland.org
Monthly	Eggs & Issues portlandregion.com
Third Tuesdays	House of Genius houseofgenius.org/location/maine
Monthly	Maine Women's Network mainewomensnetwork.com
Monthly	MCED's Lunch & Learn mced.biz
First Wednesdays	Pub Hub pubhubmaine.org
Bi-monthly	Women Standing Together womenstandingtogether.org

Additional Sources for News and Events

Maine Startups Insider	mainestartupsinsider.com
MaineBiz	mainebiz.biz