

Annual Report



2020-21

Letter from the Executive Director

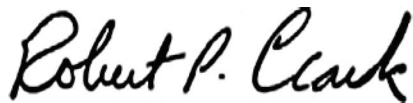
Without question the 2020-21 fiscal year has been one of the most taxing periods in our region's history. The closing of the border, lost business opportunities, quarantines, lock downs, and a sense of not knowing due to the pandemic lead to personal and professional stress. In this annual report, I want to highlight some of the ways NMDC staff has helped alleviate some of that stress by leveraging state and federal programs to help the business community.

During the past year, NMDC has established partnerships with different levels of state government to provide pandemic assistance grants to more than 1,500 businesses and nonprofits. Seeing an opportunity to greater assist the business community, NMDC scrambled to become a Paycheck Protection Program lender through our Community Development Financial Institution designation. That decision helped over 200 businesspeople without strong ties to traditional banks and credit unions. Business counselors and loan officers at NMDC spent hundreds of hours walking applicants through the process of applying for assistance and as you'll see in the pages of this annual report, those efforts paid off significantly for Aroostook and Washington counties.

In addition to tackling the pandemic head on, NMDC continued to provide land use planning, tourism marketing, government contracting assistance and entrepreneurial development during the pandemic, even though our methods of engaging clients changed dramatically, thanks to Zoom and other videoconferencing platforms.

Northern Maine Development Commission envisions a treasured place with a vibrant quality of life and a thriving economy. The NMDC mission is to strengthen economic resilience for all communities in Aroostook and Washington counties through impact financing, technical assistance and collaborative planning.

Information on some of these efforts can be found within these pages, further information is always available by contacting the dedicated staff at NMDC. We continually look to develop new programs to meet your future needs. This is only possible because of your involvement with, and support for, NMDC's programs and services. From all of us at NMDC, thank you.



Robert P. Clark
NMDC Executive Director



**Northern
Maine
Development
Commission**

Working for Northern Maine's future, today.

Northern Maine Development Commission

The Northern Maine Development Commission (NMDC) is a membership organization comprised of participating communities and counties in the Aroostook-Washington Economic Development District.

NMDC provides federal and state services at the regional and local levels. NMDC also provides management and support for Aroostook County Tourism (ACT), Aroostook Municipal Association (AMA), and Aroostook Partnership (AP).



Designations

NMDC maintains these designations to ensure northern and eastern Maine are eligible to participate in the many federal and state programs designed to benefit the region's businesses and communities.

Rural Empowerment Zone
and USDA Great Region
(US Department of Agriculture)



Small Business Development Center and Northern Border Regional
Commission Designated Local Development District



**Northern Border
Regional Commission**

Economic Development District
(US Department of Commerce Economic
Development Administration)



Community Development Financial Institution

Micro Enterprise Development Organization



Maine Dept. of Ag, Conservation and Forestry
and Regional Planning Commission
(State of Maine)



Committed to the future of rural communities.

Intermediary Lender
(Rural Development and US Small Business Administration)
(FAME, Finance Authority of Maine)



Procurement Technical Assistance
Center
(Department of Defense,
Eastern Maine Development Corporation)



US Census Data Center Affiliate
(US Census Bureau)



NMDC Executive Board

Officers:

Gary Picard – Chair– Madawaska
Sandra Fournier – VC – Mapleton
Norm Fournier – Treasurer - Wallagrass
Nancy Troeger- Secretary - Van Buren

Members:

Marian Anderson - Houlton
Mitch Butler - Fort Fairfield
Jim Gardner – Easton
Michelle Bernier – St. Agatha
Deb Bivighouse - Patten
Kelly Garrison – Mars Hill

Denis Gagne - Bridgewater
Diane Hines - Hammond
Max Lynds - Littleton
Penny Thompson - Caribou
Cyr Martin - Ashland
Steve Pelletier - St. John Plantation
Suzie Paradis - Fort Kent
Galen Weibly - Presque Isle
Patricia Sutherland - Chapman
Donna Turner - Washburn
Lana Voisine - Wallagrass

Aroostook County Representatives
Martin Dionne
Clarissa Sabattis

Northern Maine Development Commission

Business Finance Numbers

- 429 Paycheck Protection Program loan originations
 - * Amounting \$5,783,458.00
- 83 non-PPP NMDC loan originations
 - * 75 individual loan clients
 - * Amounting \$5,946,382

NMDC Business Advising Numbers

- \$11,677,234 capital infusion
 - * Created \$97 in loan or grant funding per every \$1 of State investment (\$120,000)
 - Retained 242 jobs

Northern Maine Development Commission

Grant Numbers

- Maine Economic Recovery Grant: \$19,726,430
- COVID-19 CDBG: \$1,041,150 (108 applications in Phase 1, 118 applications in Phase 2)

The goal of the Business Finance Division is to create new jobs, retain existing jobs, and promote economic development for northern and eastern Maine. Staff members work with businesses, local banks, credit unions, state and federal agencies, and other public and private funding sources to assist businesses with their financial needs. For more information contact, (207) 493-5766.

Northern Maine Development Commission



SBDC Advising

227 businesses provided assistance

Non-SBDC NMDC business advising/assistance:

184 businesses provided assistance

NMDC Grant Awards

\$6,143,100

Total NMDC Capital Infusion 3/2020-6/2021: \$36,174,654



SBDC Counselor Jared Tapley delivers a Maine Economic Recovery Grant to Houlton business owner, Peter Ledger.

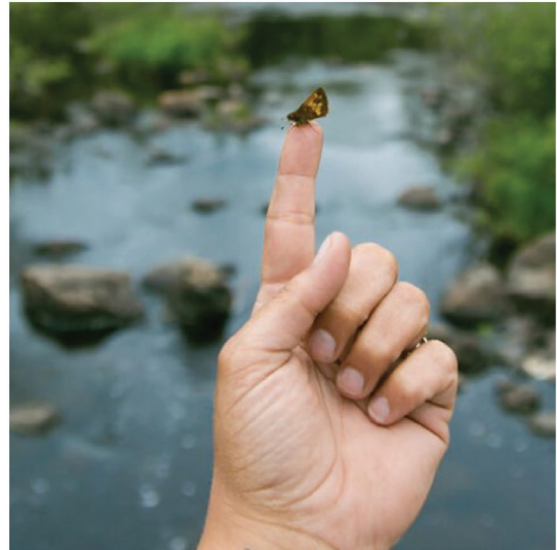
NMDC is home to Aroostook County Tourism. Aroostook County Tourism is dedicated to improving the economy of northern Maine through its tourism efforts. Working under the brand Aroostook “the Crown of Maine”, ACT promotes some of the region’s greatest assets like its pristine beauty, diverse culture, storied history and warm, hospitable people to potential visitors from around the world. Funding for ACT is provided in part through a grant from the Maine Office of Tourism.

DIRECT SPENDING

Visitors who took a trip to Aroostook County in 2020 spent

\$76,736,700

in the region on accommodations, restaurants, groceries, transportation, attractions, entertainment, and shopping



JOBS SUPPORTED

The total economic impact of tourism in Aroostook County supported

1,400

jobs in 2020



Procurement Technical Assistance Center (PTAC)

Maine PTAC is part of a nationwide network of Procurement Technical Assistance Centers, or PTACs. We work with Maine-based companies that are interested in selling their products and/or services to local, state, or federal government agencies.

Client Activity:

- NMDC has 173 active clients in Aroostook County
- We also service an additional 16 clients in the greater Millinocket/northern Penobscot County area
- In PY 21, services to our clients included:
 - 610 individual counseling sessions
 - Assisted 105 unique clients
 - Added 15 new clients to the program
 - Provided 782 hours of counseling time
 - Assisted 3 companies in becoming SBA HUBZone Certified
 - Conducted/participated in 14 workshops in Aroostook County, Millinocket area and via Zoom.
- Recorded \$16,500,000 in contract Awards for Aroostook County and Millinocket area small businesses, both primary and subcontracting Awards. These contracts included federal, state, and local agencies.

Scenic Byway Development



In 2020-21, NMDC staff worked to secure national scenic byway status for the Katahdin Woods and Water Byway and the above, St. John Valley/Fish River Byway. The St. John Valley/Fish River Byway is approximately 134-miles long and was designated for its cultural intrinsic resources.

Northern Maine Development Commission

Statement of financial position for fiscal year ending June 30, 2021

ASSETS		LIABILITIES AND NET ASSETS	
CURRENT ASSETS		CURRENT LIABILITIES	
Cash	\$4,558,969	Accounts Payable	\$49,326
Accounts Receivable	\$38,427	Accrued Expenses	\$300,306
Grants & Contracts Receivable	\$400,385	Deferred Revenues	\$85,304
Current Portion of Notes Receivable	\$2,475,094	Line of Credit	
Prepaid Expenses	\$22,495	Current Portion of Long-term Debt	\$5,004,436
Deferred Cost Pool	\$48,544	Total Current Liabilities	\$5,439,372
Interest Receivable	\$54,078		
Total Current Assets	\$7,598,003	Long-Term Liabilities	\$4,656,257
NOTES RECEIVABLE, net of current portion	\$12,784,642	TOTAL LIABILITIES	\$10,095,629
FIXED ASSETS		NET ASSETS	
Land & Building	\$621,476	Unrestricted	\$3,309,585
Furniture & Fixtures	\$522,287	Temporarily Restricted	\$7,720,683
Building Improvements	\$1,107,052	Total Net Assets	\$11,030,268
Total Fixed Assets	\$2,250,815	TOTAL LIABILITIES & NET ASSETS	\$21,125,897
Less accumulated depreciation	-\$1,824,161		
Net Fixed Assets	\$535,607		
Capital Access Reserve Account	\$316,598		
TOTAL ASSETS	\$21,125,897		

Northern Maine Development Commission

Statement of activities for fiscal year ending June 30, 2021

	Total
REVENUES, GAINS AND OTHER SUPPORT	
Federal & State Grants	\$25,865,766
Foundation/Donation Income	\$2,776,450
Municipal Dues	\$137,126
County Dues	\$22,193
Contracted Income	\$57,115
Loan Administration Funds	\$633,046
Interest Earned on Loans	\$450,273
Financial Services	\$37,324
Other Income	\$1,905,037
Interest Savings	\$3,428
Pass Thru Funds	\$102,608
NMDC Cash Contributions	\$278,448
In-Kind Contributions	\$153,246
TOTAL REVENUES, GAINS AND OTHER SUPPORT	\$32,422,060
EXPENSES AND LOSSES	
Community Fund	\$4,357,387
Revolving Loan Funds	\$462,067
Other Grants	\$22,580,176
TOTAL EXPENSES AND LOSSES	\$27,399,629
INCREASE (DECREASE IN NET ASSETS)	\$5,022,430
NET ASSETS - JULY 1, 2020	\$6,007,837
NET ASSETS - JUNE 30, 2021	\$11,030,267

NMDC Staff

Administration



Robert Clark
Executive Director



Mary Dahlgren
Finance Director



Judy Dinsmore
Office Manager

Planning and Economic Development Division



Jay Kamm
Senior Planner



Joella Theriault
Community Development
Specialist



Jon Gulliver
Director of Investor &
Community Relations

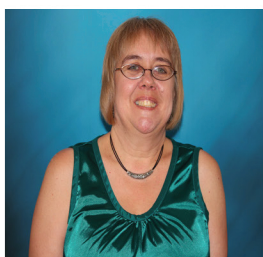


Dana Delano
PTAC Counselor



Jacob Pelkey
Tourism Developer

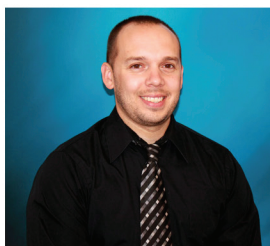
Business Finance Division



Julie Corey
Loan Officer /
Closing Agent



David Spooner
Business Development
Dir./Loan Officer



Josh Nadeau
Loan Officer



Brandon McDonald
SBDC Counselor



Ken LeTourneau
Business Counselor



Brandon Hussey
Portfolio Manager



Jared Tapley
SBDC Counselor

Federal, State and Foundation Partners



Local and Regional Partners



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