

MAINE WORKING WATERFRONT BUSINESS RESOURCES

January 2024

Statewide Financial Resources:

FAME Direct Loan

Most commonly, the FAME Direct Loans are less than \$500,000. If the improvements the business is seeking to make demonstrate substantial public benefit, however, a larger amount may be available, with five-year terms for any amount and 2% above *Wall Street Journal* Prime as the fixed rate. This rate may be lowered depending on the deal in question. Please see the Direct Loan Application:

www.famemaine.com/wp-content/uploads/2015/06/FAME_DirectLoan-W.pdf

Maine Technology Institute (MTI)

MTI supports new technology related products and services that will create high-quality jobs for Maine people. It's possible that MTI can be helpful in supporting new investments in equipment, engineering, or tooling necessary to pursue a new and innovative product or market. Businesses should begin the MTI process by creating a new account at www.mainetechnology.org. Then select the "Ready to Start" link. After creating an account, MTI staff will contact you directly. MTI can offer \$25,000 to \$100,000 in grant funding and up to \$500,000 in low-cost debt.

Domestic Trade Programs

Seafood and aquaculture businesses may be eligible for the domestic trade program for market expansion activities excluding equipment purchases. The focus is to support businesses with efforts to drive sales through sales channel support, trade shows, marketing strategy, technical assistance/capacity building, and other trade assistance. www.maine.gov/decd/domestic-trade/grants

Coastal Enterprises Inc. (CEI)

CEI and its subsidiaries offer business and project financing and technical support for a wide range of small business, community facilities, renewable energy, affordable housing and mixed used real estate projects and ventures. With flexible business financing, loans, investments, rates and terms, CEI is able to leverage its capital with banks and other sources. CEI offers short- and long-term financing from less than \$10,000 to greater than \$500,000. www.ceimaine.org/

Please note that CEI is not a State government entity, and we are not endorsing this organization or its legislative agenda.

Community Development Block Grant Program (CDBG)

Funding to local governments (except entitlement communities) to meet one of three national objectives: benefit to low- and moderate-income persons; prevention and

elimination of slum and blight conditions; and meeting community development needs having a particular urgency. Businesses may partner with municipalities to access funds.

- **CDBG Micro-Enterprise Assistance Grant Program:** Grants of up to \$10,000 to existing businesses to be used for working capital, purchase of inventory, supplies and equipment. Existing businesses that have **five or fewer employees**, one of whom owns the enterprise, and whose **household income is Low/Moderate as defined by HUD** will meet the project benefit. Request advising appointment with SBDC to review your eligibility for this program: www.mainesbdc.org/

U.S. Small Business Administration

- **SBA Lenders:** U.S. SBA backs loans from multiple lenders. At sba.gov/lendermatch, you can find lenders who may be interested in working with you.
- **U.S. Small Business Administration Microloans:** The SBA offers microloans of up to \$50,000 for small businesses. These loans come with technical assistance for the life of the loan, helping business owners navigate how to use and repay loan funds once they receive them. Funds can be used for working capital, inventory, supplies, furniture, fixtures, machinery, and equipment but cannot be used to pay existing debts or to purchase real estate. www.sba.gov/funding-programs/loans/microloans.

USDA Rural Development

The programs at USDA Rural Development serve population areas that are deemed rural based on population base. To determine if your project is in an eligible area based on population base, use the USDA eligibility tool here: <https://eligibility.sc.egov.usda.gov/eligibility/>

- **USDA Rural Development Authority's Business and Industry Guaranteed Loans:** USDA's Business and Industry Guaranteed Loans offers loan guarantees to lenders for their loans to rural businesses. This can be helpful if a company is considering a new project that might not be eligible for traditional bank financing. www.rd.usda.gov/programs-services/business-industry-loan-guarantees
- **U.S. Department of Agriculture: Rural Energy for America Program** The program provides guaranteed loan financing and grant funding to agricultural producers and rural small businesses for renewable energy systems or to make energy efficiency improvements. A USDA REAP grant may provide up to 50% of a project's cost, with a cap of \$1M. Combined grant and loan guarantee funding up to 75% of total eligible project costs. Applications close quarterly. Review program information and eligibility here: www.rd.usda.gov/programs-services/rural-energy-america-program-renewable-energy-systems-energy-efficiency/me

NOAA Fisheries Finance Program (FFP)

The Fisheries Finance Program (FFP) provides long-term fixed rate loans for the fishing and aquaculture industries. The FFP provides long-term fixed rate financing for the cost of:

- Refurbishing, modernization or purchasing of existing fishing vessels, fisheries facilities, or aquaculture facilities;
- Harvesting privileges in federally managed limited access systems (Catch Shares); &
- Individual fishing quota in the Northwest Halibut/Sablefish and Bering Sea/Aleutian Islands Crab Fisheries.

The FFP will also refinance existing debt incurred for these purposes. The FFP will not finance a vessel refurbishing project that materially increases a vessel's harvesting capacity. www.fisheries.noaa.gov/national/funding-and-financial-services/fisheries-finance-program

NOAA Capital Construction Fund Program

The purpose of the Capital Construction Fund Program is to improve the fishing fleet by allowing fishermen to accelerate their accumulation of funds with which to replace or improve their fishing vessels of at least 2 net tons with before-tax dollars. Under the program, the amount accumulated by deferring tax on fishing income, when used to help pay for a vessel project, represents the time value of deferred taxes on operating profit. The taxes are recovered by the U.S. Government by reducing the depreciable cost of the vessel. www.fisheries.noaa.gov/national/funding-and-financial-services/capital-construction-fund-program

NOAA Bycatch Reduction Engineering Program (BREP)

Funding opportunities through the Bycatch Reduction Engineering Program, known as BREP, for innovative solutions to fisheries bycatch challenges. Award maximum is \$200k towards eligible R&D activities. www.fisheries.noaa.gov/national/bycatch/bycatch-reduction-engineering-program

Region-Specific Financial Resources:

Island Institute: Coastal and Island Communities

Island Institute works to sustain Maine's island and coastal communities. They frequently offer grants and technical assistance to Maine's island and coastal businesses.

- Business Resilience Storm Response Grants: Grant awards of up to \$5,000 are available for working waterfront businesses that directly support fishing and aquaculture on islands, and in fishing dependent communities that were impacted by the storms on January 10th and 13th. Eligible applicants are for-profit businesses with shoreside infrastructure that supports multiple individuals or that plays a critical role in communities with demonstrable impact from these storms. For more information please contact Jeff Frank at brgrants@islandinstitute.org

Sunrise County Economic Council (SCEC): Washington County

SCEC oversees various gap-financing microloan programs for qualifying businesses. For more information on loan programs, visit: sunrisecounty.org/business/loan-programs/

- Down East Commercial Fisheries Fund: Created to invest in Washington County-based commercial fisheries and marine-related industries.
 - The first option is for higher-risk clients looking for loans of up to \$2,500. These clients usually would not qualify to borrow from banks. For these loans, DECFF acts as the primary lender and provides up to 80% of the loan request. The client would provide the remaining 20% from other sources.
 - The second option covers loans ranging from \$2,500 to \$10,000. It is set up to assist existing businesses that need financial assistance to grow, expand, hire and sustain their operations. DECFF provides up to 50% of the loan request with the client providing the remaining 50% from other sources.
- Sunrise Loan Fund: loan products are intended to provide gap-financing to Washington County businesses with an emphasis on job creation or retention.
- Grants for Unorganized Territories in Washington County: The TIF Program has a nature-based tourism grant, an economic development planning grant, and a County match grant. Businesses, individuals, and other organizations may apply for funding through these programs. www.sunrisecounty.org/business/grants/

Eastern Maine Development Corporation (EMDC): Hancock, Penobscot, Piscataquis, and northern Waldo Counties

As a Community Development Financial Institution (CDFI) and a US Small Business Administration (SBA) lender, Eastern Maine Development Corporation (EMDC) has loans ranging from \$500 to \$5.5 million that help start-up and existing small businesses statewide.

For more information on loan programs, please view the last page of this document.

Contact Vicki Rusbult, Senior Director of Administration, Compliance, & Development, VRusbult@emdc.org, 207-974-3238

MidCoast Council of Governments (MCOG): Sagadahoc, Lincoln, Knox, southern Waldo Counties & Brunswick

MCOG provides loans and assistance to businesses within its territory. Loan sources include MCOG's loan assistance pool, SSBCI, Federal Rural Development, the Small Business Administration and the Finance Authority of Maine (FAME). www.midcoastcog.com/loan-program

- Micro Loans: For small businesses looking for a loan under \$50,000 to expand your business, purchase equipment, or gain working capital.
- Gap Financing: If you have been accepted for a loan with a banking institution but still need to provide a match, we can provide a match up to \$200,000.

Greater Portland Council of Governments (GPCOG): Cumberland County

GPCOG manages several loan programs for local businesses, both big and small. The loan sizes range from \$10,000 to \$1,000,000. They often partner with banks to “close the gap” in loan requests and be a value component to businesses' capital stack. www.gpcog.org/422/Loan-Programs

Economic Recovery Implementation Hub – New Business Recovery Grants

The Economic Recovery Implementation Hubs include a New Business Recovery Grant program, these funds aim to financially support early-stage companies and entrepreneurs (opened or started after 1 January 2020) who were not be able to take full advantage of other economic recovery programs or have had additional challenges as the pandemic has continued to progress. These Hubs run autonomously, and some have already awarded their total program funding. Hubs covering coastal communities that are still accepting applications for New Business Recovery Grants are:

- Washington, Hancock, Penobscot, Piscataquis, north Waldo Counties: www.emdc.org/services/economic-recovery-hub/
- Midcoast region which includes all or parts of Sagadahoc, Lincoln, Knox, Cumberland, and Waldo counties: www.midcoastcog.com/new-business-recovery-program
- Cumberland County: www.gpcog.org/599/New-Business-Recovery-Grants
- York and southern Oxford Counties: www.smpdc.org/hubprogram

BUSINESS ASSISTANCE

SCORE Maine

SCORE provides free business mentoring for small businesses, including help with business planning, early-stage financing, and critical operational support. Mentors bring a wealth of experience from a variety of business backgrounds. www.scoremaine.org/

Maine Small Business Development Centers

Free, confidential, small business advising for Maine entrepreneurs on a wide range of topics including business planning, credit and financing, financial analysis, marketing and sales, and operations and management.

To register to meet with a business advisor at SBDC, visit this website: www.mainesbdc.org/

Maine Aquaculture Association (MAA)

MAA provides customized aquaculture business support services, community relations, permitting, financing, B2B connections, risk management plans and communications.

- Maine Aquaculture Financing Resources Manual – www.maineaqua.org/financing/

Maine Office of Business Development

If you need more assistance with these programs or have more questions about workforce, trade, and other resources, be sure to contact the Maine Office of Business Development. A business development specialist will meet with you to learn more about your business and determine if there are any resources that could be a fit. Contact Shae McGehee at Shae.McGehee@maine.gov.



EMDC
EASTERN MAINE
DEVELOPMENT
CORPORATION

DO YOU NEED A BUSINESS LOAN?

SBA 504 PROGRAM

What We Do:

- Term loans up to \$5 million
- Amortization up to 25 years
- Low fixed interest rates

Uses:

- Purchase of land, including existing buildings
- Improvements, including street improvements, utilities, parking lots and landscaping
- Construction of new facilities
- Purchase of long-term machinery and equipment

SBA 7(A) PROGRAM

What We Do:

- Term loans up to \$5 million
- Amortization up to 25 years
- Low or no down payment

Uses:

- Expansion/Renovation
- New construction
- Purchase land or buildings
- Purchase equipment
- Purchase fixtures
- Inventory
- Start-up Funds

RMAP

- Term loans up to \$50,000
- Funds used toward 75% of project
- Cannot be used for construction

FAME

- Term loans up to \$350,000
- 100% of total project for child care projects

EDA

- Term loans up to \$500,000
- Working capital, fixed assets, business acquisition, etc...

CDFI

- Term loans up to \$25,000
- Start-up costs, working capital, equipment, etc...

IRP

- Term loans up to \$250,000
- Funds used toward 75% of project
- Bank participating program

CONTACT US

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