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Created by Susan V. Morris



A Guide to Resources for
Maine Entrepreneurs



Startup Maine

A Guide to Resources for Maine Entrepreneurs

Greetings,

This guide is 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
- Libraries
- Networking & Advocacy
- State & Regional Economic Development
- Conferences & Events

The Maine Small Business Guide, published by the Small Business Administration (SBA), is another valuable resource for entrepreneurs and startups. It provides resources for all small businesses, including success stories, how-tos, and additional industry-specific resources.

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

As of 2019, this guide is produced in partnership with Startup Maine. Both an organization and an annual flagship conference, Startup Maine has evolved out of a group of doers, founders, and community members coming together in 2014. It provides cutting-edge content, opportunities for applied learning, and the potential for plenty of collaborative collisions.

If you have edits, additions, or ideas, please email me at susan@susanvmorris.com or Startup Maine's Katie Shorey at katie@startupmaine.org. You are welcome to share the guide as a resource on your website.

We wish you 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!

Susan V. Morris

Entrepreneur. Strategist. Connector.

susan@susanvmorris.com

202-257-9241

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Training, Technical Assistance & Mentoring

Advanced Manufacturing Center at University of Maine (AMC)

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. It recently added the Center for Additive Manufacturing of Metals (CAMM) to assist with the development and 3D printing of metal products and tooling. The AMC assists with the research, development, and commercialization of the latest manufacturing products and processes, and provides an advanced engineering approach to solve a wide range of manufacturing problems—saving cost and time.

The AMC specializes in the following areas: product development and prototyping, 3D laser scanning, 3D plastic and metal printing, CAD/CAM and CNC machining, product commercialization, process system design and integration, on-going operational support and training, student intern training, and product evaluation and testing.

5796 AMC Building, Orono, ME 04469 • (207) 581-2713

Coastal Enterprises, Inc. (CEI) \$

www.ceimaine.org • info@ceimaine.org

Coastal Enterprises Inc. provides loans and investments for small- and medium-sized businesses in Maine. CEI's business advisors are located throughout the state and offer support and technical advice with targeted programs for women, refugees or immigrants, fishermen, and sustainable agriculture entities.

30 Federal St., Suite 100, Brunswick, ME 04011 • (207) 504-5900

StartSmart

www.ceimaine.org/consulting/business-counseling-development/startsmart • startsmart@ceimaine.org

StartSmart is a free business development program for refugees and immigrants of CEI. It helps immigrants start or grow a business with expert advice regarding business concepts and plan, location choices, sources of financing, bookkeeping, marketing and advertising, financing, credit, loans, and legal and regulatory requirements.

CEI, 2 Portland Fish Pier, Suite 201, Portland, ME 04101 • (207) 775-1984

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 abusi-

ness. Advising services are free of charge and are offered in-person, over the phone, and online. There are locations throughout the state.

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

Foster Center for Student Innovation

www.umaine.edu/innovation • uminnovation@maine.edu

The Foster Center for Student Innovation provides individuals with the knowledge, tools, and inspiration to become innovators and entrepreneurs. It offers programs and events as well as access to one-on-one advising and coaching, credit courses in innovation, fun and inspirational seminars, and offices and meeting space for student companies and projects.

The center oversees the Innovate for Maine Fellows program, which connects the best and brightest Maine college students with Maine's most exciting, growing companies—growing and creating jobs across Maine through innovation and entrepreneurship.

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

Greater Portland Immigrant Welcome Center (IWC)

www.welcomeimmigrant.org • info@welcomeimmigrant.org

The Greater Portland Immigrant Welcome Center's co-working space enables immigrants to catalyze change in their communities. It supplements the capacity and capital of burgeoning immigrant initiatives and organizations, and provides an aspirational working space to be shared with aligned community stakeholders. The IWC provides industry-specific English language training in a digital language lab. It also offers training and technical assistance to immigrant entrepreneurs and conducts collaborative civic engagement campaigns.

24 Preble St., 3rd & 4th Floor, Portland, ME 04101 • (207) 517-3401

Harold Alfond Institute for Business Innovation

www.thomas.edu/academics/institute/entrepreneurs-and-businesses

The Harold Alfond Institute for Business Innovation provides a suite of resources and programming for individuals interested in taking their businesses to the next level. The institute provides a platform on which instruction, training, events, mentoring and access to talent are made available within the context of entrepreneurship and innovation.

Thomas College, 180 West River Rd., Waterville, ME 04901

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. It accomplishes this through a collaborative and complementary network of organizations and individuals propelling prosperity across Maine.

Maine & Company

www.maineeco.org

Maine & Company is a private, non-profit corporation that provides free and confidential consulting services to businesses looking to locate or grow in Maine. It assists in identifying and packaging programs for business expansion and relocation activities, including 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 Aquaculture Innovation Center (MAIC)

www.maineaquaculture.org • cdavis@midcoast.com

The Maine Aquaculture Innovation Center sponsors and facilitates innovative research and development projects involving food, pharmaceuticals, and other products from sustainable aquatic systems. It serves as a source of education and training, and encourages strategic alliances tasked with promoting the research, technology transfer, and commercialization of aquaculture research. MAIC also manages several aquaculture business incubators in partnership with the University of Maine.

193 Clarks Cove Rd., Walpole, ME 04573 • (207) 832-1075

Maine Center for Entrepreneurs (MCE)

www.mced.biz • info@mced.biz

The Maine Center for Entrepreneurs helps entrepreneurs reinvent the Maine economy by providing them with resources to build innovative world-class companies. Over the past 20 years, MCE has accelerated the growth of hundreds of companies and established the largest community of mentors in Maine. It offers training, advice, and connections.

MCE's programs include Top Gun (training & mentorship), Cultivator (food, beverage, and agriculture accelerator), workshop series, networking, and the Maine Mentor Network.

Cloudport, 63 Federal St., Portland, ME 04101

Cultivator

www.mced.biz/programs-services/cultivator • info@mced.biz

Cultivator is Maine's first Food, Beverage, and Agriculture Scale-up accelerator program. It partners with food, beverage, and agriculture businesses to overcome strategic challenges as they attempt to grow and scale. The program is for food, beverage, or agriculture companies who have a proven value-added product and scalable business model, have achieved an annual revenue of \$500K or more, and are looking to grow and scale. Cultivator provides participants with hands-on strategic assessments and planning sessions, tailored

professional resources, and access to interactive development forums—all at an affordable cost. Cultivator is a program of MCE.

63 Federal St., Suite 7, Portland, Maine 04101

Top Gun

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

The Top Gun program is designed to accelerate entrepreneurial development. The statewide, five-month program combines mentoring with high-impact weekly, regional gatherings. Top Gun classes are hosted in Portland, Orono, Rockland, and Lewiston/Auburn. Top Gun is a program of MCE.

Cloudport, 63 Federal St., Portland, ME 04101

Maine Development Foundation (MDF)

www.mdf.org • mdf@mdf.org

The Maine Development Foundation 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. Programs include Leadership Maine and the ICL Leadership Intensive.

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

Next Step Maine Employer's Initiative (NSMEI)

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

Next Step Maine Employer's Initiative is a program of the Maine Development Foundation working in collaboration with businesses, community members, and educational partners across Maine to enhance the educational attainment of Maine's employees. NSMEI provides Maine's public and private employers with technical assistance and resources. It also offers employees training opportunities for educational support services, 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

Maine International Trade Center (MITC)

www.mitc.com • info@mitc.com

The Maine International Trade Center'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 state-wide resource for manufacturing in Maine. Maine MEP offers one-stop services for all manufacturing needs including Lean Manufacturing, Quality Management Systems, Plant Layout, and prototyping and design work.

The team leverages a vast array of public and private resources and contractors to assist Maine manufacturing companies in achieving their goals.

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

Maine Procurement Technical Assistance Center (PTAC)

www.maineptac.org • maineptac@emdc.org

Maine Procurement Technical Assistance Center is part of a nationwide network of PTACs working with Maine-based companies interested in selling their products and/or services to local, state, or federal government agencies as prime contractors or subcontractors. Maine PTAC's experienced counselors provide a wide range of services to assist clients marketing to government agencies and government prime contractors.

EMDC Southwest, 403 Hallowell Rd., Pownal, ME 04069 • (207) 653-8625

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

NMDC North, 11 West Presque Isle Rd., Caribou, ME 04736 • (207) 521-1713

EMDC Midcoast, c/o TechPlace, 74 Orion St., Brunswick, ME 04011 • (207) 951-0644

SCEC Downeast, 7 Ames Way, Machias, ME 04654 • (207) 255-0983

Maine Quality Centers at Maine Community College System

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

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; the staff can help design programs that deliver training when and where it is needed.

323 State St., Augusta, ME 04330 • (207) 629-4030

Maine Small Business Development Center (SBDC)

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

Maine Small Business Development Center provides free business advising to entrepreneurs looking to start, manage, grow, or exit their businesses.

Certified business advisors located throughout Maine advise on a variety of topics and can help entrepreneurs achieve their business goals. Maine SBDC also offers in-person and online educational workshops, and has key resources and templates available on the website.

55 Exeter St., PO Box 9300, Portland, ME 04104 • (207) 780-4949

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 04101 • (207) 747-4406

New Ventures Maine

www.newventuresmaine.org • info@newventuresmaine.org

New Ventures Maine is a training, advocacy, and assistance organization providing free support, guidance, and tools to build careers, start businesses, 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. There are satellite centers statewide.

(207) 621-3440 and (800) 442-2092

SCORE Maine

https://portlandme.score.org • scoremaine@gmail.com

The national SCORE Association is a not-for-profit organization with 300 chapters and 10,000 volunteer mentors throughout the United States. SCORE Maine's 121 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 Floor, Portland, ME 04101 • (207) 772-1147

Scratchpad Accelerator \$

www.scratchpadaccelerator.com • jason@scratchpadaccelerator.com

A premier seed-stage accelerator, Scratchpad helps startups scale up quickly while building a vibrant mentor network and increasing visibility among investors. Located in Bangor, Maine, Scratchpad works to dramatically decrease the amount of time companies take to raise capital and also helps teams improve learning cycles.

Small Business Administration Maine (SBA)

www.sba.gov/me

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

The U.S. Small Business Administration offers the Emerging Leaders Program, which is geared towards meeting the needs of executives of small businesses poised for growth in emerging markets. Emerging Leaders is an intensive executive-level series intended to accelerate the growth of high-potential small businesses in America's underserved cities. Small business owners selected for the free intensive program receive up to 100 hours of classroom time and have opportunities to work with experienced coaches and mentors, attend workshops, and develop connections with peers, local leaders, and the financial community.

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

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, as well as assistance for starting small, home-based food businesses.

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

UpStart Maine

www.upstartmaine.org • innovation@upstartmaine.org

UpStart Maine is a non-profit bringing together all of the Bangor region's entrepreneurial programs to support entrepreneurship from the earliest networking and idea formation stage through incubation and acceleration. It serves as a unified voice in promoting innovation-driven enterprise in the Greater Bangor Region, and does joint outreach, recruiting, and fundraising.

Founding programs include Big Gig, a business pitch competition, Top Gun (Bangor), an entrepreneurial accelerator, ScratchPad, a smaller, more intensive seed accelerator, and the UpStart Center for Entrepreneurship, a business incubator for scaleable start-up companies.

20 Godfrey Dr., Orono, ME 04473 • (207) 866-2406

Women Standing Together (WST)

www.womenstandingtogether.org • info@womenstandingtogether.org

Women Standing Together 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

Financing & Capital

Black Point Group \$

www.blackpointgroup.com • info@blackpointgroup.com

Black Point Group is a private investment partnership focused on long-term value creation via active involvement in public and private growth companies. The partnership seeks to leverage its 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 invests in small-cap growth equity companies in health care and tech-enabled business services. 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

Coastal Enterprises, Inc. (CEI) \$

www.ceimaine.org • info@ceimaine.org

Coastal Enterprises Inc. provides loans and investments for small- and medium-sized businesses in Maine. CEI's business advisors are located throughout the state and offer support and technical advice with targeted programs for women, refugees or immigrants, fishermen, and sustainable agriculture entities.

30 Federal St., Suite 100, Brunswick, ME 04011 • (207) 504-5900

Community Concepts Finance Corporation (CCFC) \$

www.ccfcmaine.org • info@ccfcmaine.org

Through collaboration with a variety of public, nonprofit, and public partners, Community Concepts Finance Corporation 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. CCFC aims to empower entrepreneurs and businesses by providing access to capital and business development services that include counseling and educational programming.

CCFC invests in existing and 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 character of the individual in addition to conventional credit worthiness.

17 Market Sq., South Paris, ME 04281 • (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, both 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 and (207) 623-3263

Libra Future Fund (LFF) \$

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

The Libra Future Fund was established in February 2005 through a grant from the Libra Foundation. Created to capitalize on the energy and creativity of Maine's young people, it combats youth out-migration by supporting initiatives that increase the number of Maine-based professional opportunities.

The Libra Future Fund awards grants to individuals to promote economic development or create job opportunities in Maine. Projects should provide the applicant with substantial professional or educational experience. LFF offers free office space for Maine start-ups for one year.

c/o Libra Foundation, Three Canal Plaza, PO 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.

Bangor Angels is associated with Maine Angels but raises its own funds.

Maine Community Foundation (MCF) \$

www.mainecef.org • info@mainecef.org

Maine Community Foundation is a statewide nonprofit that works with donors and other partners to improve the quality of life of all Maine people. As part of a strategic plan adopted in 2017, MCF has launched an initiative to help ensure that all entrepreneurs and innovators in Maine have the opportunity to bring their big ideas to life. The foundation has more than two dozen compet-

itive grant programs, including grants to expand high speed internet access and digital equity—and spur innovation in Downeast Maine.

The foundation helps to convene partners, conduct research, and sponsor events to drive innovation and strengthen Maine’s entrepreneurial ecosystem.

245 Main St., Ellsworth, ME 04605 and 50 Monument Sq., 6th Floor, Portland, ME 04101 • (207) 761-2400

Maine Technology Institute (MTI) \$

www.mainetechnology.org

The Maine Technology Institute is an industry-led, publicly funded, nonprofit corporation. It 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 Venture Fund invests 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 contributes to the prosperity of Maine.

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

MainStream Finance \$

www.mainstreamfinance.org

MainStream Finance is a nonprofit, economic development organization providing micro and small business loans to entrepreneurs with limited access to the financing that is often unavailable from traditional financial institutions.

Available throughout the state, MainStream focuses on Eastern and Midcoast Maine. It specializes in small startup loans and larger “gap financing” subordinate loans when new owners lack the equity needed to buy a business from a retiring owner. MainStream also provides one-on-one advice and business classes to new and established entrepreneurs.

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

North Atlantic Capital \$

www.northatlanticcapital.com • info@northatlanticcapital.com

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

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

Slow Money Maine \$

www.slowmoneymaine.org/nsp • info@slowmoneymaine.org

Slow Money Maine's mission is to build a diverse network of individuals, philanthropists, businesses, nonprofits, and government entities that are focused on investing in farms, 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. No Small Potatoes Investment Club 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

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 like internet connectivity, research support, 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. Although there are many libraries in Maine, the two below are particularly well-staffed and oriented toward business-minded patrons.

Maine State Library (MSL)

www.maine.gov/msl

The Maine State Library (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

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 specific information needs.

5 Monument Sq., Portland, ME 04101 • (207) 871-1700

Networking & Advocacy

Association of Consulting Expertise (ACE)

www.consultexpertise.com • info@consultexpertise.com

The Association of Consulting Expertise is a nonprofit association of independent consultants. It 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 consultants' professional development, 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 the City of Portland's official nonprofit agency whose mission is to support the creative economy through the arts. It provides resources such as arts showcases (such as the CP Gallery and First Friday Art Walk) and professional development, fosters partnerships and provides fiscal sponsorships, and collectively markets Portland's artistic talents (such as the Arts in the Chamber series and creative bus shelter initiative) and cultural assets.

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

2 Degrees Portland

www.2degreesportland.com • info@creativeportland.com

2 Degrees Portland is a Creative Portland program in partnership with Live + Work in Maine. A welcome wagon and network for creatives, it is open to all newcomers and connectors who lovingly promote Portland's lifestyle and creative opportunities.

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

E2Tech

www.e2tech.org • info@e2tech.org

The Environmental & Energy Technology Council of Maine (E2Tech) is the state's leading energy, environmental, and clean technology business and economic development organization. It acts as a catalyst, change agent, and resource center to promote Maine companies, support their robust and sustainable acceleration, and help them compete in national and international markets.

Cloudport, 63 Federal St., Portland, ME 04101 (physical) • PO Box 8517, Portland, ME, 04104 (mailing) • (518) 369-9995

Local Chambers of Commerce

There are more than seventy local chambers of commerce in the state of Maine. All of them are valuable resources of knowledge, networking, and opportunities. Benefits of membership differ by area. See the full list online at www.mainechamber.org.

Portland Regional Chamber of Commerce

www.portlandregion.com • chamber@portlandregion.com

The Portland Regional Chamber of Commerce supports business, individual, and community 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

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 the biotech and medical device industry and 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) 307-2552

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; 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 Outdoor Brands (MOB)

www.maineoutdoorbrands.com • info@maineoutdoorbrands.com

Maine Outdoor Brands strengthens Maine’s outdoor product companies and outdoor experience providers through knowledge sharing, collaborative marketing efforts (tradeshows), and access to professional resources. Working collaboratively with the Maine Office of Outdoor Recreation, MOB unites business leaders and entrepreneurs in raising awareness of Maine’s amazing resources—natural and human—in stimulating growth of the outdoor recreation economy.

30 Danforth St., Suite 304, Portland, ME 04101 • (207) 200-8002 x707

Maine Women’s Network

www.mainewomensnetwork.com • info@mainewomensnetwork.com

Maine Women’s Network is a statewide, nonprofit organization providing valuable education through monthly networking meetings and annual statewide events with high-caliber speakers and meaningful networking opportunities. There are chapters in Portland, Androscoggin, and Midcoast.

MeetUp

www.meetup.com

MeetUp is a source of local groups for everything from design to Wordpress to Open Bench Project to other software issues. MeetUp offers good networking as well as practical skills development for tech folks.

Realize Maine Network

www.realizemaine.org • info@realizemaine.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 potential, and create opportunities for living, working, and thriving in Maine.

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, 795 Congress St., Portland, ME 04101

State & Regional Economic Development

Androscoggin Valley Council of Governments (AVCOG) \$

www.avcog.org

The Androscoggin Valley Council of Governments is a regional planning agency serving the Western Maine communities of Androscoggin, Franklin, and Oxford Counties. It is a not-for-profit, 501c3 agency, exclusively owned and operated by member communities.

AVCOG provides business financing through direct lending programs, business advising through the Maine Small Business Development Center (SBDC), and customized training opportunities and technical support to manufacturers through the Manufacturers Extension Partnership (MEP). It offers procurement assistance through the Procurement Technical Assistance Center (PTAC). AVCOG also provides assistance to targeted industries, tourism promotion, and strategic planning for local economic and community 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 clearing house 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.

20 Pomerleau St., Biddeford, ME 04005 • PO Box 536 Saco, ME 04072 (mailing) • (207) 282-1748

City of Portland Economic Development Department \$

www.portlandmaine.gov/485/Economic-Development

The City of Portland—through its lending and granting board, the Portland Development Corporation (PDC)—provides financing assistance to Portland businesses to facilitate economic growth and job creation. Its Revolving Loan Program offers commercial loans, both through gap financing as well as lending to small businesses that may not yet be bankable. Other financial assistance is available through the city’s Business Assistance Program for Job Creation (grants) and Brownfields Program (grants to non-profits and loans to for-profits).

389 Congress St., Portland, ME 04101 • (207) 756-8019

Eastern Maine Development Corporation (EMDC) \$

www.emdc.org

Eastern Maine Development Corporation is 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. Planning and community devel-

opment 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

Greater Portland Council of Governments provides a variety of planning and support services to assist the region with Community and Economic Development needs. This includes 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 • (207) 774-9891

Kennebec Valley Council of Governments (KVCOG) \$

www.kvcog.org

Kennebec Valley Council of Governments 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

Lincoln County Regional Planning Commission

www.lcrpc.org • info@lcrpc.org

Lincoln County Regional Planning Commission staff provides support to meeting economic and community goals. This includes increasing employment and income by helping to take projects from concept to implementation, by bringing in key resources, with grant preparation and administration, and with coordination and advocacy with state and federal officials. Major partners include the Midcoast Economic Development District, Maine Department of Economic and Community Development, the State Community Development Block Grant program, and the federal Economic Development Administration.

297 Bath Rd., Wiscasset, ME 04578 • (207) 882-4271

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

www.maine.gov/decd • business.answers@maine.gov

The Maine Department of Economic and Community Development 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 the Business Answers program and a permitting and licensing assistant—providing everything from targeted tax relief to community block grants to tourism marketing. The Governor’s Account Executive team at DECD works directly with businesses to determine their needs and connect them with the resources that can help them start up, grow, or relocate in Maine.

DECD matches business needs such as site location, funding, marketing, and 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 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) 624-9802

Midcoast Economic Development District (MCEDD)

www.mceddme.org • info@mceddme.com

The Midcoast Economic Development District 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 (MRRA)

www.mrra.us

The Midcoast Regional Redevelopment Authority is a public municipal corporation by State law (not a local unit of government). It was 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

The 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

Office of Innovation and Economic Development

www.umaine.edu/econdev

The University of Maine Office of Innovation and Economic Development helps support new and existing businesses. The office links businesses and industry experts and R&D resources at UMaine, and helps transfer university research and development into marketable products and services.

The efforts help innovation grow across Maine, creating future innovators and new jobs and enhancing the state economy through product development, business and idea coaching, intern placement and support, and professional development.

5717 Corbett Hall, Orono, ME 04469 • (207) 581-2201

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

Piscataquis County Economic Development Council (PCEDC)

www.pcedc.org • christopher.winstead@pcedc.org

Piscataquis County Economic Development Council seeks to leverage local, county, state, and federal resources to promote and encourage private and public investment within Piscataquis County. The goal is to simulate long-term sustainable economic development and growth in the region. PCEDC is available to assist in directing investors to appropriate resources, liason with other agencies, or assist with business relocation to Piscataquis County.

50 Mayo St., Dover-Foxcroft, ME 04426 • (207) 564-3638

Scarborough Economic Development Corporation (SEDCO)

www.sedcomaine.com • hello@sedcomaine.com

The Scarborough Economic Development Corporation 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 that 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.smpdc.org • malexandre@smpdc.org

Southern Maine Planning & Development Commission was established in 1965 to promote economic development, land use, and transportation planning through regional planning and coordination. SMPDC represents 39 communities in York, Cumberland and Oxford Counties. The primary mission is to assist in the strengthening of local and regional economies in partnership with our municipalities and the County Government.

The commission strives to strengthen the regional economy through the retention of existing businesses, encouraging the growth and development of new and existing businesses and entrepreneurs as well as the attraction of businesses.

110 Main St., Suite 1400, Saco, Maine 04072 • (207) 571-7065

Sunrise County Economic Council (SCEC) \$

www.sunrisecounty.org • scec@sunrisecounty.org

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

7 Ames Way, Machias, ME 04654 • (207) 255-0983

Conferences & Events

Big Gig \$

www.big gig.org • info@big gig.org

Big Gig is a competition for local entrepreneurs to pitch their business idea or early stage company as well as to network with other entrepreneurs and business people in the Bangor area. Pitch-offs occur four times a year, with three regular season events and one finale. Each winner receives a \$500 cash prize and a chance to win \$5000 in the finale. The goal is to create a network of innovators and entrepreneurs, making positive change and bringing economic growth to communities in the Bangor area.

(207) 581-1427

Bobcat Ventures - Bates College

www.bates.edu/bobcat-ventures

Bobcat Ventures provides a space at Bates where entrepreneurship can thrive. The goal of this competition is to build a bridge between Bates Col-

lege's liberal arts education with the expanding industry of entrepreneurship in order to put theory into application. Bobcat Ventures creates a campus culture of entrepreneurship and fostering creativity at Bates.

Bates College, 2 Andrews Lane, Lewiston, ME 04240

Design Portland

www.adamburk.co/workshops • ab@adamburk.co

Design Portland is a series of monthly meet-ups in Portland centered on Design Thinking. Participants can learn and practice design thinking in a casual setting with other people who are stoked to learn, imagine, and create. Design Portland is an effort to build a community that practices human-centered design.

Downeast Business Conference

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

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

Ellsworth Chamber of Commerce, 163 High St., 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 always relevant to Maine's innovation and entrepreneurial community.

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

Entrepreneurial Expo - Colby College

www.colby.edu/davisconnects/entrepreneurship-and-innovation

Entrepreneurial Expo is a daylong event open to the public with a speaker series featuring Colby alumni VCs and entrepreneurs, members of the Maine entrepreneurial ecosystem, and former pitch competition winners. It is capped by an annual student business pitch competition.

Colby College, 4000 Mayflower Hill, Waterville, ME 04901

GreenLight Maine \$

www.greenlightmaine.com

Greenlight Maine is a statewide collaboration of entrepreneurial catalysts and corporate leaders, designed to promote and mentor the development and growth of business in Maine. Broadcast statewide on NBC, GreenLight Maine airs from September to June, with the winner receiving \$100,000 to advance their company. For the first time, the 2019-2020 Season of Greenlight Maine will also feature 13 college shows with 26 contestants vying for the total prize purse worth an estimated \$60,000.

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 people choose to live here. Each fall, the Summit takes place in a featured community and explores fresh and relevant issues for Maine.

149 Water St., Gardiner, ME 04345 • (207) 582-4330

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 opens March and the live LaunchPad event takes place in June at the University of Southern Maine's Hannaford Hall.

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

Mainebiz

www.mainebiz.biz •

Mainebiz is Maine's premier business news source, covering business news from Kittery to Fort Kent, now for 25 years. With its website (mainebiz.biz), Daily Report, Weekly Report, Real Estate Insiders, and Events newsletter as well as its flagship print publication, Mainebiz continues to expand its reach, bringing vital news to Maine's business community through varied media.

Mainebiz Events

mainebiz.biz/mainebiz-events

Mainebiz is a media organization providing business news and information, along with a series of timely and informative events for Maine's business owners and decision makers with a goal to help businesses succeed.

Through our events, we recognize and celebrate exceptional achievements within the business community. We Connect our audience through hosting interactive events statewide and provide a forum for Maine's business community to share ideas, to do business, to make connections and build partnerships.

PopTech

www.poptech.org

PopTech is a global community of innovators who are working together to expand the edge of change. The community comes together in Camden each fall.

PO Box 1405, Camden, ME 04843 • (207) 230-242565

Startup Maine

www.startupmaine.org • volunteer@startupmaine.org

Startup Maine is an all-volunteer run organization and a conference held annually in June. Startup Maine welcomes both “startups” (innovative and high-growth teams, regardless of the size or age of the company) and “creators” (anybody in the business of making things, from physical to digital). It provides cutting-edge content, opportunities for applied learning, and the potential for plenty of collaborative collisions.

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 the same spirit of the state motto, TEDxDirigo leads the way with ideas from Maine’s brightest innovators and change makers. TEDxDirigo takes place in November.

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

News Sources

Mainebiz

www.mainebiz.biz

Mainebiz is Maine’s premier business news source, covering business news from Kittery to Fort Kent for 25+ years. With its website (mainebiz.biz), Daily Report, Weekly Report, Real Estate Insiders, and Events newsletter—as well as its flagship print publication—Mainebiz continues to expand its reach, bringing vital news to Maine’s business community through varied media.

Maine Startups Insider

www.mainestartupsinsider.com

Maine Startups Insider is an excellent resource for keeping tabs on Maine’s entrepreneurial community. Its website and weekly newsletter offer news, insights, an events calendar, and job listings—all specifically related to local startup activity and curated by Whit Richardson, an award-winning business journalist who has covered Maine’s business community for more than a decade, including with stints at the Portland Press Herald, Mainebiz, and the Bangor Daily News.

Portland Press Herald

www.pressherald.com

Portland’s daily newspaper rounds up business news of all varieties in print and online with an eye to how national news may impact Maine.

Behind the Guide

StartUp Maine

Startup Maine is a 100% volunteer-run non-profit formed by a group of doers, founders, and community members who originally came together in 2014 to create a startup conference in Portland, Maine. Startup Maine serves as a convener, educator and accelerator of the Maine startup community. In addition to the annual conference, Startup Maine organizes and partners on a variety of events designed to bring the startup community together for mutual benefit.

Susan Morris

Susan V. Morris is Principal of NewHeight Group, a Portland-based real estate development firm creating urban condo projects. She also owns Susan V. Morris LLC, a business strategy firm offering expertise on how people live, work, and play, and the impact that changing lifestyle trends have on existing and new businesses.

Prior to having her own businesses, Susan’s varied corporate experience included a 13-year career with Marriott International and several years with HQ/Regus Virtual Offices.

Susan is a Maine Angel investor and a founding organizer of Startup Maine and TEDx Dirigo. She is actively engaged in Maine’s entrepreneurial ecosystem, mentoring both entrepreneurs and investors via organizations such as Women Standing Together, Maine Center for Entrepreneurs, CEI, Greenlight Maine, and Northern New England Women’s Investor Network.

“A Guide to Resources for Maine Entrepreneurs” is designed by Candace Letizia. Connect with her on LinkedIn at www.linkedin.com/in/candace-letizia.

Event Calendar

2019

June 4

Gorham Savings Bank LaunchPad Finale -
gorhamsavings.bank/launchpad/attend

June 13

SCORE Success Awards -
portlandme.score.org/score-success-awards

June 18	Creative Portland's Arts & Culture Annual Summit - creativeportland.com/summit-2019
June 18	2 Degrees Untapped Party Launch - creativeportland.com/connect-visit/2-degrees-portland
June 19-21	Startup Maine - startupmaine.org
September 18	2 Degrees Portland - creativeportland.com/connect-visit/2-degrees-portland
September 23	Maine Venture Funds Annual Dinner - maineventurefund.com
September 27	Maine Development Foundation's Annual Meeting - www.mdf.org
October 1	SEDCO 34th Annual Meeting - sedcomaine.com
Oct 23-26	PopTech 2019: SHIFT - poptech.org/2019-conference
November 2	TEDxDirigo - tedxdirigo.com
November 13	Maine Community Foundation Summit - mainecf.org
November 14	Bangor Blitz - blitzbangor.com
TBD	Greenlight Finale - greenlightmaine.com
TBD	Greenlight College Finale - greenlightmaine.com/maine-collegiate-challenge

2020

January 2020	Portland Regional Chamber's Imagine Portland - portlandregion.com/imagine-portland.html
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Recurring

Bi-monthly	2 Degrees Portland - creativeportland.com/connect-visit/2-degrees-portland
Monthly	Kegs & Issues - portlandregion.com/kegs--issues.html
Monthly	Maine Women's Network - mainewomensnetwork.com
Monthly	MOVE Lunch & Learn - mced.biz/
Monthly	Startup Grind - startupgrind.com/portland-me
Bi-monthly	Women Standing Together - womenstandingtogether.org