

# Grants Connector Directory 2013

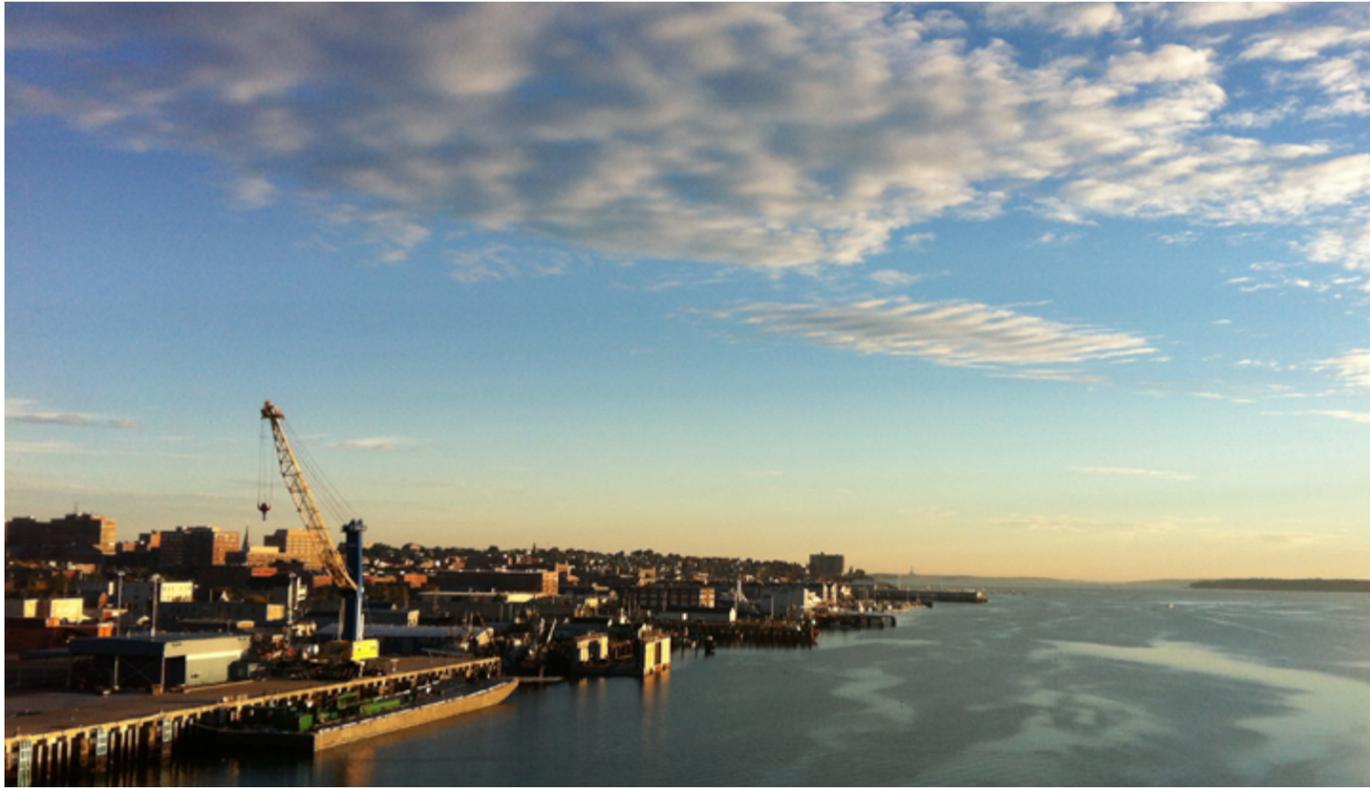


Energy Financial Resources and Roadmap  
for Maine's Homes & Businesses



Prepared on behalf of  
Maine Governor's Energy Office (GEO)  
by  
Environmental and Energy Technology  
Council of Maine (E2Tech)  
January 2013





## Introduction

*Energy Financial Resources and Roadmap for Maine's Homes and Businesses – Grants Connector Directory 2013* provides information support for businesses, non-profits, government entities and other interested parties to pursue federal, state and private energy efficiency, conservation and renewable energy project grants and financial incentives. The purpose of this Directory is to identify sources of financial assistance and to help its users track federal, state and local energy funding programs and incentives, their guidelines and all applicable deadlines.

The Governor's Energy Office seeks to help Mainers:

- Achieve all cost-effective energy efficiency in the State of Maine.
- Provide resources to invest in renewable and clean energy projects.
- Support investment in improving transportation and fuel efficiencies.
- Reduce electricity prices and overall energy costs to Maine consumers.
- Make available the financial, regulatory and policy support to upgrade electricity and natural gas services, transmission systems and infrastructures.

This document provides a dynamic, updated list of state, federal, non-profit and private funding resources for energy projects like:

- Increased energy efficiency or enhanced conservation of energy for electric, heating and cooling systems.
- Increased energy efficiency, enhanced conservation and weatherization in building or facility envelope, appliances, lighting, industrial equipment, systems and other components.
- Increased use of renewable, indigenous energy sources like biomass, biofuels, on-and off-shore wind, solar, tidal power and geothermal energy.
- Installation or expansion of combined cooling, heat and power systems and waste-heat recovery systems.
- Switch to natural gas from oil as a low-carbon, transitional fuel.

This resource lists current sources of federal and state legislative, regulatory, budgetary and appropriations, and programmatic activities that may promote investment in energy projects and cost-effective, energy efficient and flexible means to operate facilities.

These initiatives include various mechanisms to address the barriers of first costs, including:

- Tax credits
- Low-interest loans
- Demonstration projects and pilot programs
- Financing packages
- Other energy-related programs
- Rebates
- Deductions for energy efficiency production and purchases
- Market transition and deployment programs
- Energy savings tips
- Research and development

Economic conditions, federal appropriations, state budgets and private capital help drive the number of programs and amounts of money available for energy-related projects and activities and these financial resources may not always be available, or only are accessible in small quantities. However, other resources exist to help consumers save money and reduce consumption. These savings can be significant. For that reason, this directory goes beyond the scope of energy grants, tax incentives and other financial tools and provides some guidance and tips on saving money as well as receiving assistance.

SPECIAL NOTE: Solicitations, requests for proposals, grant applications and other seemingly “initial” gateways to financial opportunities are not always the starting point in the process. The directory is primarily a list of resources and not official advice. However, we do have one suggestion in this introductory section:

**START EARLY!** If you have an idea for a project, are engaged in research, develop a product, uncover a new way of doing something, design a method, invent a gadget, innovate an existing technology, create a new technology, need to replace an oil furnace or discover unobtainium (Avatar), dilithium crystals (Star Trek) or an arc reactor (Iron Man) that will power the Earth forever, do not wait for a solicitation or RFP to begin seeking financial assistance to reach the next level. Meet with public and private energy and financing experts as soon as possible to transition your concept or invention into a potential funding source. Many of the organizations in this directory are happy and eager to meet with entrepreneurs, start-ups, established businesses and citizens early in the process. Take advantage of their time, experience and expertise and become an active player in advance of an announcement hitting the streets!

The Environmental and Energy Technology Council of Maine (E2Tech) prepared this directory. E2Tech seeks to build and expand the State's environmental, energy and clean technology sectors. In addition to providing networking and educational events, E2Tech promotes business development and sustainable job growth, research and development, new product commercialization, cluster initiatives and supply chain development. E2Tech members include private and non-profit businesses, manufacturing and construction leaders, educational institutions, governmental agencies and a range of technology, financial and legal professionals.

### Disclaimer

The information presented in this publication provides an unofficial overview of financial incentives and other policies. It does not constitute professional tax or legal or other professional financial guidance, and it should not be used as the only source of information when making financial, purchasing, investment, tax or other decisions, or when executing binding agreements. Please refer to the individual contact, Website or primary source provided below each summary to verify that a specific financial incentive exists, is current or applies to your project. While we strive to provide the best information possible, we make no representations or warranties, either express or implied, concerning the accuracy, completeness, reliability or suitability of the information. E2Tech disclaims all liability of any kind arising out of your use or misuse of the information contained or referenced in this publication.

Each resource listing in this publication contains information that, in most cases, originated directly from that organization's Website or other direct reference material. Please visit the Websites provided for additional information, clarifications, documents and guidance.

The information in this publication might include opinions or views which, unless expressly stated otherwise, are not necessarily those of the Governor's Energy Office or E2Tech or any associated company or any person.

While the Grants Connector Directory is one of the most comprehensive guides to investments and financing for Maine energy-related projects, programs and activities, we do not claim that it covers every opportunity available. It is one source of information and we urge users to consult with other existing resources and new resources as available.

Supplements may be added to this document in the future and revisions with new and amended information.



## List of Directory Resources

ACTION – Association of Cleantech Incubators of New England  
Alliance to Save Energy  
American Council for an Energy-Efficient Economy  
Bangor Hydro Electric Company & Maine Public Service  
Blackstone Accelerates Growth  
Central Maine Power  
Clean Innovations New England (CINE) & CleanzoNE  
Coastal Enterprises, Inc. (CEI)  
Council of Development Finance Agencies (CDFA)  
DSIRE (Database of State Incentives for Renewables and Efficiency)  
E2Tech – Environmental and Energy Technology Council of Maine  
Efficiency Maine Trust  
ENERGY STAR  
FedConnect.net & FedBizOpps.gov  
Finance Authority of Maine (FAME)  
Grants.gov  
GreenEnergyMaine.com  
ISO New England  
Maine Angels  
Maine Banks and Credit Unions  
Maine Center for Entrepreneurial Development (MCED)  
Maine and Company  
Maine Composites Alliance  
Maine Community College System  
Maine Department of Administrative and Financial Services (DAFS)  
Maine Department of Economic & Community Development (DECD)  
Maine Development Foundation/Maine Economic Growth Counsel (MEGC)  
Maine Energy Education Program (MEEP)  
Maine Gas Companies  
Maine Governor's Energy Office  
Maine International Trade Center (MITC)  
Maine Manufacturing Extension Partnership  
Maine Municipal Bond Bank (MMBB)  
Maine Public Utilities Commission  
Maine Rural Development Authority (MRDA)  
Maine Small Business Development Centers (SBDC)  
Maine State Chamber of Commerce  
Maine Technology Institute (MTI)  
Maine Wind Industry Initiative  
Midcoast Regional Redevelopment Authority (MRRRA)/Brunswick Landing  
National Association of State Energy Officials (NASEO)  
New England Clean Energy Council/New England Clean Energy Foundation  
SCORE  
Small Enterprise Growth Fund (SEGF)  
Target Information Technology Incubator (TargetTech)

Tax Incentives Assistance Project (TIAP)  
TechMaine  
University of Maine – Foster Center for Student Innovation  
University of Maine System  
U.S. Department of Agriculture  
U.S. Department of Commerce  
U.S. Department of Energy – Advanced Research Projects Agency – Energy  
U.S. Department of Energy – Clean Cities  
U.S. Department of Energy – Loan Program Office  
U.S. Department of Energy – Energy Efficiency and Renewable Energy  
U.S. Department of Energy – EnergySaver  
U.S. Department of Energy – Office of Science  
U.S. Department of Energy – Small Business Innovation Research (SBIR) and  
Small Business Technology Transfer (STTR)  
U.S. Environmental Protection Agency  
U.S. Green Buildings Council

## Other Resources

Association of Consulting Expertise (A.C.E.)  
Energy Information Administration – State Profiles and Energy Estimates  
Environmental Business Council of New England  
Greater Portland Council of Governments (GPCOG)  
Kennebec Valley Council of Governments (KVCOG)  
Libra Future Fund  
Maine Business Associations  
Maine Business Works  
Maine Businesses for Sustainability  
Maine Centers for Women, Work & Community  
Maine Department of Conservation  
Maine Department of Environmental Protection  
Maine Office of the Public Advocate  
Maine Patent Program  
Maine Women's Business Center at CEI (WBC)  
Manufacturers Association of Maine  
Northeast Energy Efficiency Partnerships (NEEP)  
Northern Maine Development Commission (NMDC)  
PROPEL  
Regional Economic Development Organizations  
Social Media – LinkedIn, Facebook, Twitter  
Sunrise County Economic Council (SCEC)  
Western Maine Economic Development Council (WMEDC)  
Work It Up

## ACTION – Association of Cleantech Incubators of New England



Website: <http://www.actionnewengland.org>

ACTIONNetwork of New England provides cleantech startups with a variety of support services that include the use of specialized technical facilities for R&D, subsidized office space and administrative support, research and patent collaboration, quality business mentoring and professional services, and potential funding opportunities to facilitate commercialization. The breadth and diversity of the incubator network offers entrepreneurs a diverse hub of knowledge, experience, and resources that is most often unavailable from a single incubator organization.

Companies, associations, organizations and individuals interested in supporting the growth of the clean technology business sector in New England may participate in ACTION as members, partners or sponsors. Membership in ACTION can be applied for by organizations or consortiums that function as incubators for cleantech enterprises in start-up or pre-commercial stage. Partners are industry associations, government agencies, media, and academic/research organizations that offer support, collaboration and services to ACTION and its members. Sponsorships are available to companies, organizations and individuals who will provide financial and professional services support to ACTION, ACTION members, and member portfolio companies.

### Initiatives

**U-Launch:** In collaboration with Cleantech Open, U-Launch provides financial and technical assistance to help university clean energy technology entrepreneurs and emerging companies transition from the laboratory to the market. U-Launch awards grants in combinations of funded and in-kind services ranging from R&D assistance and incubation to mentorship. <http://cse.fraunhofer.org/u-launch/>

**Accelerating Success – Educational Content For Entrepreneurs:** An educational content program relevant to start-ups hosted in the ACTIONNetwork incubators. By joining an incubator in the ACTIONNetwork, emerging companies and entrepreneurs have access to an ongoing and evolving program of invaluable information on topics critical to cleantech company formation and growth including: creating an effective elevator pitch, intellectual property management, high-impact marketing and sales, common mistakes to avoid, financing options, and many others. This interactive program encourages participation and provides coaching from senior, experienced executives and subject matter experts. <http://www.actionnewengland.org/Our-Programming.html>

The iGreen NE Partnership, led by the New England Clean Energy Foundation (NECEF), is a multi-state network of university researchers, innovators, public sector leaders, corporations, venture capitalists, and other cleantech stakeholders who are collaborating to provide promising cleantech lab and pre-venture projects with funding, business assistance, technical resources, and testing infrastructure.

ACTIONPass provides a low-cost entry point for individuals, early stage companies or established businesses, regardless of geographic location, to connect to:

- Have a drop-in place to meet with partners or customers within the cleantech community
- Gain access to incubator programs, office hours, and ACTION webinars and workshops
- Attend local cleantech events for free or at discounted rates
- Engage with cleantech businesses and stakeholders within the region
- Grow their businesses and establish operations within the network
- Develop partnerships.

Website: <http://www.actionnewengland.org/Membership.html>

## Alliance to Save Energy



Website: <http://www.ase.org>

The Alliance to Save Energy believes efficiency is the most cost-effective way to use energy. The Alliance:

- Researches science, finances and legislation
- Educates the public on how to live and work energy efficiently
- Advocates for policies that minimize costs to society and lessen greenhouse gas emissions
- Designs and implements energy efficiency projects
- Promotes technology development and deployment
- Builds public-private partnerships in the United States and throughout the world

Funding comes from corporate contributions and grants from foundations and government agencies. Their staff in Washington, D.C., and other U.S. locations, as well as collaborators in countries around the world, includes economists, engineers, financial experts, public policy specialists and communications professionals in the private and public sectors.

Their programs involve education, industry, utilities, buildings, international relations, policy and research including:

- **Appliance Standards Awareness Project:** dedicated to increasing awareness of, and support for, appliance and equipment efficiency standards at the federal and state levels
- **Building Codes Assistance Project:** dedicated to the adoption, implementation and advancement of building energy codes
- **Building Energy Efficient Codes Network:** the Alliance's coalition to influence national public policy and public opinion on energy efficient codes
- **Clean and Efficient Energy Program:** gives utilities the resources and support they need to save energy
- **Communications Program:** through online outreach, strong media ties and consumer campaigns, the Alliance informs consumers, policymakers and business leaders about the importance of energy efficiency
- **Efficient Windows Collaborative:** the Alliance's consortium dedicated to increasing the market share of high-efficiency windows in both the residential and commercial sectors
- **Energy Efficient Codes Coalition:** a national coalition to boost America's model energy code
- **GANE3: Global Action Network for Energy Efficiency Education:** aims to significantly expand the presence and impact of energy efficiency resources within environmental education programs and training institutions around the world
- **Green Campus Program:** empowers college students to be tomorrow's energy efficiency leaders
- **Green Schools Program:** empowers students to improve the way their schools use energy.
- **Industrial Program:** works to develop and mobilize energy efficiency programs for the U.S. industrial sector
- **International Program:** provides technical and financing assistance, policy advocacy, and information sharing services to governments, multi-lateral organizations, corporations and consumers worldwide
- **Policy and Research Program:** promotes energy efficiency in climate and energy policy at the state and local levels.
- **The Energy Hog:** helps teachers and energy educators to bring energy education into the classroom or to a public event
- **Wateryg:** has helped improve water sanitation and delivery services in more than 100 cities worldwide
- **Zero Energy Commercial Buildings Consortium:** aims to improve the energy performance of new and existing commercial buildings by developing and disseminating energy-efficient technologies, practices and policies

Resources available at <http://ase.org/resources>.

## American Council for an Energy-Efficient Economy



Website: [www.aceee.org](http://www.aceee.org)

The American Council for an Energy-Efficient Economy is a nonprofit, 501(c)(3) organization that acts as a catalyst to advance energy efficiency policies, programs, technologies, investments, and behaviors. ACEEE carries out its mission by:

- Conducting in-depth technical and policy analyses
- Advising policymakers and program managers
- Working collaboratively with businesses, government officials, public interest groups, and other organizations
- Convening conferences and workshops, primarily for energy efficiency professionals
- Assisting and encouraging the media to cover energy efficiency policy and technology issues
- Educating businesses and consumers through reports, books, conference proceedings, media outreach and Website

Projects are carried out by ACEEE staff and collaborators from government, the private sector, research institutions, and other nonprofit organizations. ACEEE's program areas include:

- Energy Policy (primarily federal and state)
- Research (including programs on Buildings and Equipment, Utilities, Industry, Agriculture, Transportation, Economic and Social Analysis, Behavior and Human Dimensions, and International)
- Communications (including Conferences, Publications, and Development, including our Ally Program)

ACEEE Publications: <http://www.aceee.org/publications>

Consumer Guide to Home Energy Savings Online: <http://www.aceee.org/consumer>

- Building Envelope
- Air Conditioning
- Water Heating
- Refrigeration
- Laundry
- Cooking
- Heating
- Ventilation
- Lighting
- Home Electronics
- Dishwashing
- Driving (from ACEEE's Green Book®)

ACEEE State Energy Efficiency Policy Database – Maine: <http://www.aceee.org/sector/state-policy/maine>.

### ACEEE Energy Efficiency Portals

- National Energy Efficiency Policy
- State Energy Efficiency Policy
- Local Energy Efficiency Policy
- Residential Sector
- Commercial Sector
- Industrial Sector
- Behavior & Human Dimensions
- Energy Efficiency Programs
- Market Transformation

Website: [www.aceee.org/portal](http://www.aceee.org/portal)

## Bangor Hydro Electric Company & Maine Public Service



Websites: [www.bangorhydro.com](http://www.bangorhydro.com) and [www.mainepublicservice.com](http://www.mainepublicservice.com)

Bangor Hydro Electric Company and Maine Public Service are regulated electricity transmission and distribution utilities wholly-owned by Emera Inc. Halifax, NS (EMA-TSX). Bangor Hydro serves 117,000 customers in an area encompassing 5,275 square miles in eastern and east coastal Maine, and is a member of the New England Power Pool and is interconnected with other New England utilities to the south and with the New Brunswick Power Corp. to the north. Maine Public Service serves approximately 36,000 electricity customer accounts in Northern Maine. Emera Inc. is an energy and services company that invests in electricity generation, transmission and distribution, as well as gas transmission and utility energy services. Emera's strategy is focused on the transformation of the electricity industry to cleaner generation and the delivery of that clean energy to market.

Examples of BHE programs include:

**PowerSmart Maine Online**, a free online tool that allows consumers to track how much energy they use and when they use it. To view PowerSmart Maine Online, enroll at [https://secure.bhe.com/webportal/log\\_in.cfm](https://secure.bhe.com/webportal/log_in.cfm).



**The Heat Pump Pilot Program** provides financial incentives for residential and small commercial customers to install energy efficient mini-split heat pumps. The Heat Pump Pilot Program is intended to encourage the use of efficient heat pumps as a supplemental heating source.



<http://www.bangorhydro.com/EnergySolutions/HeatPumpProgram.cfm>

## Blackstone Accelerates Growth

Website: <http://www.mainetechnology.org/grow/blackstone-accelerates-growth-initiative>



Blackstone Accelerates Growth is a \$3 million, three-year initiative to help Maine entrepreneurs leading start-up and existing companies get the coaching and training that they need to accelerate the growth of their company and create more good jobs across the State. The initiative creates support systems for entrepreneurs across Maine that leverages Maine's natural resources, skilled and hard-working talent, R&D assets and innovation and entrepreneur support programs.

Maine's entrepreneurs leading start-up and existing companies become part of peer networks, with innovation hubs or networks in different regions of the state, so they can learn from each other and cost-effectively access entrepreneurial support resources. These support resources will include the University of Maine's Innovation Engineering Leadership Institute and the Maine Center for Entrepreneurial Development's Top Gun entrepreneurship development program. Through this statewide network of training and mentoring, the entrepreneurs will be better prepared to succeed in accessing the capital that their companies need to grow. The initiative will help also cultivate the next generation of Maine entrepreneurs by training college students in innovation and entrepreneurship and supporting internships with the participating companies.

During the first three years, 250 companies will receive training and mentoring for growing their companies and developing and bringing new products and services to the market and will become part of the network. More than 400 college students will receive training in innovation and entrepreneurship, and a significant number of these will work with Blackstone Accelerates Growth companies as interns. Long-range, it will strengthen Maine's culture of entrepreneurship and create a more vibrant and statewide system of support that helps these and other companies add an additional 10,000 good jobs and \$664 million in revenues to the Maine economy.

The project partners are:

- Maine Center for Entrepreneurial Development (MCED)
- University of Maine's Innovation Engineering program
- Maine Technology Institute (MTI)

The grant is administered by the Maine Technology Institute.

## Central Maine Power

Website: [www.cmpco.com](http://www.cmpco.com)

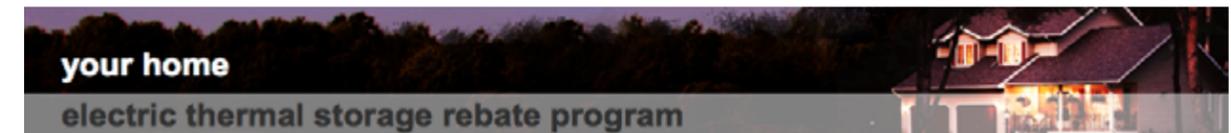


CMP serves more than 600,000 customer accounts in an 11,000-square-mile service area in central and southern Maine.

### Maine's Renewable Resources and Energy Efficiency Fund

Offers ratepayers the opportunity to contribute to the development of new renewable sources of energy and energy efficiency. Your tax-deductible contribution is used to support universities and communities in researching and developing new ways to produce electricity from renewable sources like wind, water, sun, wood, tides, fuel cells and geothermal energy. The Efficiency Maine Trust administers the fund and awards grants for various projects. Funding is also used for demonstration projects at non-profit organizations, municipalities, and schools and to promote rebates for cost-effective renewable energy technologies. Contribute at <http://www.cmpco.com/OurCompany/renewable.html>.

### Example of Rebate Program – Electric Thermal Storage (ETS) heat



CMP offered a limited number of rebates for customers who purchase and install one or more ETS heaters including:

- \$1,500 off each ETS "room unit" heater (limit 3 per customer, up to \$4,500)
- \$4,500 off an ETS "whole house" central heating system

The goal of the ETS program is to help customers lower their heating bills and to see how much money they can save by replacing some - or all - of their current heating sources with low-cost ETS heat. Information at [https://www.cmpco.com/ETS/faq.html#ETS\\_Rebate](https://www.cmpco.com/ETS/faq.html#ETS_Rebate).

Additional information available on lighting, space heaters, water heaters, air conditioners and other appliances <http://www.cmpco.com/YourHome/appliances/default.html>.

## Cleantech Innovations New England (CINE) & CleanzoNE

CINE: <http://www.cleantechinnovations.org>

CleanzoNE: [http://cleanzone.cleantechinnovations.org/en\\_GB/login.html](http://cleanzone.cleantechinnovations.org/en_GB/login.html)

Cleantech Innovations New England is a region wide program led by the New England Clean Energy Foundation to accelerate the pace and scale of new clean energy ventures across all six New England states.

The resources to support the most promising new cleantech ideas are distributed across the region, and Cleantech Innovations New England aims to make it easier to locate and connect with the existing regional assets to help cleantech entrepreneurs launch their businesses. By identifying targeted collaboration opportunities and connecting parties to one another, sometimes across state boundaries, they help develop a regional cleantech ecosystem that allows entrepreneurs to advance more quickly than they could on their own. The result is more new regional ventures created, more New England cleantech jobs established, and more clean energy technologies reaching the marketplace.

The Maine Technology Institute (MTI) is a supporter and Environmental and Energy Technology Council of Maine (E2Tech) is a partner.

Additional partners at <http://www.cleantechinnovations.org/supporters/> and <http://www.cleantechinnovations.org/partners/>.

State liaisons and contacts at <http://www.cleantechinnovations.org/contacts/>.

### Awards and Solicitations

Cleantech Innovations New England has created a competitive process to provide funded services and direct assistance awards to university-based projects. For pre-funded startups outside of the university setting and those in need of specific resources, Cleantech Innovations New England, through a structured award process, has the ability to support a limited number of services awards. These awards would support an entrepreneur's need for such things as testing facilities (lab and field), prototyping resources, business advisory/mentoring services, and technical Development Services. CINE will help to fill mentorship, team development, and business services commercialization gaps in New England by providing awards to support finding and funding appropriate Executives In Residence. Also, working closely with the ACTION network, Cleantech Innovation NE can provide funding for incubation services including office and lab space. See open solicitations at <http://www.cleantechinnovations.org/solicitations/>.

Calendar of events at <http://www.cleantechinnovations.org/calendar/>.



### CleanzoNE

CINE is home to a new online portal, CleanzoNE, which is designed to create a valuable New England-based community of innovators in cleantech. CleanzoNE aims to make it easier to locate and connect with existing regional startup assets to help cleantech entrepreneurs in New England launch their businesses. On the portal, people will have the opportunity to develop relationships with other New England companies offering expertise and proof of concept services, and regional cleantech investors. The goal is that together they will build teams, collaborate on projects, and ultimately pursue funding opportunities.

### What's on CleanzoNE?

- Human Connections: Access valuable regional resources vetted through Cleantech Innovations NE, such as mentors, Executives In Residence, and other critical personnel to build powerful teams
- Test & Development Facilities: Identify and connect with valuable in-place regional infrastructure that can help accelerate business development while reducing capital requirements.
- Incubators: Find physical or virtual space to nurture early-stage business and interact with likeminded people.
- Investors: Connect with the Investor community through online tools and Technology Showcases.
- Other Service Providers: Accounting, Legal, etc.

This platform is open to cleantech startup companies or cleantech companies with nascent ventures and the organizations, events, and opportunities that can help them reach commercialization milestones. These include, but are not limited to, such assets as mentors with subject matter expertise, labs, IP attorneys, and investors in the cleantech space. If you are uncertain if your company should have a profile, [ask the CINE team](#).

GET IN THE ZONE! [http://cleanzone.cleantechinnovations.org/en\\_GB/login.html](http://cleanzone.cleantechinnovations.org/en_GB/login.html)

# Coastal Enterprises, Inc. (CEI)



Website: <http://www.ceimaine.org>

Coastal Enterprises, Inc. (CEI) is a community development corporation and financial institution that offers loans, venture capital and tax credits in the energy sector. CEI's Green Funds provide loans for renewable energy or environmental products and services businesses. CEI Ventures, Inc. is a socially responsible venture capital fund investing in companies with prospects for sustained growth. [www.ceiventures.com](http://www.ceiventures.com). CEI's New Markets Tax Credit Program attracts capital to projects and communities in Maine and nationally. [www.ceimaine.org/ccml](http://www.ceimaine.org/ccml). CEI is also authorized to participate in the U.S. Department of Energy's Loan Guarantee Program. [www.lgprogram.energy.gov](http://www.lgprogram.energy.gov).

CEI does its work by funding, lending and investing in small and medium sized businesses, and providing business support and technical counseling services to those who need them. A pioneer in its field, CEI is one of the nation's premiere rural CDC/CDFIs. CEI has other subsidiaries and affiliates that enable it to expand its programs and services, such as:

- CEI Capital Management, LLC manages CEI's \$683 million allocation under the New Markets Tax Credit program
- CEI Investment Notes, Inc., which provides a way for individuals and institutions to invest in the local economy in order to reap social, environmental and economic benefits.

## Lending and Business Loans

From small business loans and venture capital to tax credits, CEI offers business financing products to meet the capital needs of a broad range of customers and projects, including job-creating small, micro and medium businesses, natural resource industries, community facilities, affordable housing and mixed use and industrial real estate. CEI reaches out to people and industries with historically limited access to credit. Special programs are available for natural resource and environmental projects with an emphasis on farming, fisheries, waterfront, forestry and renewable energy ventures. Women business owners, refugees, immigrants and other non-traditional entrepreneurs are a priority.

<http://www.ceimaine.org/Lending>.

The SBA 504 Loan Program is a fast-growing, flexible business finance program. SBA 504 loans are designed to help businesses build or improve their fixed assets - mainly real estate and equipment. The terms of the SBA 504 loan are 20 years for real estate and 10 years for equipment. CEI is licensed as a Certified Borrower by the SBA to administer the SBA 504 Loan Program in Maine, and is the largest CDC based in Maine. [http://www.ceimaine.org/SBA\\_504\\_Loans](http://www.ceimaine.org/SBA_504_Loans).

The Green Funds: Energy & Environment Loans - CEI has energy loan funds for small, start-up businesses or established companies working in the renewable energy or environmental products and services fields.

[http://www.ceimaine.org/Targeted\\_Loans](http://www.ceimaine.org/Targeted_Loans).

CEI commercial lenders are located in Wiscasset and Portland. You are welcome to call either office with any questions that you may have during the business loan application process. When you apply for a loan, you will be asked to submit the following:

- The appropriate CEI Loan Application. [http://www.ceimaine.org/Apply\\_for\\_Financing](http://www.ceimaine.org/Apply_for_Financing)
- A complete business plan, which includes all items outlined in the Application Checklist. CEI Business Development Services staff can help you with your business plan. [http://www.ceimaine.org/business\\_development](http://www.ceimaine.org/business_development).
- Tax returns for the most recent three years for your business or the business you are purchasing, including the depreciation schedule.
- Personal tax returns for the applicant(s) and guarantor(s) of the most recent three years.
- A year-to-date Income Statement and a current Balance Sheet for your business or the business you are purchasing.

- A current personal financial statement for the borrower(s) and guarantor(s).
- A copy of a government-issued photo ID with a physical address (no P.O. box) will be required, such as a valid driver's license, passport or state ID.

## New Markets Tax Credit

The New Markets Tax Credit (NMTC) program gives individual and corporate taxpayers the opportunity to receive a credit against income taxes by investing in qualified investment entities. This program also allows CEI to participate in large-scale projects that meet their 3E criteria, through its for-profit subsidiary CEI Capital Management LLC (CCML). Investors can earn attractive rates of return while meeting a community need, qualified businesses gain access to development funds at reasonable rates, and community development entities fulfill their mission by helping stimulate economic growth and job creation in specifically targeted lower-income communities. While CCML focuses principally in the Maine, New Hampshire, Vermont, western Massachusetts and western New York markets, it also now has the ability to do NMTC transactions anywhere in the U.S. Projects must be in designated low-income areas (pre-qualified census tracts or specially-approved target areas). (CCML can help you determine whether your project is geographically eligible or you can visit the CDFI Fund website at <http://www.cdfifund.gov>).

The program is very flexible and allows the tax credits to be structured into a deal in a variety of ways to best meet the needs of the investors (banks and private equity), borrowers (project), and the sponsor (CCML). The types of business investments eligible under the NMTC program are very broad, allowing virtually any real estate project or operating business. (Please note that there are some exceptions to this eligibility, such as insurance companies and others.) Projects can be undertaken by either for-profit or nonprofit entities.

Website: <http://www.ceimaine.org/NMTC>.

## Venture Capital

Venture capital is funding, invested in an enterprise, which offers the probability of profit along with the possibility of loss. The VC investor owns a piece of the company (equity) in exchange for his investment, and is commonly repaid when the company is sold or when its shares become available to the public. It differs from a loan (or debt), which is repaid monthly or as negotiated at the time of the loan. CEI is involved with venture capital through its two subsidiaries, CEI Ventures, Inc. and CEI Community Ventures, Inc.

CEI Ventures, Inc. manages socially responsible venture capital funds. CEI accepts investments from accredited individuals, foundations, banks and other organizations that are looking for socially responsible ways to invest their money in growing, entrepreneurial businesses. Often staged through multiple financing, target investments in companies will generally range from \$250,000 to \$1 million. [www.ceiventures.com](http://www.ceiventures.com).

CEI Community Ventures, Inc. is a venture capital firm based in Portland, Maine that finances growth-oriented businesses in targeted communities in Maine, New Hampshire and Vermont. CCVI invests in companies in a variety of sectors and stages (early, development, later). Their target investment ranges from \$250,000 and \$750,000. Working with partner funds, they can also help coordinate and/or lead larger financings (as much as \$5 million) with investors that share CEI's outlook and criteria. [www.ceimaine.org/ccvi](http://www.ceimaine.org/ccvi).

## Council of Development Finance Agencies (CDFA)

Website: [www.cdfa.net](http://www.cdfa.net)



CDFA, a Washington, DC nonprofit organization offers Intro Energy Finance conferences and courses annually. Private and public sector experts provide information-rich sessions on equity, bonds, incentives, tax credits, PACE and TIF and their applications to energy development and efficiency projects. The Intro Energy Finance Booklet of Presentations provided with the course is a sound resource for energy funders and developers.

### Intro Energy Finance WebCourse

Website: <http://www.cdfa.net/cdfa/cdfaweb.nsf/0/95EF12CF076D7CED86257729005C1E70>

From new production facilities and renewable energy source development to the retrofitting and renovation of existing buildings to support energy efficiency, energy finance has become a driving force in the economic development community. CDFA's *Intro Energy Finance Course* explores the wide range of tools available for financing energy projects, including bonds, tax credits, revolving loan funds, grant programs, and more. This course will cover how new energy production/generation, energy efficiency, retrofitting and support programs are used throughout the country to encourage investment in large and small projects alike.

The *Intro Energy Finance Course* begins with an overview of the complex energy development industry and introduces attendees to the terminology and technology driving this movement. It examines the entire spectrum of energy financing solutions from bonds, (e.g., Qualified Energy Conservation Bonds (QECS) and Property Assessed Clean Energy Bonds (PACE)), to revolving loan funds and innovative incentive programs available to businesses, home owners, development professionals, investors, and government entities. The course also explores programs and resources available through the federal government to support energy development. This course is for public leaders, economic development professionals, financial experts, and anyone working to address energy development challenges. The course qualifies for the CDFA Training Institute's Development Finance Certified Professional (DFCP) Program.

Topics covered in CDFA's *Intro Energy Finance Course* include:

- Energy development industry overview
- Energy saving performance measures
- Property Assessed Clean Energy Bonds (PACE)
- Energy efficiency vs. new generation facilities
- Production and investment tax credits
- Revolving loan fund programs
- Incentives and other tools supporting energy development



## DSIRE (Database of State Incentives for Renewables and Efficiency)



Website: [www.dsireusa.org](http://www.dsireusa.org)

DSIRE should be one of the first stops for anyone looking for a comprehensive source of information on state, federal, local, and utility incentives and policies that support renewable energy and energy efficiency. The Database of State Incentives for Renewables & Efficiency (DSIRE) is funded by the U.S. Department of Energy's Office of Energy Efficiency and Renewable Energy (EERE). The site is administered by the National Renewable Energy Laboratory (NREL).

### DSIRE Overview and Resources

The DSIRE Website provides information about renewable energy and energy efficiency incentives and policies in the United States. Relevant incentives and policies established by the federal government, state governments, local governments, utilities and non-profit organizations are included in DSIRE.

The DSIRE home page features a U.S. map for easy access to incentives and policies available in each state. Clicking a state or territory yields a list of available incentives and policies in that state, organized into two categories: (1) Financial Incentives and (2) Rules, Regulations & Policies. (To find out what types of incentives and policies are included in each category, visit the DSIRE Glossary.)

The list of incentives and policies provides links to individual summaries with the following details:

- The incentive or policy type (e.g., tax credit, rebate program, net metering)
- The implementing sector (e.g., federal, state, utility)
- Eligible sectors (e.g., residential, commercial, government)
- Eligible technologies (e.g., solar water heating, wind energy, insulation)
- Links to authorizing statutes, regulations and other relevant legal documents
- A summary of the incentive or policy
- A link to the incentive or policy Website
- Contact information

To view or print all summaries, click "See All Summaries" at the top of each page.

DSIRE includes information on federal incentives and policies for renewables and energy efficiency technologies, with an emphasis on incentives for end-users. DSIRE does not include research & development incentives, outreach programs, or non-programmatic funding opportunities. Click "View Federal Incentives" on the DSIRE home page to see what's available.

DSIRE's Summary Maps at <http://www.dsireusa.org/summarymaps/index.cfm?ee=1&RE=0> provide a geographical overview of certain financial incentives and regulatory policies that promote renewable energy. DSIRE's Summary Tables at <http://www.dsireusa.org/summarytables/index.cfm?ee=1&RE=1> provide an overview of renewable energy and energy efficiency incentives and policies available in each state.

The Search DSIRE tool <http://www.dsireusa.org/searchby/index.cfm?ee=1&re=1> on the DSIRE home page allows users to search all incentives and policies by state, incentive type, technology type, implementing sector and/or eligible sector. Searching by any of these criteria provides a comprehensive list of applicable incentives and policies, with links to each program summary.

DSIRE also offers the following resources, accessible via the DSIRE home page:

- Lists of new and updated incentives and policies (What's New?)
- A library of relevant DSIRE publications and presentations
- Links to other organizations and useful resources
- Solar-specific policy resources (DSIRE Solar)



## Types of Incentives and Policies

DSIRE tracks renewable energy incentives and policies established by the federal government, state governments, U.S. territories, local governments, larger utilities and a few non-profit organizations. DSIRE categorizes these incentives and policies into two groups:

1. Financial Incentives include a variety of tax incentives, grants, loans, rebates, industry recruitment/support, green building incentives, performance-based incentives and other forms of incentives.
2. Rules, Regulations & Policies include public benefits funds, renewable portfolio standards, net metering, inter connection standards, line-extension analysis, contractor licensing, equipment certification, solar/wind access policies, solar/wind permitting standards, construction & design standards (including building energy codes and energy standards for public buildings), mandatory utility green power options, generation disclosure policies and green power purchasing policies.

The DSIRE Glossary provides a description of the types of incentives and regulatory policies included in DSIRE. <http://www.dsireusa.org/glossary/>.

DSIRE tracks energy efficiency incentives and policies established by the federal government, state governments, U.S. territories, larger local governments and larger utilities. DSIRE categorizes these incentives and policies into two groups:

1. Financial Incentives for energy efficiency include a variety of tax incentives, rebates, grants, loans, green building incentives and other incentives.
2. Rules, Regulations & Policies include energy efficiency resource standards, appliance/equipment efficiency standards, public benefits funds, and construction & design standards (including building energy codes and energy standards for public buildings).

DSIRE tracks federal incentives and policies that promote renewable energy and energy efficiency. The federal incentives included in DSIRE are generally limited to those available on an ongoing basis to residents, businesses and/or other end-users. DSIRE does not include federal funding opportunities for research & development, demonstration projects, outreach or inter-governmental programs. For more information on federal funding opportunities for research & development and demonstration projects related to renewable energy or energy efficiency, visit the following agencies:



- Grants.gov
- U.S. Department of Energy (DOE)
- U.S. Department of Agriculture (USDA)
- U.S. Department of Housing and Urban Development (HUD)
- U.S. Department of Transportation (DOT)
- U.S. Department of Commerce
- U.S. Environmental Protection Agency (EPA)
- U.S. Small Business Administration (SBA)

To view summaries of all incentives and policies relevant to a particular type of technology or project, click the Search DSIRE tool on the DSIRE home page. <http://www.dsireusa.org/searchby/index.cfm?ee=1&RE=1>. Then, select “Technology” from the drop-down menu of search options, and select a specific technology from the next drop-down menu. Click “See All Summaries” to view all the summaries on the same page. The search function allows users to search the incentives and policies included in DSIRE by these criteria:

- State
- Incentive type
- Technology type
- Implementing sector (e.g., federal, state, utility)
- Eligible sector (e.g., commercial, industrial, residential)

For a quick overview of the availability of a particular incentive type around the United States, see DSIRE’s Summary Tables. <http://www.dsireusa.org/summarytables/>. Color-coded buttons indicate the number of incentives or policies by implementing sector (e.g., state government, local government, utility) available in each state. Clicking a color-coded button provides a corresponding list of relevant incentives and policies, including links to summaries.

Or, to view summaries of all incentives and policies relevant to a particular type of incentive, use the Search DSIRE tool on the DSIRE home page. <http://www.dsireusa.org/searchby/>. Then, select “Incentive/Policy Type” from the drop-down menu, and select a specific incentive type from the next drop-down menu. Click “See All Summaries” to view all the summaries on the same page.

The search function allows users to search the incentives and policies included in DSIRE by one of these criteria:

- State
- Incentive type
- Technology type
- Implementing sector (e.g., federal, state, utility)
- Eligible sector (e.g., commercial, industrial, residential)

DSIRE tracks relevant incentives and policies for all investor-owned utilities (electric and natural gas) in the United States. However, because there are thousands of electric cooperatives and municipal utilities across the country, DSIRE’s scope is generally limited to incentives and policies established by electric cooperatives and municipal utilities with more than 30,000 customers. (If your utility is relatively small, contact the utility directly to find out if any incentives are available.)

DSIRE provides information on approximately 250 incentives and policies established by local governments (excluding municipal utility incentives and policies). However, because there are tens of thousands of municipalities and counties in the United States, DSIRE’s scope is generally limited to local incentives and policies that are especially innovative, and to those established by municipalities and counties with the largest populations.

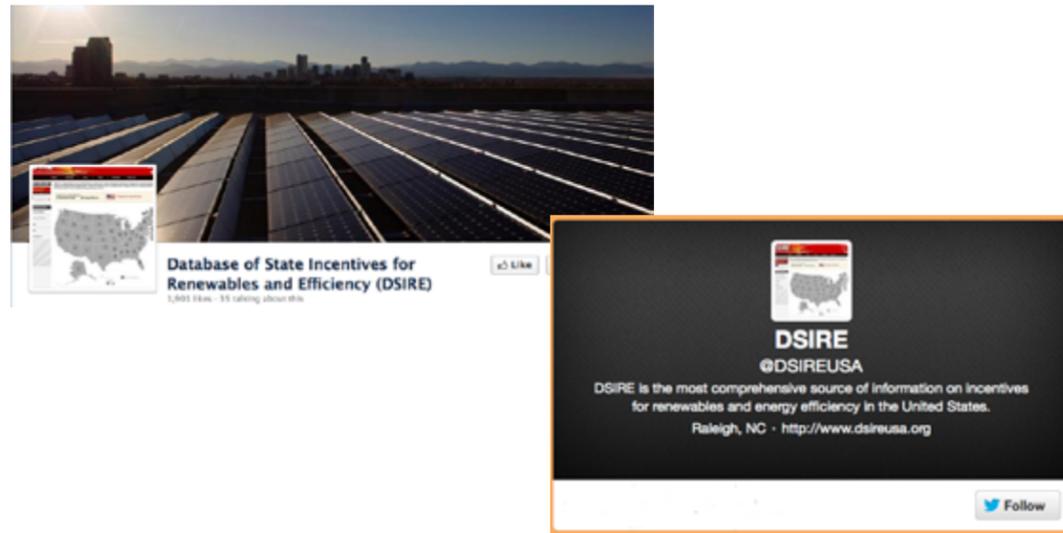
For information on incentives and policies that encourage alternative transportation and fuel technologies, visit the U.S. Department of Energy’s Alternative Fuels Data Center. <http://www.afdc.energy.gov>.

The U.S. EPA Website provides a list of incentives for WaterSense products and services. [http://www.epa.gov/watersense/rebate\\_finder\\_saving\\_money\\_water.html](http://www.epa.gov/watersense/rebate_finder_saving_money_water.html).

## Updates

DSIRE sends monthly e-news that includes descriptions of useful tools, policy updates, staff activities and nerd trivia. Subscribe here: [http://visitor.constantcontact.com/manage/optin/ea?v=0019gH\\_4Zs6eHDYGDmLDpsspDQRQFRn6nbR-imWYJJ8SaFKSzFq6TOoZUmtpzgTmORNirQpjw0aQjKMCLTJfAHB3tnIBnQAKp7HCg6211VEhaHn8p7YjvI9PrRY-bLYVUOG2niFFT2hmuwT7chcxgwxtDx8V\\_5GuyKAt0z5XcfNCgU%3D](http://visitor.constantcontact.com/manage/optin/ea?v=0019gH_4Zs6eHDYGDmLDpsspDQRQFRn6nbR-imWYJJ8SaFKSzFq6TOoZUmtpzgTmORNirQpjw0aQjKMCLTJfAHB3tnIBnQAKp7HCg6211VEhaHn8p7YjvI9PrRY-bLYVUOG2niFFT2hmuwT7chcxgwxtDx8V_5GuyKAt0z5XcfNCgU%3D)

DSIRE news summaries are also published on the Interstate Renewable Energy Council's (IREC) Website approximately every two weeks. And they distribute news through Twitter and Facebook, too. (Look for the logos on the DSIRE site.)



New program summaries are added and existing summaries are updated as the project staff become aware of new information. Government incentives and policies that are created or modified through the legislative process, such as tax incentives, are reviewed and updated as necessary -- at least once per year. Other types of incentives and policies that are typically created or modified by other means, such as rebate programs and grant programs, are reviewed several times per year. Each program summary included in DSIRE indicates the date on which the program was last updated or verified. To find out which incentives and policies have been added or updated during the past two months, click What's New? on the DSIRE home page. <http://www.dsireusa.org/newupdated/?ee=1&RE=1>.

The information on the DSIRE Website is based on the DSIRE staff's analysis of statutes, enacted legislation, administrative rules, public utilities commission orders, executive orders, program guidelines, program Websites, and scores of newsletters and news articles. In addition, the DSIRE staff receives new information and updates from contacts at state energy offices, public utilities commissions and other government agencies; utilities; non-profit organizations; businesses; and the general public. The DSIRE staff proactively communicates with program administrators to verify or update incentives and policies, and to obtain details and clarification of new incentives and policies.

Please contact the DSIRE staff for updates. [www.dsireusa.org/contacts/](http://www.dsireusa.org/contacts/).

The DSIRE search widget can easily be incorporated into web sites and blogs. It allows your site's users or your blog's audience to search the DSIRE database for incentives in any U.S. state or territory. Simply go to the following Website, click the button below the widget and follow the instructions provided. Enjoy!

<http://dsireusa.org/widgetbox.cfm>

## E2Tech – Environmental and Energy Technology Council of Maine



Website: [www.e2tech.org](http://www.e2tech.org)

The Environmental and Energy Technology Council of Maine (E2Tech) seeks to build and expand the State's environmental, energy and clean technology sectors. In addition to providing valuable networking and educational events, E2Tech promotes business development and sustainable job growth, research and development, new product commercialization, cluster initiatives and supply chain development. E2Tech members include private and non-profit businesses, manufacturing and construction leaders, educational institutions, governmental agencies and a range of technology, financial and legal professionals.

### Projects and Initiatives

#### Brunswick Landing Renewable Energy Center

E2Tech is assisting the Midcoast Regional Redevelopment Authority (MRRRA) to determine the feasibility of redeveloping the current Naval Air Station Brunswick (NASB) into a center for Maine's renewable energy technology future. The plan is to develop a world-renowned center for research and development, manufacturing, testing, company incubation and productive operation of renewable energy technologies and services. Assuming the feasibility of the Center, the project would also support the formation of partnerships to make the Center a reality, including a strategy to identify and encourage businesses to locate at Brunswick Landing.

#### Maine Ocean and Wind Industry Initiative

Maine possesses considerable natural wind and ocean energy resources and has sufficient assets in its current business base--precision and composites manufacturing, engineering, construction, marine services and trades, applied research and development, and transportation and logistics--to play a significant role in the onshore, offshore and ocean energy supply chains necessary to develop these resources. E2Tech is collaborating with the Maine Wind Industry Initiative (MWII) and the Maine Composites Alliance to implement the Maine Ocean and Wind Industry Initiative project. E2Tech is helping to organize, promote and expand Maine's ocean and wind energy cluster to strengthen the industry's supply chain in Maine through growing companies, fostering collaboration between Maine businesses and global partners, and recruiting major suppliers and/or manufacturers to Maine.

#### Clean Tech Cluster Initiative Program

This project is assessing the environmental and energy sector's value to the Maine economy; defining and describing Maine's emerging clean technology sector; developing an action-oriented strategic plan for advancing Maine's environmental, energy and clean technology sectors; and determining how E2Tech can best support the growth of these sectors. The Clean Tech sector refers both to clean tech firms as well as to all the industries that support those firms including construction, legal, marketing and any other number of businesses which may play a role as service providers. The Clean Tech economy produces a broad spectrum of "clean" products, from goods such as wind turbines and solar photovoltaic panels, to services such as mass transit and environmental engineering.



### Clean Innovations New England

E2Tech, in partnership with the New England Clean Energy Foundation (NECEF) and ACTION (Association of Clean Tech Incubators of New England) is coordinating and streamlining the network of assets, programs, and cleantech market segments to provide direct services to promising cleantech lab projects and startup companies, convening key stakeholders, analyzing cleantech sub-sectors on a regional scale, and converging on a coherent strategy to accelerate energy innovation and economic development throughout New England. E2Tech is assisting NECEF and its partners and supporters to identify funding and services to assist in the commercialization of promising cleantech innovations. This initiative includes funding applied research in university labs, and providing pre-seed startups with demonstration sites, executives-in-residence, subsidized incubator space, R&D and technical assistance, and access to a region-wide network of strategic corporate, angel, and venture capital investors.

### Grants Connector

E2Tech is monitoring current and future federal and state legislative, regulatory, budgetary and appropriations, and programmatic activities that may promote investment in energy projects and cost-effective, energy efficient and flexible means to operate facilities. These initiatives may include various mechanisms to address the barriers of first costs and accelerate energy startup activity in Maine through a combination of capacity- and network-building activities.

### Forums and Events

E2Tech holds monthly forums on various issues of importance to the energy and environmental technology sectors and other events. E2Tech showcases its members' successes, products, technologies and services in various ways.

## Efficiency Maine Trust



Website: [www.energymaine.com](http://www.energymaine.com)

Efficiency Maine is an independent trust dedicated to promoting the efficient and cost-effective use of energy in order to save money for Maine residents and businesses, grow the economy, and create jobs. Efficiency Maine's energy-saving programs reduce the use of electricity and heating fuels through energy efficiency improvements and the use of cost-effective alternative energy. Efficiency Maine's programs deliver Maine's lowest-cost energy resource through a combination of technical assistance, cost-sharing, training, education and awareness programs.

Efficiency Maine is primarily funded through the system benefit charge included in electricity rates, as well as the Regional Greenhouse Gas Initiative and various other funding sources. Each year, Efficiency Maine carefully evaluates the cost-effectiveness of its programs individually and as a whole. In 2010-2011, Efficiency Maine's benefit to cost ratio was 2.58, meaning that every dollar spent generated 2.58 in lifetime economic benefits. The Trust has responsibility for administering all of Maine's non-transportation related energy efficiency programs.

Please note that programs and their opportunities are subject to change based on priorities and funding.

### Triennial Plan, Annual Reports and Other Documents

For a comprehensive overview of Efficiency Maine strategic plans, mission and proposed programs, visit <http://www.energymaine.com/documents-services-copy> and search "Triennial Plan" for:

- 2011 – 2013
- 2014 – 2016

These documents serve to guide the Trust's programs and initiatives, and establish cost-effective goals and objectives that will help the Trust to maximize energy savings statewide.

Other documents of interest include:

- Authorizing statute and legislation
- Implementing agency rules
- Press releases
- PUC orders
- Bylaws;
- Program evaluations
- Annual reports
- Other manuals and reports

### Financial Opportunities

Website: <http://www.energymaine.com/opportunities>.

- Current Requests for Proposals
- Job opportunities
  - Notice of awards

Program Delivery RFPs will be posted on the Efficiency Maine website, and notice of each RFP will be sent by email to interested parties. To be placed on the Interested Parties List for program delivery RFPs, please go to <http://www.energymaine.com/opportunities> and locate the contact information for the appropriate person. To request a hard copy/printed version of any of the PDF, Word or Excel documents listed, please call 1-866-376-2463 and allow 10 days for delivery from the time of request.

## Contact

For general questions and guidance, please e-mail Efficiency Maine at [efficiencymaine@efficiencymaine.com](mailto:efficiencymaine@efficiencymaine.com) or call 1-866-376-2463.

### Mailing Address:

Efficiency Maine  
151 Capitol Street  
Suite 1  
Augusta, ME 04330-6262

**Phone:** 1-866-376-2463

**FAX:** (207) 213-4153

Staff members can be found at  
[http://www.efficiencymaine.com/efficiency\\_maine\\_staff](http://www.efficiencymaine.com/efficiency_maine_staff).

## Residential Programs

Please note that programs and their opportunities are subject to change based on priorities and funding.

For the full suite of residential programs:  
<http://www.efficiencymaine.com/at-home>.

Home Energy Savings Program (HESP):  
[http://www.efficiencymaine.com/at-home/hesp\\_program](http://www.efficiencymaine.com/at-home/hesp_program).

All Home Energy Savings Program (HESP) documents and forms:  
[http://www.efficiencymaine.com/at-home/hesp\\_program/downloads\\_forms](http://www.efficiencymaine.com/at-home/hesp_program/downloads_forms)

Residential Registered Vendor Locator: To find a residential Energy Advisor, Contractor, or Renewable Energy Installer near you, enter your zip code and click "Search."  
<http://www.efficiencymaine.com/at-home/registered-vendor-locator>.

Air Sealing: <http://www.efficiencymaine.com/at-home/airsealing>.

## PACE and PowerSaver Loans

Website: <http://www.efficiencymaine.com/pace>

You can take 5, 10, 15 or in some cases 20 years to pay back the net loan balance after incentives. Efficiency Maine will send monthly loan repayment statements.

### What is a Maine PACE Loan?

A Maine PACE loan is a loan taken by a property owner to finance the cost of making a qualified whole house energy upgrade with eligible energy savings improvements to the property. What makes a Maine PACE loan different from other loans is that it stays with the



## 10 simple steps to a more comfortable home with lower energy bills

1. Hire a Participating Energy Advisor to conduct a home energy assessment. Find a list of advisors HERE: <http://www.efficiencymaine.com/at-home/registered-vendor-locator>.

2. Initiate loan process Call Efficiency Maine at 1-866-376-2463 or APPLY ONLINE to prequalify for a loan. If you qualify, a loan application will be mailed to you. <https://secure.afcfirst.com/applications/index.php?programid=642e92efb79421734881b53e1e1b18b6>.

3. Price out your job

4. Submit paperwork Send Efficiency Maine your contractor's quote, along with your completed loan application materials.

5. Sign loan documents Upon loan approval, a finance representative will schedule an in-home loan closing.

6. Receive funds to start job The week following the closing, receive 30% of the project cost to use as an initial payment for the work.

7. Complete upgrade

8. Verify work Once the work is finished, schedule a return visit by your Participating Energy Advisor to make sure the project was completed as specified.

9. Submit your project completion form

10. Receive remaining funds Efficiency Maine will release the balance of your loan to pay contractor(s) for the work.

property. If a homeowner sells his or her home before the loan is paid off, the loan can either be paid off at the time of sale or can be transferred with the property to become the responsibility of the new owner.

### What is a PowerSaver Loan?

A PowerSaver loan is a loan taken by a property owner to finance the cost of making a qualified whole house energy upgrade with eligible energy savings improvements to a single-family detached dwelling. PowerSaver Loans are available statewide, provided homeowners meet certain loan criteria.

Go to <http://www.efficiencymaine.com/docs/PACE/PACE-PowerSaver-Comparison-Chart2.pdf> for a comparison chart of PACE and PowerSaver.

### What are eligible energy saving improvements?

An eligible energy saving improvement is a measure to improve the energy efficiency of a home. Common examples include insulation, air sealing (foam and caulk), heating system upgrades, efficient hot water heaters, and better controls and thermostats for furnaces and boilers.

### How much can I borrow?

You can borrow up to \$25,000 with a PowerSaver Loan, and/or up to \$15,000 with a Maine PACE Loan, provided that you meet the program eligibility criteria.

### Who is eligible for PACE?

Any residential property owner in a town that has established Maine PACE is eligible to take advantage of the program by meeting certain criteria.

### Who is eligible for PowerSaver?

Any residential property owner in Maine is eligible to take advantage of the program by meeting certain criteria.

### How much can I save in energy costs?

Energy saving results vary per homeowner but can be considerable. The minimum energy savings is at least 25% and some Maine homeowners even saved in excess of 50% after upgrading their home with eligible energy savings improvements. Home comfort is also improved. Other benefits often include improved indoor air quality, increased property value, local job creation and reduced need for combustion of fossil fuels and resulting emissions into the atmosphere.

### Can businesses apply?

Businesses are not eligible for Efficiency Maine's home energy loans, except for residential building owners who are seeking to conduct energy upgrades in residential buildings of between 1-4 units each. Efficiency Maine currently offers low-interest loans of up to \$35,000 at 1% APR for small businesses.

### What is the term of a loan?

A PACE loan can be for a term of 5, 10, or 15 years. A PowerSaver loan can be for a term of 5, 10, 15 or 20 years. Smaller loans of up to \$7,500 can be for up to 10 years. Loans of between \$7,501 and \$25,000 can be for up to 15 years (or up to 20 years for projects that include solar installations).

### What is the interest rate?

The interest rate for both Maine PACE and PowerSaver loans is currently 4.99% fixed APR with no loan origination, servicing, closing, or pre-payment fees of any kind.

### What are the responsibilities of the home owners?

A property owner will be obligated to use the loan funds for energy efficiency improvements and to repay the loan for the shorter of either: 1) the agreed upon term of the loan or (in the case of a Maine PACE Loan) 2) the period of time in which the owner continues to own the property (if the homeowner sells the property, then the new owner takes on the responsibility for loan repayment).

Continued

What happens to the PACE loan upon sale of the property?

With a Maine PACE Loan, if you ever decide to sell your home, you can choose either to pay off the remaining balance, or transfer the loan to the next owner. NOTE: This feature is not available for homeowners who take advantage of a Power-Saver loan.

### Home Energy Efficiency and Heating Comparison Calculators

These tools can help you estimate your homes' energy efficiency and annual heating costs using different heating systems.

Energy efficiency:

[http://www.energymaine.com/at-home/hesp\\_program/calculator](http://www.energymaine.com/at-home/hesp_program/calculator)

Heating options:

<http://www.energymaine.com/pace/compare-heating-options>

Water heating options:

<http://www.energymaine.com/pace/compare-water-heating-options>

### Appliance Rebate Program

Website:

[http://www.energymaine.com/at-home/appliance\\_rebate\\_program](http://www.energymaine.com/at-home/appliance_rebate_program)

Switching to ENERGY STAR® certified appliances can save hundreds of dollars per year. The Efficiency Maine Appliance Rebate Program sometimes offers rebates for appliances purchased.

### Residential Lighting Program

Website:

<http://www.energymaine.com/at-home/residential-lighting-program>

Efficiency Maine's Residential Lighting Program works closely with manufacturers and lighting retailers to reduce the prices of energy-efficient lighting products.

Find a participating retailer near you at

<http://www.energymaine.com/at-home/residential-lighting-program/lighting-retailer-locator>.

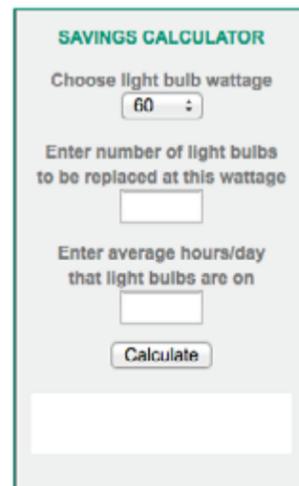
Learn more about CFLs at

[http://www.energymaine.com/at-home/residential-lighting-program/about\\_cfls](http://www.energymaine.com/at-home/residential-lighting-program/about_cfls).

### Electricity Monitor Loaners

Electricity monitors that help you detect power use by your appliances and electronics are on loan free of charge through most Maine public libraries. Visit the Maine State Library's website to find out how you can request materials via the mail.

<http://www.maine.gov/msl/outreach/booksbymail/>



### Programs for Multifamily Building Owners

Website: <http://www.energymaine.com/multifamily>.

Efficiency Maine offers the Multifamily Efficiency Program, an initiative targeting comprehensive energy efficiency in Maine's small to medium multifamily buildings. All multifamily buildings with between 5 and 20 apartment units per building are eligible to participate. The Program is available to all income levels including affordable housing units and market rate units. The Program is not restricted by fuel type. Buildings that use various fuel types – including but not limited to: electricity, natural gas, oil and propane — may participate.

Some examples of common improvement measures include:

- Insulation and air sealing
- High efficiency boilers and furnaces
- Boiler controls
- High efficiency water heaters, lighting and air conditioners
- ENERGY STAR Appliances (refrigerators, washers, etc.)
- Low-flow shower heads
- Programmable thermostats
- Pipe insulation

Building owners who are interested in more information about participation should visit <http://www.energymaine.com/at-work/multifamily-efficiency-program/how-building-owners-can-get-started> or call Efficiency Maine at 1-866-376-2463.

### Business Programs

For all business programs, visit <http://www.energymaine.com/at-work>.

Efficiency Maine's Business Program offers cash incentives to reduce the upfront cost of projects that help you use electricity more efficiently, from new fluorescent lighting to HVAC to farm equipment. Eligible organizations may receive total incentives of up to \$50,000 in a single calendar year...on top of the reduced operating expenses that energy-efficient equipment offers year after year.

Incentives are available to all non-residential customers. That includes commercial businesses as well as nonprofit organizations, public and private schools (K-12), colleges, local and county governments, state buildings, farms, airports, water and wastewater facilities, quasi-governmental and other regional systems. Incentives are available for retrofit applications or new construction, unless otherwise specified. Each business is eligible for Efficiency Maine incentives up to \$50,000 per business, per calendar year.

### Incentive Applications

Apply for cash incentives to install energy-efficient equipment in your existing facility (retrofit projects), in new construction, or to replace failed equipment.

Apply for Prescriptive Incentives Online at

<http://www.energymaine.com/at-work/business-programs/incentive-applications>.

Below are various incentive applications available:

- Prescriptive Agriculture
- Prescriptive Lighting New Construction
- Prescriptive Natural Gas
- Prescriptive VFD
- Prescriptive Retrofit Refrigeration Application
- Prescriptive Retrofit VFD Application
- Prescriptive New Construction Lighting Application
- Prescriptive New Construction Refrigeration Application
- Prescriptive New Construction HVAC Application
- Prescriptive New Construction VFD Application
- Custom HVAC
- Prescriptive HVAC
- Prescriptive Lighting Retrofit
- Prescriptive Refrigeration
- Prescriptive Retrofit Lighting Application
- Prescriptive Retrofit HVAC Application
- Prescriptive Agriculture Application
- Prescriptive Natural Gas Application
- Custom Lighting
- Custom Variable Frequency Drive (VFD)
- Custom Compressed Air
- Custom Miscellaneous

**Email:** [emaine@ers-inc.com](mailto:emaine@ers-inc.com)

**Fax:** 1-866-728-4605

**US Mail** 323 State Street, Suite 2 Augusta, ME 04330

### Large Custom Programs

Efficiency Maine occasionally issues RFPs for the Large Customer Program to allow Maine businesses, institutions and governments to compete for project funding for large electrical energy efficiency and distributed generation projects.

### Natural Gas Program

Efficiency Maine offers a natural gas efficiency program for business customers. The program includes prescriptive incentives to customers of Unitil, and focuses on premium efficiency boilers, furnaces and heaters, and their associated controls, as well as efficient gas-fired commercial kitchen equipment. Additional information and a complete list of incentives can be found by calling 1-866-376-2463.

Maine Energy Efficiency Programs: [http://www1.eere.energy.gov/femp/financing/eip\\_me.html](http://www1.eere.energy.gov/femp/financing/eip_me.html)

### Qualified Partners



Efficiency Maine has designated the state's most experienced vendors, contractors, suppliers and energy professionals that install energy efficiency equipment as Qualified Partners. Partners can guide you on applying for cash incentives and technical assistance from Efficiency Maine.

Search for a Qualified Partner by name, city, county or business type at [http://www.energymaine.com/at-work/qualified-partners/qualified\\_partner\\_search](http://www.energymaine.com/at-work/qualified-partners/qualified_partner_search) or call 1-866-376-2463 or email [energymaine@energymaine.com](mailto:energymaine@energymaine.com).

### Renewable Energy

Website: <http://www.energymaine.com/renewable-energy>.

Renewable energy program forms can be downloaded at <http://www.energymaine.com/renewable-energy/downloads-forms>. There are state and federal incentives for solar, geothermal and wind energy systems. Call 866-376-2463 or email [energymaine@energymaine.com](mailto:energymaine@energymaine.com) for more information.

### Solar Thermal Program

The Maine Solar Thermal Energy Incentive Program offers up to a maximum of \$2,000 for residential and \$4,000 for commercial solar air and water heating systems. Incentives are based on projected annual energy production and must be cost effective to be eligible. Also, visit [www.energymaine.com/pace](http://www.energymaine.com/pace) and <http://www.energymaine.com/renewable-energy/solar-thermal> for financing options.

### Solar Electric Program

Efficiency Maine offers incentives of \$500 per 1,000 kWh of annual projected production and up to a maximum of \$2,000 for residential installations and up to \$4,000 for commercial installations. All installations must demonstrate cost effectiveness to be eligible. Finance your solar installation with an Efficiency Maine PowerSaver Loan at [www.energymaine.com/pace](http://www.energymaine.com/pace) or visit <http://www.energymaine.com/renewable-energy/solar-electric>.

### Wind Energy Program

The Residential Wind Energy incentive is \$500 per 1,000 kWh projected annual production up to a maximum of \$2,000. The Commercial Wind Energy incentive is \$500 per 1,000 kWh projected annual production up to a maximum of \$4,000. <http://www.energymaine.com/renewable-energy/wind>

### Heat Pumps

Long used for cooling in warm climates, heat pumps are now one of the fastest growing technologies for ultra-efficient heating in cold climates. Rather than generate heat from combustion or electric baseboards, heat pumps extract heat from outside air or the ground and deliver it indoors as needed, resulting in efficiencies that exceed 200%. In the summer, heat pumps can reverse and work as air conditioners, cooling indoors and rejecting heat outside.

Heat pumps generally fall into two categories:

- Air-source heat pumps have an outdoor unit connected to one or more indoor units via small, copper refrigerant lines.
- Ductless mini-split heat pumps have one outdoor unit connected to one or more indoor units.

Heat pumps can also be used for water heating. Heat pump water heaters remove heat from the space they are in and transfer it into water. This cools and dehumidifies room air while heating water.

<http://www.energymaine.com/renewable-energy/heat-pumps>

### Biomass Heating

Biomass heating is an alternative and renewable source of home heating that is growing in popularity. This is largely due to its affordability over more traditional fuel types and the fact that Maine has significant, locally produced wood fuel resources. Biomass heating systems can be financed through the Efficiency Maine home energy loan program at [www.energymaine.com/pace](http://www.energymaine.com/pace). Eligible homeowners can receive up to \$25,000 with 4.99% APR with no closing fees.



A variety of new efficient stoves and boilers are available that enable homeowners and business owners to benefit from one of Maine's renewable resources. For more information on biomass heating options, please visit the Maine Pellet Fuels Association at <http://www.mepfa.org>.

# ENERGY STAR

Website: [www.energystar.gov](http://www.energystar.gov)

ENERGY STAR is a joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy to provide information on energy efficient products and practices.



## Products

To find ENERGY STAR products for your home or business, visit [http://www.energystar.gov/index.cfm?c=products.pr\\_find\\_es\\_products](http://www.energystar.gov/index.cfm?c=products.pr_find_es_products) or [http://www.energystar.gov/index.cfm?fuseaction=product\\_finder.productFinder](http://www.energystar.gov/index.cfm?fuseaction=product_finder.productFinder).

- Appliances
  - Clothes Washers
  - Dishwashers
  - Refrigerators
  - Water Coolers
  - Dehumidifiers
  - Freezers
  - Room Air Cleaners & Purifiers
- Home and Building Products
  - Seal and Insulate
  - Windows, Doors and Skylights
  - Roof Products
- Computers
  - Displays
  - Uninterruptible Power Supplies
  - Imaging Equipment
  - Enterprise Servers
- Electronics
  - Audio/Video
  - Set-top Boxes & Cable Boxes
  - Cordless Phones
  - Televisions
- Battery Chargers
- Heating & Cooling
  - Air Conditioning, Central and Room
  - Dehumidifiers
  - Fans, Ventilating
  - Heat pumps, Air Source and Geothermal
  - Room Air Cleaners & Purifiers
  - Boilers
  - Ductless Heating & Cooling
  - Furnaces
  - Home Sealing - Insulation & Air Sealing
- Lighting and Fans
- Plumbing
  - Water Heater, Gas Condensing, Heat Pump,
  - High Efficiency Gas Storage, Solar or Whole Home Gas Tankless
- Commercial Appliances
  - Commercial Clothes Washers
  - Water Coolers
  - Vending Machines
- Commercial Food Service Equipment

## Homes

Website: [http://www.energystar.gov/index.cfm?c=home\\_improvement.hm\\_improvement\\_index](http://www.energystar.gov/index.cfm?c=home_improvement.hm_improvement_index)

ENERGY STAR can guide you in making your home more efficient — whether you do-it-yourself or hire a qualified professional. [http://www.energystar.gov/index.cfm?c=home\\_improvement.hm\\_improvement\\_index](http://www.energystar.gov/index.cfm?c=home_improvement.hm_improvement_index).

ENERGY STAR has on-line tools, including a Home Energy Yardstick to compare a home's energy use to similar homes across the country. [https://www.energystar.gov/index.cfm?fuseaction=HOME\\_ENERGY\\_YARDSTICK.showGetStarted](https://www.energystar.gov/index.cfm?fuseaction=HOME_ENERGY_YARDSTICK.showGetStarted).

Sealing and insulating the “envelope” or “shell” of your home — its outer walls, ceiling, windows, doors, and floors — is often the most cost effective way to improve energy efficiency and comfort. [https://www.energystar.gov/index.cfm?c=home\\_sealing.hm\\_improvement\\_sealing](https://www.energystar.gov/index.cfm?c=home_sealing.hm_improvement_sealing).

A home's heating, ventilating, and air conditioning (HVAC) system can have a big effect on your utility bills. Take steps to increase the efficiency of your heating and cooling system at [https://www.energystar.gov/index.cfm?c=heat\\_cool.pr\\_hvac](https://www.energystar.gov/index.cfm?c=heat_cool.pr_hvac).

ENERGY STAR certified new homes are designed and built to standards well above most other homes on the market today, delivering energy efficiency savings of up to 30 percent when compared to typical new homes. A new home that has earned the ENERGY STAR label has undergone a process of inspections, testing, and verification to meet strict requirements set by the EPA, delivering better quality, better comfort, and better durability. [https://www.energystar.gov/index.cfm?c=new\\_homes.hm\\_index](https://www.energystar.gov/index.cfm?c=new_homes.hm_index).

## Buildings and Plants

Website: [https://www.energystar.gov/index.cfm?c=business.bus\\_index](https://www.energystar.gov/index.cfm?c=business.bus_index)



ENERGY STAR has helped thousands of businesses and organizations tap energy savings in buildings and facilities. Guidelines for energy management can assist your organization in improving its energy and financial performance while distinguishing your organization as an environmental leader. [https://www.energystar.gov/index.cfm?c=guidelines.guidelines\\_index](https://www.energystar.gov/index.cfm?c=guidelines.guidelines_index). Use the ENERGY STAR Energy Program Assessment Matrix to help organizations and energy managers compare their energy management practices to those outlined in the Guidelines.

ENERGY STAR has a variety of tools and documents for businesses, including:

ENERGY STAR has a variety of tools and documents for businesses, including:

- Energy Management Guidance
- Facility Energy Assessment Matrix
- Guidelines for Energy Management
- Energy Program Assessment Matrix
- Industrial Energy Management Information Center
- Partners In Practice
- Product Purchasing & Procurement
- Green Buildings and Energy Efficiency
- Bring Your Green to Work
- ENERGY STAR Energy Efficiency Competition Guide
- Challenge Toolkit
- Training
- Reduce IT energy costs

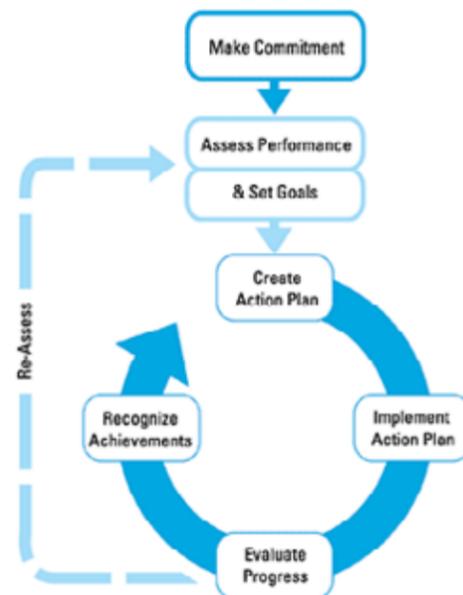
- Tour a manufacturing plant and find ways to save energy!
- Assess Building and Plant Energy Efficiency
- ENERGY STAR Benchmarking Starter Kit
- Portfolio Manager (Commercial and Institutional facilities only)
- How to Submit a Building Profile
- Licensed Professional's Guide
- Industrial Plant Energy Performance Indicators
- Automated Benchmarking Services
- Directory of Energy Efficiency Programs Leveraging ENERGY STAR
- Assess Commercial Building Designs
- Target Finder
- Most Active A&E Firms
- Building Energy Performance Specification
- Improve Building Performance
- Building Upgrade Manual
- Operation & Maintenance (O&M) Report Series
- Reduce IT energy costs
- Financial Evaluation
- Building Upgrade Value Calculator
- Cash Flow Opportunity Calculator
- Financial Value Calculator
- Awards & Recognition
- Models of Success
- How to become a Partner
- Partner List
- Awards
- ENERGY STAR Progress Reports
- ENERGY STAR Annual Report

Website at [https://www.energystar.gov/index.cfm?c=tools\\_resources.bus\\_energy\\_management\\_tools\\_resources](https://www.energystar.gov/index.cfm?c=tools_resources.bus_energy_management_tools_resources)

Expert advice is available at [https://www.energystar.gov/index.cfm?c=expert\\_help.find\\_exp\\_help](https://www.energystar.gov/index.cfm?c=expert_help.find_exp_help)

For specific resources for targeted sectors, visit [https://www.energystar.gov/index.cfm?c=new\\_homes.hm\\_index](https://www.energystar.gov/index.cfm?c=new_homes.hm_index)

- Manufacturers
- Retailers
- New Home Builders, Raters, Sponsors, & Lenders
- Utilities/Regional Energy Efficiency Program Sponsors
- Buildings & Plants
- Small Businesses
- Congregations
- Service & Product Providers
- Home Performance with ENERGY STAR
- HVAC Contractors
- International Implementation of ENERGY STAR



## FedConnect.net & FedBizOpps.gov

Websites: [www.fedconnect.net](http://www.fedconnect.net) and [www.fbo.gov](http://www.fbo.gov)



FedConnect® is a secure web portal that links government acquisition and grants professionals with their vendor and grant applicant communities. Provided as a cloud computing solution, FedConnect bridges the gap in the electronic acquisition and grants management processes by helping government agencies efficiently capture and manage both transactions and interactions with vendors/grant applicants in a structured and secure environment. FedConnect® provides secure, bi-directional communication between the government and vendors/grant applicants, as well as the ability for direct submission of bids, proposals, and grant applications directly into the agency acquisition/grants management systems. Once the award determination is made, FedConnect® can deliver the award and manage all post award communication and activity with the vendor/grant recipient.

With all of this bi-directional functionality, FedConnect® is a complement to FedBizOpps and Grants.gov.

FedConnect.Net

Go to FedConnect.Net for:

- Quick Start Guide & Tutorial
- Check Registration Status
- FedConnect Overview
- Participating Government Agencies
- Accessibility Features

FedBizOpps.gov or [www.fbo.gov](http://www.fbo.gov)



FedBizOpps.gov is the single government point-of-entry for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

- FBO Demonstration Videos, Small Business Training Videos, User Guides
  - For Vendors
  - For Buyers/Engineers
  - For Agency/Location Administrators
- Opportunities
- Agencies

# Finance Authority of Maine (FAME)

Website: [www.famemaine.com](http://www.famemaine.com)



A quasi-state agency, FAME offers innovative financial solutions to help Maine businesses access capital to start up, continue in operation, expand or compete more effectively in the global marketplace. For example, the Energy Conservation Loan Program (ECLP), funded through the Efficiency Maine Trust, provides low-interest loans to improve energy efficiency in Maine workplaces. FAME also administers the Maine Seed Capital Tax Credit Program, an equity source for businesses. In addition, FAME is able to participate in the U.S. Department of Energy Loan Guarantee Program. The Business Division at FAME helps businesses access capital to grow, expand and succeed; thus, creating new employment opportunities that will benefit the people and communities of Maine.

## Programs for Businesses

Website: [http://www.famemaine.com/Business\\_Home.aspx](http://www.famemaine.com/Business_Home.aspx)

### Direct Loans

The State of Maine offers a variety of loans that are intended to help businesses in certain industries or to help further the environmental goals of the state including:

- Agricultural Marketing Loan Fund
- Economic Recovery Loan Program
- Intermediary Relending Program
- Oil Storage Facility and Tank Replacement Program
- Regional Economic Development Revolving Loan Program
- State Small Business Credit Initiatives
- Wells and Plymouth Waste Oil Clean-Up Program

[http://www.famemaine.com/Files/Pages/business/businesses/Direct\\_Loans.aspx](http://www.famemaine.com/Files/Pages/business/businesses/Direct_Loans.aspx)

### Equity Capital

The State of Maine provides equity capital programs for businesses seeking direct capital investment.

- Maine Economic Development Venture Capital Revolving Investment Program
- Maine New Markets Capital Investment Program
- Maine Seed Capital Tax Credit Program

[http://www.famemaine.com/files/Pages/business/businesses/Equity\\_Capital.aspx](http://www.famemaine.com/files/Pages/business/businesses/Equity_Capital.aspx)

### Bond Financing

The State of Maine offers a variety of options to allow businesses to seek funding via both tax and tax-exempt bonds. Each program has its own requirements, funding levels, and commitments.

- Major Business Expansion Bond Program
- Revenue Obligations Securities Program
- Municipal Securities Approval Program
- Secondary Market Taxable Bond Program
- Secondary Market Tax-Exempt Bond Program

<http://www.famemaine.com/files/Pages/business/businesses/Bonds.aspx>

## Programs for Lenders

### Credit Enhancements

FAME offers programs that provide additional credit support to a loan applicant including:

- Loan Insurance Program
- Linked Investment Program for Agriculture
- Linked Investment Program for Commercial Enterprises

[http://www.famemaine.com/files/Pages/business/lenders/Credit\\_Enhancements.aspx](http://www.famemaine.com/files/Pages/business/lenders/Credit_Enhancements.aspx)

### Equity Capital

FAME provides two equity capital programs for businesses seeking direct capital investment.

- Maine Seed Capital Tax Credit Program
- Maine Economic Development Venture Capital Revolving Investment Program

[http://www.famemaine.com/files/Pages/business/lenders/Equity\\_Capital.aspx](http://www.famemaine.com/files/Pages/business/lenders/Equity_Capital.aspx)

### Bond Financing

There are a variety of options to allow businesses to seek funding via both tax and tax-exempt bonds. Each program has its own requirements, funding levels, and commitments.

- Major Business Expansion Bond Program
- Revenue Obligations Securities Program
- Municipal Securities Approval Program
- Secondary Market Taxable Bond Program
- Secondary Market Tax-Exempt Bond Program

<http://www.famemaine.com/files/Pages/business/lenders/Bonds.aspx>

FAME is continually developing new programs and services to support Maine companies in their efforts to start up, continue in operation, expand or compete more effectively in the global marketplace.

# Grants.gov

Website: [www.grants.gov](http://www.grants.gov)



Grants.gov is often the first stop, and sometimes one-stop, as a central storehouse for information on over 1,000 grant programs' access to approximately \$500 billion in annual awards.

## Agencies Served by Grants.gov.

More than 1,000 grant programs are offered by the 26 federal grant-making agencies, and these programs fall into 21 categories.

- Agriculture • Arts • Business and Commerce • Community Development • Disaster Prevention and Relief
- Education • Employment, Labor and Training • Energy • Environmental Quality • Food and Nutrition
- Health • Housing • Humanities • Information and Statistics • Law, Justice and Legal Services
- Natural Resources • Recovery Act • Regional Development • Science and Technology
- Social Services and Income Security • Transportation

1. Agency for International Development. The Agency for International Development is an independent federal government agency that provides economic and humanitarian assistance in more than 100 countries. [www.usaid.gov](http://www.usaid.gov).
2. Corporation for National and Community Service. The Corporation for National and Community Service is the nation's largest grant-maker supporting service and volunteering. Through Senior Corps, AmeriCorps and Learn and Serve America programs, the Corporation offers every American a chance to contribute through service and volunteering. <http://www42.nationalservice.org/?kw=government+grants>.
3. Department of Agriculture. The Department of Agriculture serves all Americans through anti-hunger efforts, stewardship of nearly 200 million acres of national forest and rangelands, and through product safety and conservation efforts. The USDA opens markets for American farmers and ranchers and provides food for needy people around the world. [www.usda.gov](http://www.usda.gov).
4. Department of Commerce. The Department of Commerce fosters and promotes the nation's economic development and technological advancement through vigilance in international trade policy, domestic business policy and growth, and promoting economic progress at all levels. [www.commerce.gov](http://www.commerce.gov).
5. Department of Defense. The Department of Defense provides the military forces needed to deter war and protect the security of the United States through five major areas: peacekeeping and war-fighting efforts, Homeland Security, evacuation and humanitarian causes. [www.defenselink.mil](http://www.defenselink.mil).
6. Department of Education. The Department of Education ensures equal access to education and promotes educational excellence through coordination, management and accountability in federal education programs. The Department works to supplement and complement educational efforts on all levels, encouraging increased involvement by the public, parents and students. [www.ed.gov](http://www.ed.gov).
7. Department of Energy. The Department of Energy's goal is to advance national, economic and energy security in the U.S.; to promote scientific and technological innovation in support of that goal; and to ensure environmental cleanup of the national nuclear weapons complex. [www.doe.gov](http://www.doe.gov).
8. Department of Health and Human Services. The Department of Health and Human Services is the federal government's principal agency for protecting the health of all Americans and providing essential human services, especially to those who are least able to help themselves. [www.hhs.gov](http://www.hhs.gov).

9. Department of Homeland Security. The Department of Homeland Security has three primary missions: Prevent terrorist attacks within the United States, reduce America's vulnerability to terrorism and minimize the damage from potential attacks and natural disasters. [www.dhs.gov](http://www.dhs.gov).
10. Department of Housing and Urban Development. The Department of Housing and Urban Development's mission is to increase homeownership, support community development and increase access to affordable housing free from discrimination. HUD fulfills this mission by forming partnerships with community organizations. [www.hud.gov](http://www.hud.gov).
11. Department of the Interior. The Department of the Interior protects and provides access to the Nation's natural and cultural heritage, including responsibilities to Indian tribes and island communities. [www.doi.gov](http://www.doi.gov).
12. Department of Justice. The Department of Justice enforces the law and defends the interest of the United States, ensuring public safety against threats foreign and domestic; providing federal leadership in preventing and controlling crime; seeking just punishment for those guilty of unlawful pursuits; and ensuring fair and impartial administration of justice for all Americans. [www.usdoj.gov](http://www.usdoj.gov).
13. Department of Labor. The Department of Labor fosters and promotes the welfare of job seekers, wage earners and retirees by improving their working conditions, advancing their opportunities, protecting their retirement and health benefits and generally protecting worker rights and monitoring national economic measures. [www.dol.gov](http://www.dol.gov).
14. Department of State. The Department of State strives to create a more secure, democratic and prosperous world for the benefit of the American people and the international community. [www.state.gov](http://www.state.gov).
15. Department of Transportation. The Department of Transportation's mission is to ensure fast, safe, efficient, accessible and convenient transportation that meets vital national interests and enhances the quality of life of the American people. [www.dot.gov](http://www.dot.gov).
16. Department of the Treasury. The Department of Treasury is a steward of United States economic and financial systems, and promotes conditions for prosperity and stability in the U.S., and encourages prosperity and stability in the rest of the world. [www.treasury.gov](http://www.treasury.gov).
17. Department of Veterans Affairs. The Department of Veterans Affairs strives for excellence in patient care and veteran's benefits for its constituents through high quality, prompt and seamless service to United States veterans. [www.va.gov](http://www.va.gov).
18. Environmental Protection Agency. The mission of the Environmental Protection Agency is to protect human health and the environment. [www.epa.gov](http://www.epa.gov).
19. Institute of Museum and Library Services. The Institute of Museum and Library Services is the primary source of federal support for the nation's 122,000 libraries and 17,500 museums. The Institute serves as a leader in providing services to enhance learning, sustain cultural heritage and increase civic participation. [www.imis.gov](http://www.imis.gov).
20. National Aeronautics and Space Administration. The National Aeronautics and Space Administration serves as the nation's forefront of such exploration and continues to pioneer in aeronautics, exploration systems, science and space operations. [www.nasa.gov](http://www.nasa.gov).
21. National Archives and Records Administration. The National Archives and Records Administration enables people to inspect the record of what the federal government has done, enables officials and agencies to review their actions and helps citizens hold them accountable. [www.archives.gov](http://www.archives.gov).

22. National Endowment for the Arts. The National Endowment for the Arts is a public agency dedicated to supporting excellence in the arts; bringing the arts to all Americans and providing leadership in arts education. The Endowment is the largest national source of funds for the arts. [www.nea.gov](http://www.nea.gov).
23. National Endowment for the Humanities. The National Endowment for the Humanities is an independent grant-making agency of the United States government dedicated to supporting research, education, preservation and public programs in the humanities. [www.neh.gov](http://www.neh.gov).
24. National Science Foundation The National Science Foundation is an independent federal agency created to promote the progress of science, to advance the national health, prosperity, and welfare and to secure the national defense. The NSF annually funds approximately 20 percent of basic, federally-supported college and university research.
25. Small Business Administration. The Small Business Administration maintains and strengthens the nation's economy by aiding, counseling, assisting and protecting the interests of small businesses and by helping families and businesses recover from national disasters. [www.sba.gov](http://www.sba.gov).
26. Social Security Administration. The Social Security Administration advances the economic security of the nation's people through compassionate and vigilant leadership in shaping and managing America's Social Security programs. [www.ssa.gov](http://www.ssa.gov).

#### Grants.gov Disclaimer and Eligibility

“We have all seen them; late night infomercials, websites, and reference guides, advertising “millions in free money” Don't believe the hype! Although there are many grants on Grants.gov, few of them are available to individuals and none of them are available for personal financial assistance.” To find an alphabetical listing of federal personal assistance visit USA.gov website's Government Benefits, Grants, and Financial Aid page: <http://www.usa.gov/Citizen/Topics/Benefits.shtml>.

Find out if you are eligible to apply for grants on Grants.gov, watch this helpful animated eligibility tutorial at <http://www.grants.gov/assets/Grants.govEligibility.html>.

There are many groups of organizations that are eligible to apply for government grants. Typically, most grantee organizations fall into the categories below.

- Government Organizations
  - State Governments
  - Local Governments
  - City or Township Governments
  - Special District Governments
  - Native American Tribal Governments (federally recognized)
  - Native American Tribal Governments (other than federally recognized)
- Education Organizations
  - Independent School Districts
  - Public and State Controlled Institutions of Higher Education
  - Private Institutions of Higher Education
- Public Housing Organizations
  - Public Housing Authorities
  - Indian Housing Authorities

- Non-Profit Organizations
  - Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education
  - Nonprofits that do not have a 501(c)(3) status with the IRS, other than institutions of higher education
  - For-Profit Organizations (other than small businesses)
- Small Businesses
  - Small business loans and small business grants may be awarded to companies that meet the size standards that the U.S. Small Business Administration (SBA) has established for most industries in the economy. The most common size standards are as follows:
    - 500 employees for most manufacturing and mining industries
    - 100 employees for all wholesale trade industries
    - \$6 million for most retail and service industries
    - \$28.5 million for most general & heavy construction industries
    - \$12 million for all special trade contractors
    - \$0.75 million for most agricultural industries

Note that about one-fourth of industries have a size standard that is different from these levels. They vary from \$0.75 million to \$28.5 million for size standards based on average annual revenues and from 100 to 1500 employees for size standards based on number of employees. With few exceptions, all federal agencies, and many state and local governments, use the size standards established by SBA. You can search for further information and for loan opportunities on the Small Business Administration's website. [www.sba.gov](http://www.sba.gov).

An individual submits a grant on their behalf, and not on behalf of a company, organization, institution, or government. Individuals sign the grant application and its associated certifications and assurances that are necessary to fulfill the requirements of the application process. So, if you register as an Individual, you will only be able to apply to grant opportunities that are open to individuals. An individual cannot submit a grant application to a grant opportunity that is just open to organizations.

#### Grants.gov Sections

Register: [http://www07.grants.gov/applicants/get\\_registered.jsp](http://www07.grants.gov/applicants/get_registered.jsp).

- Organization Registration
    - STEP 1: Obtain DUNS Number
    - STEP 2: Register with SAM
    - STEP 3: Username & Password
    - STEP 4: AOR Authorization
    - STEP 5: Track AOR Status
  - Individual Registration
    - Applicant Login: <https://apply07.grants.gov/apply/login.faces?userType=applicant&cleanSession=1>
    - Search Grant Opportunities: [http://www07.grants.gov/applicants/find\\_grant\\_opportunities.jsp](http://www07.grants.gov/applicants/find_grant_opportunities.jsp)
    - Apply for Grants: [http://www07.grants.gov/applicants/apply\\_for\\_grants.jsp](http://www07.grants.gov/applicants/apply_for_grants.jsp)
    - Track Applications: <https://apply07.grants.gov/apply/checkApplStatus.faces>
    - Applicant Resources: [http://www07.grants.gov/applicants/app\\_help\\_reso.jsp](http://www07.grants.gov/applicants/app_help_reso.jsp)
- |                             |                        |                      |                       |
|-----------------------------|------------------------|----------------------|-----------------------|
| • FAQs                      | • Download Software    | • User Guides        | • Glossary            |
| • Checklists                | • Stakeholder Webcast  | • Animated Tutorials | • Exit Disclaimer     |
| • “Succeed” E-Newsletter    | • Troubleshooting Tips | • Webcast Archive    | • iPortal (Self-help) |
| • Presentation Request Form | • Additional Resources |                      |                       |

Contacts: <http://www07.grants.gov/contactus/contactus.jsp>

## GreenEnergyMaine.com

Website: [www.greenenergymaine.com](http://www.greenenergymaine.com)

GreenEnergyMaine.com is a comprehensive clearinghouse of information about clean energy technologies, products and services in Maine offering:

- A directory of providers of clean energy products and services
- Educational and job opportunities
- Calendar of events related to clean energy
- A venue for clean energy discussion and sharing of experiences
- Energy news

GreenEnergyMaine.com is comprehensive and free to use. It is a Resource for Clean Energy Providers to:

- Educate potential customers about the new energy technologies you offer
- Demonstrate your expertise by writing about successful energy transitions you have created
- Provide exposure for your business in the directory, where serious seekers are looking
- Post job openings
- Garner publicity for any events.

### Green Products by Subject Area

- Ammonia
- Biological Power
  - Biodiesel
  - Bioethanol
  - Biofuels
  - Biogas
  - Biomass
- Carbon Offsets / REC's
  - Carbon Offsets
  - REC's (Renewable Energy Credits)
- Education
  - Research & Development
  - TLC: Training, Licensing and Certifications
- Efficiency / Conservation
  - Energy Auditors
  - Home Weatherization Services
  - Indoor Air Quality
  - Lighting Efficiency
- Energy Storage
  - Battery Technologies
  - Thermal Storage
- Financial Services
  - Financial Counselors
  - Government Incentives
  - Grants
  - Insurance
  - Lenders
  - Private Incentives
- Geothermal Heat
- Government Agencies
- Green Grid Power
  - Green Power Supply
  - Smart Grid Technology
- Heat Pumps
- Hydrogen
  - Hydrogen Fuel Cells
  - Hydrogen Production and Supply
- Materials, Equipment and Components
- Organizations
- Professional Services
  - Architectural Design
  - Construction and Green Building
  - Energy Consultants
  - Energy Services Companies
  - Engineering
  - Environmental Impact Studies
  - Heating, Ventilation & Air Conditioning
  - Legal Services
  - Surveyors
- Solar Power
  - Photovoltaic Power (electricity)
  - Solar Thermal (heat)
- Transportation
  - Personal Transportation
  - Public Transportation
- Waste to Energy
  - Cogeneration
  - Combined Heat and Power
  - Landfill Gas
  - Pyrolysis
- Water Power
  - Hydroelectric Power
  - Tidal Power
  - Wave Power
- Wind Power
  - Wind Power, Community Scale
  - Wind Power, Utility-scale, Land-Based
  - Wind Power, Utility-scale, Offshore
- Wood Heat
  - Cordwood Suppliers
  - Wood Pellet Boilers/Stoves
  - Wood Pellet Suppliers



## ISO New England

Website: <http://www.iso-ne.com>



ISO New England ensures the day-to-day reliable operation of New England's bulk power generation and transmission system; oversees and ensures the fair administration of the region's wholesale electricity markets; and manages comprehensive, regional planning processes.

The ISO-NE Website holds a vast amount of information on the New England electricity market in the form of reports, documents, data, graphs, tables and updates. [http://www.iso-ne.com/site\\_map.html](http://www.iso-ne.com/site_map.html).

- Markets
- System operations
- Committees and working groups
- Rules and procedures
- Regulatory order and agreements
- Transmission systems, operations, planning and studies
- Generation and resources
- Settlements, billing and other financial information
- Support
- Publications

ISO New England is a complex organization and offers extensive education materials and courses on all aspects of their activities, responsibilities and programs. Please visit <http://www.iso-ne.com/support/training/index.html> to learn more.

## Maine Angels

Website: [www.maineangels.org](http://www.maineangels.org)

Maine Angels provides a cooperative mechanism for qualified investors to collaboratively locate, investigate and make investments in promising early-stage companies. Maine Angels collective investments in companies typically range from \$50,000 to \$250,000 in most deals. In addition to providing financial capital, where appropriate Maine Angels members also provide intellectual capital to portfolio companies and the entrepreneurs who run them. Investments in companies based in Maine typically are eligible for Maine's Seed Capital Tax Credit Program administered by the Financial Authority of Maine (FAME).

Maine Angels focuses on companies based in Maine, but will consider - and has participated in - opportunities throughout the region and elsewhere, at times in collaboration with other angel or venture groups. Maine Angels members make individual investment decisions; no legal entity acts on behalf of Maine Angels investors. Maine Angels is an independent, non-governmental organization. Maine Angels members include current and former C-level executives, founders of successful companies, and experienced financial and technical professionals from a variety of industries. The group generally meets every month to review investment opportunities. Many Maine Angels members are interested in actively mentoring the companies in which they invest, and this is encouraged.

Maine Angels members generally are looking for the following attributes in an investment opportunity:

- Differentiated product or service
- Emerging market for the product
- Scalable business with plan to meet growing market
- Management capable of executing a plan
- Attractive deal terms
- Achievable exit strategy that exploits opportunity

To be considered by Maine Angels, companies need to submit the application form, an Executive Summary (preferably addressing the key points noted above), and a term sheet or description of terms.

[http://maineangels.org/Web-Pages-Images/ma\\_for\\_ent.htm](http://maineangels.org/Web-Pages-Images/ma_for_ent.htm).

Additional information, including application process, consideration, current investments, investors and resources can be found on the Website.



## Maine Banks and Credit Unions

The Maine Bankers Association and the Maine Credit Union League are sources of information about energy loans and financing packages with their members.

Websites: [www.mainebankers.com](http://www.mainebankers.com) and <http://www.maineicul.org>

MAINE BANKERS  
Association

Maine Credit Union League

# Maine Center for Entrepreneurial Development (MCED)

Website: [www.mced.biz](http://www.mced.biz)

The Maine Center for Entrepreneurial Development (MCED) is a leading edge virtual resource for the most promising startups, regardless of their Maine location. They are part of the Maine Business Incubation System, a network of three technology centers. Membership in MCED, Target Technology Center or the Maine Aquaculture Innovation Center leverages the power and collective resources of all three organizations.

Coaching, powered by Black Belt-certified Innovation Engineering® instructors, world-class programming, networking events, specialized mentoring, and workshops, are available statewide without geographic barriers.

The Top Gun program combines mentoring, curriculum and community to classes of competitively selected entrepreneurs. Campus Ventures, in collaboration with the University of Southern Maine, offers paid student interns and project management to advance entrepreneurs' technical and business needs in parallel. Membership in MCED provides coaching and mentoring to put companies on a growth path that may include equity financing.

The Lunch & Learn seminar series and Table Talks offer a broader entrepreneurial audience informative two-hour talks that provide actionable information.

MCED partners with numerous organizations, and relies on a robust network of volunteer mentors and professional services providers in order to ensure that Maine's most promising start-ups receive the assistance necessary to meet their full potential.

## Top Gun



Website: <http://www.mced.biz/programs-services/top-gun-program/>

A customized, entrepreneurial development program that identifies highly talented entrepreneurs in Maine and matches them with mentors who will help guide them as they continue to develop their innovative business model. Top Gun teaches emerging entrepreneurs the critical skills needed to manage and grow a scalable, innovative enterprise. Top Gun has three components:

### Top Gun Prep

Top Gun Prep is a 9-week course that enables any Maine entrepreneur to learn how to dramatically increase speed and decrease risk while building their startup.

### Top Gun

Top Gun is a 16-week, selective program where a small number of entrepreneurs build upon the lessons of Top Gun Prep and accelerate the development of their businesses.

### Top Gun Next

Top Gun Next allows Top Gun graduates to still be part of the Top Gun community and continue to receive the coaching and mentorship they have experienced in Top Gun. In addition, Top Gun Next includes a bi-monthly roundtable for graduates only for peer support and coaching.

Check the Website for program availability.



## Memberships

Maine's three technology centers, Target Technology, the Maine Aquaculture Innovation Center and the Maine Center for Entrepreneurial Development combined to form the Maine Business Incubation System or MeBIS. This bold collaboration means that a membership in any one of the organizations gives you the power and resources of all three. <http://www.mced.biz/programs-services/memberships/>.

## Other Programs



MCED's monthly Lunch & Learn program offers area businesses a simple opportunity: for two hours delve deep into a specific area of business in a talk and discussion hosted by an expert in that field. Pick the brain of an industry expert and go back to the office with a list of ideas to implement. This program is open to anyone and is available virtually in Orono. <http://www.mced.biz/programs-services/lunch-learn/>

Table Talk is a deeper dive into some of the more complex topics that entrepreneurs and business professionals need to learn more about to stay competitive. <http://www.mced.biz/programs-services/table-talk/>

Campus Ventures is intended to give Maine-based technology companies a jump start in bringing commercially viable technologies to market by providing paid interns and mentor oversight for research, prototyping, and a range of other related tasks. Entrepreneurs and larger companies can access university resources, including faculty, staff, students, facilities, and equipment through the program. Partner with University of Southern Maine. <http://www.mced.biz/programs-services/campus-ventures/>

## Maine and Company

Website: <http://maineco.org>

Maine & Company provides free and confidential consulting services to businesses looking to relocate to Maine or expand within Maine. Their services include real estate site searches, data collection and analysis, incentives identification and valuation, site visit coordination, workforce analysis, and financing coordination. They are a one-stop shop for business relocation or expansion. They help companies in all stages of growth, from start-up ventures to expansion.

- **Real Estate Site Searches.** Maine & Company searches a statewide database for appropriate properties, and connects with regional and local real estate leaders. They conduct a detailed review of potential sites, presenting only those properties that match the client's criteria.
- **Data Collection and Analysis.** Maine & Company provides detailed and up-to-date information on incentives, labor, employment, energy, real estate, taxes, telecommunications, and wages. Furthermore, they analyze this data to compare multiple sites within Maine.
- **Incentives, Financing and Training Programs.** Maine & Company assists companies in identifying and packaging all the relevant programs available for business expansion and relocation activities, and analyzes the short- and long-term value of these incentives. Programs include state, regional, and local tax reimbursements, enterprise zones, tax credits, sales tax exemptions, training, and financing resources.
- **Site Visit Coordination.** Maine & Company coordinates in-state site visits with local public and private sector representatives for the purpose of evaluating business location opportunities and addressing technical questions about doing business in Maine.
- **Financing Programs.** Maine & Company provides information on creative private funding sources and available State and Federal assistance programs to help successful existing companies grow to the next level.
- **Workforce Analysis.** Maine & Company works with economists and demographers to prepare and analyze workforce data, allowing companies and consultants to identify the best location for their next site. Additionally, Maine & Company will introduce companies to local business leaders for an on-the-ground understanding of the hiring culture of the location under consideration.

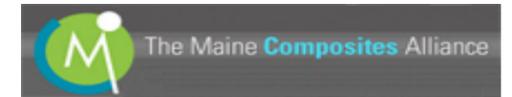


## MAINE & COMPANY

## Maine Composites Alliance

Website: [www.maine-compositesalliance.org](http://www.maine-compositesalliance.org)

The Maine Composites Alliance is an alliance of composite businesses in Maine who work together to recognize and promote Maine's leadership in the international composite industry. They enhance the competitiveness of Maine's existing composite industry and members by providing opportunities for new commercial ventures, and by providing education and training for members and their employees. They serve marine, automotive, aerospace, architecture and industrial industries throughout Maine, the United States and the world, including manufacturers, suppliers, distributors, agents, service organizations, academia, scientists and students.



## Maine Community College System



Website: <http://www.mccs.me.edu>

The Maine Community College System is Maine's comprehensive two-year college system offering nearly 300 career and transfer programs, continuing education and customized training for business and industry. The seven Community Colleges are located in:

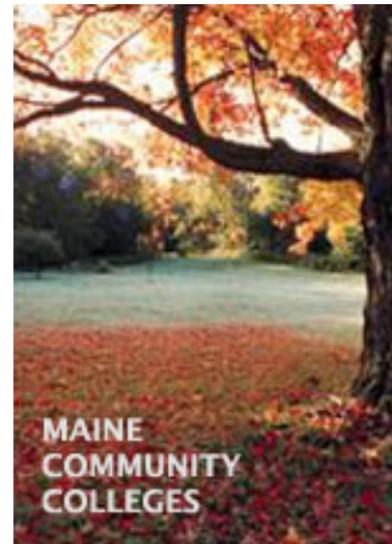
1. Auburn (CMCC) [www.cmcc.edu](http://www.cmcc.edu)
2. Bangor (EMCC) [www.emcc.edu](http://www.emcc.edu)
3. Fairfield/Hinckley (KVCC) [www.kvcc.me.edu](http://www.kvcc.me.edu)
4. Presque Isle (NMCC) [www.nmcc.edu](http://www.nmcc.edu)
5. South Portland/Brunswick (SMCC) [www.smccme.edu](http://www.smccme.edu)
6. Calais (WCCC) [www.wccc.me.edu](http://www.wccc.me.edu)
7. Wells (YCCC) [www.yccc.edu](http://www.yccc.edu)

Off-campus centers are located in Bath, Damariscotta, Dover-Foxcroft, East Millinocket, Ellsworth, Houlton, Madawaska, and South Paris.

### Business Resources

Maine's community colleges offer an array of services to help businesses build and support a skilled workforce. <http://www.mccs.me.edu/business/business.html>.

- Customized Training and Professional Development Courses — Your business can choose from existing credit and non-credit courses, or they will tailor a course or training program to meet your company's specific needs.
- Maine Quality Centers program — Is your business expanding? Are you considering locating your firm in Maine? If so, you may qualify for a special grant through the Maine Quality Centers program, which funds customized training for businesses creating new jobs in Maine.
- Center for Career Development — The MCCS Center for Career Development conducts industry workforce analyses and develops curriculum for business and industry, government, and education. Its services include workforce needs surveys, industry-wide training modules, and other workforce and curriculum development tools.



SMCC offers a range of professional certifications in building performance and sustainability for new and existing professionals including BPI Building Analyst certification and GPRO Green Operations and Maintenance. SMCC is a BPI Test Center, a Weatherization Training Center, and a GPRO Delivery Partner.

<http://www.smccme.edu/business-a-community/community-resources/sustainability-center.html>.

## Maine Department of Administrative and Financial Services (DAFS)



Website: [www.maine.gov/purchases/rfp/index.html](http://www.maine.gov/purchases/rfp/index.html)

The Maine Department of Administrative and Financial Services (DAFS) Bureau of Purchases posts all State of Maine Requests for Proposals (RFP) across all agencies along with issuing department and due dates.

Doing Business with the State of Maine -- [http://www.maine.gov/purchases/venbid/doing\\_business/index.shtml](http://www.maine.gov/purchases/venbid/doing_business/index.shtml).

Purchases' Website is designed and updated continuously and includes valuable information for State agencies, municipalities, vendors and the general public including:

- |                                 |                              |
|---------------------------------|------------------------------|
| Bid Opportunities               | Requests for Proposal (RFPs) |
| Contract Listings               | Commodity Assignments        |
| List of Purchasing Staff        | Purchasing Tools             |
| Vendor Registration Information | Handy Links to Other Sites   |

- Advantagem
- Method Of Bidding
- Responsible Bidder
- Submission Of Bids
- Closing Of Bids
- Award
- General Bid Conditions
- Special Bid Conditions
- Tie Bids
- Alternate Bids
- Accepting Gifts
- Political Subdivisions School Districts
- Office Hours
- Helpful Information From Vendors
- "Backdoor" Selling
- Copy Service Charges
- Disputes And Appeals
- Conclusion

### Bureau of General Services

The Bureau of General Services has various business opportunities divided into the categories below. <http://www.maine.gov/purchases/venbid/bgs.shtml>.

- Architectural and Engineering Services
- Construction Managers
- Contractors
- Professional Services

<http://www.maine.gov/bgs/constrpublic/index.htm>

## Maine Department of Transportation Bid Opportunities



- Contractor/Subcontractor Information
- Construction Bid Packages
- Consultant RFQs and RFPs
- Vendors and Suppliers

<http://www.maine.gov/purchases/venbid/mdot.shtml>

### Request for Quotations (RFQ) & Sealed Surplus Bids

A Request for Quotation is used to procure commodities as a one time buy usually over \$5,000 or to set up a commodity contract for items at any dollar amount. To view current State of Maine RFQs, you must be registered on the State's "Vendor Self Service" (VSS) system.

- If you are already registered in VSS, click this link to log in:  
<https://mevss.hostams.com/webapp/PRDVSS1X1/Advantage>
- If you have not yet registered in VSS, go here to get started:  
<http://www.maine.gov/purchases/venbid/newven.shtml>

### Registered Vendors - AdvantageME Vendor Self Service (VSS) System and New Vendors

Website: <https://mevss.hostams.com/webapp/PRDVSS1X1/Advantage>

- How to Submit a Bid
- How to View the Results of a Bid
- How to Add a Location to Your Account
- How to Choose & Add Commodity Codes
- If you have any questions regarding any RFQ, you must submit your questions thru the Question and Answer link on the Solicitation Details View page. It is the vendor's responsibility to log in to view all questions and answers posted there. Questions and Answers obtained any other way will not be valid for any RFQ.
- View Solicitation terms & conditions
- View PO terms & conditions

<http://www.maine.gov/purchases/venbid/regven.shtml>  
<http://www.maine.gov/purchases/venbid/newven.shtml>

### Maine Revenue Services

The Pine Tree Development Zone Program is a tax credit available to certified businesses that plan to enter or expand into a Pine Tree Development Zone, as defined by the Department of Economic and Community Development (DECD). <http://www.maine.gov/revenue/taxrelief/ptdz.htm>.

The Business Equipment Tax Reimbursement Program is designed to encourage new capital investment in Maine. The program reimburses local property taxes paid on most qualified business property. To qualify, qualified business property must have been first placed in service in Maine after April 1, 1995. <http://www.maine.gov/revenue/taxrelief/betr.htm>.

Other tax relief measures and applications are at <http://www.maine.gov/revenue/forms/property/appsformspubs.htm>.

## Maine Department of Economic & Community Development (DECD)



Website: <http://www.maine.gov/decd/>

The Department of Economic & Community Development (DECD) has more than two dozen experts whose broad mission is to help communities and businesses prosper through a variety of programs providing everything from targeted tax relief to community block grants to tourism marketing. Whether your business wants to bring a Maine-made product to market, expand a project, or explore financing when moving a business to Maine, go to DECD first. DECD and its partners show companies how to benefit from millions of dollars in tax credits, reimbursements, R & D credits, capital loans, even direct investment.

### Tax Incentives and Credits

The Community Development Block Grant Program (CDBG) and loans provide funding and technical support for community projects that meet economic development objectives and lead to job creation or retention for Maine residents with low to moderate incomes. <http://www.maine.gov/decd/meocd/cdbg/index.shtml>.

Tax Increment Financing programs under which municipalities can use property tax money to help finance new business activity in a defined geographical district.

[http://www.maine.gov/decd/start-grow/tax-incentives/tax\\_increment\\_financing.shtml](http://www.maine.gov/decd/start-grow/tax-incentives/tax_increment_financing.shtml).

Through Employment Tax Increment Financing, your new or growing Maine business can save up to 80% of withholding taxes for new employees for as long as 10 years depending on your location and industry.

[http://www.maine.gov/decd/start-grow/tax-incentives/employment\\_tax\\_increment\\_financing.shtml](http://www.maine.gov/decd/start-grow/tax-incentives/employment_tax_increment_financing.shtml).

Businesses involved in Biotechnology, Aquaculture and Marine Technology, Composite Materials Technology, Environmental Technology, Advanced Technologies for Forestry and Agriculture, Manufacturing and Precision Manufacturing, Information Technology, and Financial Services may apply for Pine Tree Development Zone status.

<http://www.maine.gov/decd/start-grow/pine-tree/index.shtml>.

Your business may qualify for 100% tax exemption from personal property taxes on eligible business equipment through Business Equipment Tax Relief programs. <http://www.maine.gov/decd/start-grow/tax-incentives/betr.shtml>.

Technology Tax Credits allow companies involved in manufacturing and certain research-driven activities to take advantage of significant credits and tax exemptions for everything from electricity cost to specialized equipment purchases and other expenses involved in R & D. [http://www.maine.gov/decd/start-grow/tax-incentives/technology\\_tax\\_credits.shtml](http://www.maine.gov/decd/start-grow/tax-incentives/technology_tax_credits.shtml).

Maine offers tax credits and sales tax exemptions for businesses engaged in certain specialized areas. In general, R & D tax credits are based on federal IRS rules and applied for as part of a company's state corporate tax return. Sales tax exemptions are applied either at the time of purchase using an Industrial Users Blanket Sales Tax Certificate of Exemption or as a refund with the Refund Form.

- Research Expense Tax Credit
- High-Technology Investment Tax Credit
- Manufacturing
- Custom Computer Programming
- Biotechnology
- Super Research and Development Credit
- Sales Tax Exemptions
- Research and Development
- Fuel & Electricity For Use In Manufacturing

## Pine Tree Development Zones

The Pine Tree Development Zone (PTDZ) program 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. Over 300 Maine businesses were participating in the PTDZ program in 2011, with reimbursements from thousands to hundreds of thousands of dollars for taxes paid on new employees.

*“Backyard Farms firmly believes the incentives provided by the Pine Tree Development Zone programs are fundamental to our ability to build our business, grow to over 220 employees in 6 years, and continue to invest here, competing on a regional and national level. Thanks to the support from the State of Maine and the Maine Department of Economic and Community Development, we can now bring tomato lovers across the Northeast summertime fresh tomatoes all year long.”*

–Brian Gowen, Backyard Farms, from the DECD Website.

<http://www.maine.gov/decd/start-grow/pine-tree/index.shtml>

Eligible sectors are:

- Biotechnology
- Aquaculture and Marine Technology
- Composite Materials Technology
- Environmental Technology
- Advanced Technologies for Forestry and Agriculture
- Manufacturing and Precision Manufacturing
- Information Technology
- Financial Services



Depending on your business sector and location, your business may be eligible for corporate tax credits, sales and use tax exemptions for both personal and real property, withholding tax reimbursements of 80%, and reduced electricity rates. (Some financial sector companies may also be eligible for certain insurance tax credits.) Businesses in Tier 2 municipalities are eligible for 5 years of such benefits, 10 years for all others, and any reimbursement, credit, and exemption only applies to net, new payroll and property.

Apply at [http://www.maine.gov/decd/start-grow/pine-tree/to\\_apply.shtml](http://www.maine.gov/decd/start-grow/pine-tree/to_apply.shtml).

### Marketing Assistance Programs

Through its Maine Made America's Best program, DECD directly supports the wide variety of high-quality and unique products crafted in Maine. Unified under one highly-recognizable logo and with supporting internet exposure, over 2000 member companies can take advantage of free or low-cost branding as well as the possibility of exhibiting at the annual New England Products Trade Show in Portland, with Maine Made sponsors. <http://www.mainemade.com>

The Maine International Trade Center (MITC) is DECD's official international trade and investment office, a public-private partnership supported by the contributions of member companies and the state. MITC provides technical assistance, trade counseling and workshops, import and export leads, and international credit reports, as well as organizing and facilitating international trade shows and missions abroad. <http://www.mitc.com>

The Maine Technology Institute (MTI) is an industry-led, publicly funded nonprofit organization whose mission is to stimulate the growth of technology-intensive companies that create quality jobs across the state. Funded directly through DECD, MTI offers capital and commercialization assistance, loans, and grants, partnering to finance technology development projects as well as collaborative activities to strengthen Maine's high-potential technology clusters. MTI also administers the Maine Technology Asset Fund, the State's multi-million bond program boosting research and economic development across Maine. <http://www.mainetechnology.org>

## The Office of Community Development (OCD)



Website: <http://www.maine.gov/decd/meocd/>

Works closely with Maine municipalities, regional partnerships and non-profit groups to meet a broad array of economic and community development needs. Each year the State of Maine receives a formula allocation of funding from the Department of Housing and Urban Development to be distributed to eligible Maine communities under the Community Development Block Grant Program.

The following programs are available to Maine Communities and in certain instances, Counties. For specific information on application dates and program eligibility activities, refer to the individual application packages and the current Program Statement.

- Housing Assistance
- Public Facilities Grant Program
- Workforce Development Grant Program
- Micro-Enterprise Assistance Grant Program
- Home Repair Network
- HUD Neighborhood Stabilization
- Communities for Maine's Future Bond Program
- Downtown Revitalization Grant Program
- Public Infrastructure Grant Program
- Urgent Need Grant Program
- Economic Development Program
- Maine Downtown Center Assistance
- Brownfields Revolving Loan Fund

### Other DECD Resources and Partners

Websites:

<http://www.maine.gov/decd/partners-links/> and <http://www.maine.gov/decd/reports-pubs/>

### Resources

- 2010 Science and Technology Action Plan
- Maine Comprehensive Research & Development Evaluation
- Maine Innovation Index 2011 Download (PDF)
- Annual Reports
- Technology Sectors and Clusters

### State Government Partners

- Department of Labor
- Maine Quality Centers
- Department of Environmental Protection
- Maine Revenue Services
- Department of Professional and Financial Regulation
- Secretary of State

### Federal Government Partners

- Small Business Administration
- USDA-RD
- Maine Small Business Development Centers
- County Information
- County Profiles

### Regional Economic Development Organizations

- Androscoggin Valley Council of Governments
- Kennebec Valley Council of Governments
- Greater Portland Council of Governments
- Eastern Maine Development Corporation
- Midcoast Economic Development District
- Southern Maine Regional Planning Commission
- Northern Maine Development Commission
- Western Maine Economic Development Council

### Independent Organizations

- Finance Authority of Maine
- Maine Rural Development Authority
- Maine Chamber of Commerce (links to local Chambers)
- Coastal Enterprise, Inc.
- Maine & Company
- Maine Economic Development
- Efficiency Maine

## Maine Energy Education Program (MEEP)



Website: <http://www.meepnews.org/index.htm>

MEEP offers experiential energy education programs for Maine students and teachers. These programs, which are mostly free, help participants to understand the balance between the economic, environmental and social impacts of energy choices affecting our society. Focused on energy sources, energy conservation, alternative modes of transportation, and outdoor air quality, MEEP's repertoire of activities are fun, dynamic, and interdisciplinary, plus they can be easily modified to meet the needs of your curriculum and your students. All activities are aligned to the Maine Learning Results.

The Department of Environmental Protection (DEP) and MEEP occasionally award student groups with Mini-Grants to implement school energy efficiency projects. <http://www.meepnews.org/grants.htm>



## Maine Gas Companies

Websites:

[www.unitil.com](http://www.unitil.com)

[www.bangorgas.com](http://www.bangorgas.com)

[www.mainenaturalgas.com](http://www.mainenaturalgas.com)



Unitil, provides natural gas service to approximately 25,000 customers in Greater Portland, Lewiston/Auburn and Kittery. Unitil is headquartered in Hampton, New Hampshire.

Bangor Gas Company, L.L.C. serves customers in Bangor, Brewer, Veazie, Orono, and Old Town. Bangor Gas is a wholly-owned subsidiary of Energy West.

Maine Natural Gas, L.L.C. Maine Natural Gas currently serves customers in Windham, Gorham, Bowdoin, Topsham and Brunswick. Maine Natural Gas is a subsidiary of Energy East, an energy company headquartered in New York state.

At any given time, these companies may have rebate, conversion or assistance programs. Please check their Websites for information.

# Maine Governor's Energy Office

Website: [www.maine.gov/energy](http://www.maine.gov/energy)



The mission of the Maine Governor's Energy Office (GEO) is to create effective public and private partnerships that advance Maine's energy security, economic development, and environmental health.

The GEO is responsible for planning and coordinating state energy policy and serves as the primary energy policy advisor to the Governor. As the designated State Energy Office, the GEO is charged with providing leadership in the development of public and private partnerships that achieve clean, reliable, affordable, efficient, sustainable, indigenous and renewable energy resources. It is the responsibility of the GEO to work in conjunction with other departments of State government, the Legislature, and private and nonprofit sectors to advance and optimize Maine's energy security, economic development and environmental health. Maine's energy objectives are supported in part through GEO oversight and administration of the U.S. State Energy Program (SEP) funds and priorities.

The Maine Energy Action Plan consists of five main components:

1. Decreasing Electricity Prices and Overall Energy Costs
2. Extending Natural Gas Services and Transmission Infrastructure to Maine Consumers – Residential, Commercial and Industrial
3. Strengthening Energy Efficiency, Conservation and Weatherization and Fostering Renewable Energy
4. Reducing Oil Use by 50% by 2050
5. Preparing an Energy Assurance and Emergency Preparedness and Response Plan

The GEO is working to decrease the total cost of energy (electricity, transportation, heating) to Maine people in an enduring way that:

- Is environmentally responsible in compliance with all applicable standards and regulations based on sound science;
- Optimizes the economic growth in state by promoting cost-competitive indigenous energy sources, achieving direct and indirect private sector job growth and leveraging Maine's strategic advantages such as location, forest and agricultural base;
- Increases energy efficiency by empowering people with knowledge and capability to employ proven cost-effective efficiency technology; and
- Reduces the dependency on foreign oil sources.

## Grants Connector

The GEO Grants Connector Project monitors current and future federal and state legislative, regulatory, budgetary and appropriations, and programmatic activities that may promote investment in energy projects and cost-effective, energy efficient and flexible means to operate facilities. These initiatives may include various mechanisms to address the barriers of first costs, including:

- Tax credits
- Rebates
- Low-interest loans
- Deductions for energy efficiency production and purchases
- Research and development
- Demonstration projects and pilot programs
- Market transition and deployment programs

Website: <http://www.maine.gov/energy/grants/index.html>

## Heating Fuels

The Governor's Energy Office conducts a weekly survey of heating fuel prices during the heating season from the beginning of October to mid-March. During the rest of the year, the GEO releases a monthly update. [http://www.maine.gov/energy/fuel\\_prices/index.shtml](http://www.maine.gov/energy/fuel_prices/index.shtml).

The GEO also provides a heating calculator to help consumers choose heating systems and fuels and take into account costs of fuel, installation costs, convenience and life styles. This calculator can help estimate the cost of fuel for different heating appliances. By factoring in the price and the efficiency of the heating appliances, it allows you to estimate the cost of heating the "average" home (1500 sq. ft. ). [http://www.maine.gov/energy/fuel\\_prices/heating-calculator.php](http://www.maine.gov/energy/fuel_prices/heating-calculator.php).

The GEO provides a menu of heating fuel and system options for consideration by Maine home and business owners:

- Biofuels
- Electric Heating, Heat Pumps and Thermal Energy Storage
- Energy Efficiency & Conservation
- Geothermal
- Heating Oil
- Kerosene
- Natural Gas
- Propane
- Solar Thermal Systems
- Wood and Wood Pellets

[http://www.maine.gov/energy/fuel\\_prices/fuel-info.html](http://www.maine.gov/energy/fuel_prices/fuel-info.html)

## Partners

The GEO works with their state, regional, federal, and private-sector partners to integrate energy, environmental and economic policies into a cohesive and sustainable energy strategy. The GEO is a member of various associations and boards of directors, works with a range of federal, state and regional groups and represents the Governor and State of Maine with several organizations. These organizations are also sources for financial assistance opportunities and should be reviewed and consulted as projects and programs are considered. Some are described in more detail in their sections of the directory.

- Alliance to Save Energy
- Committee on Energy (NICE)
- E2Tech
- Eastern Interconnection States' Planning Council
- Efficiency Maine Trust
- Interagency Review Panel
- ISO New England
- National Association of State Energy Officers
- New England Governors' Conference (NEG) Northeast International
- Nuclear Waste Strategy Coalition

The GEO collaborates frequently with other State Government branches and agencies, primarily:

- Bureau of General Services
- Department of Administrative and Financial Services
- Department of Conservation
- Department of Environmental Protection
- Department of Transportation
- Energy, Utilities and Technology Committee
- Environment and Natural Resources Committee
- Finance Authority of Maine
- Land Use Planning Commission
- Maine Emergency Management Agency
- Maine Forest Service
- Maine Legislature
- Maine Public Utilities Commission
- Office of Economic and Community Development
- Office of Policy and Legal Analysis
- Office of the Governor
- Office of the Public Advocate
- Senate and House Leadership

The GEO works closely with and provides advice and advocacy to senior federal officials, including from:

- Maine Congressional Delegation and their staff
- U.S. Department of Agriculture
- U.S. Department of Energy
- U.S. Environmental Protection Agency
- U.S. Senate and House Committees

The GEO is a point of contact with the Eastern Canadian Premiers' (ECP) and Eastern Canadian companies to explore acquiring capacity and energy and reduce electricity costs for Maine consumers.

The Governor's Energy Office works collaboratively with transmission and distribution utilities, state agencies and other public and private entities to utilize, develop or expand the energy transmission infrastructures in the State of Maine; and enhance the long-term security, reliability and affordability of generating, transmitting and distributing indigenous renewable energy to the consumers in the state of Maine. It works in collaboration with the following partners in these areas:

- Maine Public Utilities Commission (MPUC)
- Office of the Public Advocate
- Department of Environmental Protection
- Department of Conservation
- Department of Transportation
- Department of Economic and Community Development
- New England States Committee on Electricity (NESCOE)
- Eastern Interconnection States' Planning Council (EISPC)
- Northeast International Committee on Energy (NICE)
- ISO New England
- Bangor Gas
- Bangor Hydro Electric Company (Emera LLC)
- Central Maine Power
- Eastern Interconnection Planning Collaborative
- Eastern Maine Electric Cooperative

- Maritimes & Northeast Pipeline
- Maine Natural Gas
- Maine Public Service Company
- New Brunswick System Operator
- New England Conference of Public Utilities Directors
- New England Natural Gas Association
- Portland Montreal Pipeline
- Unitil, Inc.

#### Economic Development and Financing

Maine is ready, equipped and committed to help companies design, build and manufacture equipment for clean and sustainable energy production and to power businesses economically and sustainably, generating heat and power from Maine's diverse renewable energy portfolio.

Maine is expanding natural gas service to reduce energy costs for businesses and homes and Maine is driving new technologies such fuel cell systems, district heating, and combined heat - power - cooling – fueling technologies. As a result of Maine's extensive renewable energy development, Maine has developed an energy technology “infrastructure” of energy equipment design, manufacturing and professional services. This includes a specialized pool of expertise in engineering, geotechnical, environmental, financial, legal, insurance and worker training services. These Maine firms and institutions are applying their expertise to facilitate the development of renewable energy throughout North America. These specialties cover:

- Wind power – both on-shore and off-shore
- Biomass heat and power generation - wood pellets, wood chips and grass biomass
- Ocean tidal power
- Hydroelectric generation
- Fuel cell technology and hydrogen energy

Maine is one of the only states in the U.S. with extensive on-shore and off-shore wind resources. Maine is building world-class manufacturing and product design around the unique requirements of offshore floating wind power facilities using Maine's very extensive composite materials technologies.

Maine's well-established forest products industry is ideally prepared for further expansion of biomass energy with unmatched infrastructure, equipment, knowledge, management practices and trained labor force.

The Bay of Fundy, on the border between Maine and Canada, is one of the most robust tidal energy resources in the world with tidal ranges of up to 50 feet or more and estimated energy potential of 2,500 megawatts. This resource spurred establishment of a world leader in tidal in-stream energy technologies - Ocean Renewable Power Company (ORPC) of Portland and Eastport, ME. Eastport and Lubec, Maine are now at the epicenter of the tidal energy industry with ORPC installing its state-of-the art, in-stream tidal energy generating system there.



Presently, the largest source of renewable power in Maine is water power. Maine's topography and very abundant water resource enables hydroelectric facilities to generate 13% of Maine's electricity production. This resource is a key factor in Maine's aggressive renewable energy portfolio goals.

Below are just a handful of general contacts for opportunities with Maine's renewable energy technology sector:

- Maine Department of Economic and Community Development
- Maine Governor's Energy Office
- Environment and Energy Technology Council of Maine (E2Tech)
- Maine Renewable Energy Association (MREA)
- Maine Wind Industry Initiative
- DeepCwind Consortium University of Maine
- Forest BioProducts Research Institute University of Maine
- Maine Pellet Fuels Association
- Tidal Device Evaluation Center (TDEC) Maine Maritime Academy
- Hydrogen Energy Center
- Brunswick Landing Renewable Energy Center
- Advanced Manufacturing Center University of Maine
- Manufacturers Association of Maine
- University of Maine Renewable Energy Technology Program
- Maine Advanced Technology and Engineering Center Southern Maine Community College

#### Energy Assurance and Emergency Management

The Governor's Energy Office is responsible for developing the State of Maine Energy Assurance and Emergency Management Plan to provide the Federal government, Maine Governor, the Legislature, the Executive Departments, the energy industry and the general public with a clear, concise and comprehensive blueprint and strategy to address a potential or actual energy emergency caused by:

- a supply disruption
- a rapid and unsustainable increase in energy prices
- other energy emergency situation

The Maine Emergency Management Agency (MEMA), Maine GIS (MEGIS) and Maine Public Utilities Commission (MPUC) developed an energy supply disruption tracking process as part of their VirtualMaine system. For copies of the Energy Assurance Plan and a directory of resources, please visit [http://www.maine.gov/energy/energy\\_emergency/index.html](http://www.maine.gov/energy/energy_emergency/index.html)

#### Interagency Review Panel

The Interagency Review Panel (Panel) was established to oversee the use of statutory corridors for energy infrastructure projects. For information, including regulatory requirements, on submitting proposals, please visit <http://www.maine.gov/energy/initiatives/review-panel.shtml>

For additional GEO information and documents, please visit: [http://www.maine.gov/energy/publications\\_information/index.html](http://www.maine.gov/energy/publications_information/index.html)

## Maine International Trade Center (MITC)



Website: [www.mitc.com](http://www.mitc.com)

Maine International Trade Center (MITC) is Maine's center for international business assistance. The Trade Center provides technical assistance and trade counseling, import and export leads, international credit reports, workshops, coordinated trade missions and trade shows, and many other useful services to help Maine companies seeking to succeed in international markets.

#### Consulting Services

MITC assists members in researching new markets, trade regulations, tariffs, logistics, and product sourcing. Their staff is committed to providing quality information and practical advice in selecting markets for your products and services. Their trade specialists respond to over 1,200 trade assistance requests each year on topics that range from visa requirements to international market opportunities. They have experience in over a dozen industries ranging from wood products and information technology to composite materials and biotechnology.

**Trade research:** Market reports, statistics, trade leads and other online information are put at your disposal. They routinely track international markets for Maine's products and services using specialized databases. <http://www.mitc.com/services/research.asp>.

**Regional experience — Canada:** MITC's Canada Desk offers a depth of trade experience and well-developed network of counterparts across the border to assist Maine companies interested in beginning to export or growing existing exports to Canada. <http://www.mitc.com/services/canada.asp>.

**Invest in Maine:** Attracting international business to Maine and finding joint venture opportunities are an important part of MITC efforts to expand trade in the state. <http://www.investinmaine.net>. Extensive information on:

Key sectors including life sciences; advanced materials; information technology; food, beverage and agricultural products; pulp, paper and wood products; marine construction and technology; hospitality and tourism. <http://www.investinmaine.net/key-sectors/>

Renewable Energy: <http://www.investinmaine.net/key-sectors/renewable-energy/>

Environmental Technologies: <http://www.investinmaine.net/key-sectors/environmental-engineering-technology/>

#### Information on Incentives

Maine has a wealth of business assistance programs that can meet the needs of any business. MITC describes several of these incentives and programs:

- Tax Credits and Reimbursements
- Trade and Development Zones
- EB-5
- Technology and Development Grants
- Financing Options
- Workforce Training

Website: <http://www.investinmaine.net/incentives/>



## Maine Manufacturing Extension Partnership



Website: <http://www.mainemep.org>

The Maine Manufacturing Extension Partnership (Maine MEP) is able to leverage a vast array of public and private resources and services that are available to every manufacturing enterprise in Maine. The nationwide system of MEP centers is linked through the U.S. Department of Commerce - National Institute of Standards and Technology (NIST), with the common goal to strengthen the global competitiveness of U.S. manufacturers.

### Education Programs

MITC programs are designed to educate Maine companies in all areas of trade. Featuring experts from industry, government, and academia, programs offer up-to-date information on topics of importance for internationally-active companies in Maine. In addition, MITC offers member-networking events several times per year. Maine International Trade Day is the state's annual premier international business event with more than 250 leading professionals from Maine, New England, and Canada discussing the latest experiences, opportunities, and challenges for international trade. The one-day event also includes a networking reception and luncheon.

### Trade Missions and Shows

Each year MITC organizes a large State of Maine Trade Mission, usually with the Governor, as well as smaller (often industry-specific) missions. Trade Missions provide one-on-one meetings with potential foreign trade partners and unique networking opportunities. MITC arranges most details including transportation, translators and business meetings. In addition to the trade missions, MITC coordinates participation at several industry-specific international trade shows. These shows provide an excellent opportunity to meet potential customers and gain valuable market insight. They also host international conferences and incoming delegations from overseas. MITC members enjoy opportunities to network with foreign buyers, commercial representatives and visiting dignitaries. <http://www.mitc.com/trade/default.asp>

The Maine Export Promotion Reimbursement (MEPR) program offers financial reimbursement of up to \$2,000 per year per company for matchmaking and other expenses for programs such as the U.S. Commercial Service's Gold Key. The Maine Export Travel Reimbursement program is designed to encourage Maine companies seeking new international sales through financial support of matchmaking and other overseas activities. Eligible businesses may receive reimbursements of up to \$1,000 per year through this program for international travel for approved matchmaking, trade missions, and/or exhibiting at trade shows. To learn more about eligibility requirements and complete the necessary forms to apply for a grant, please go to <http://www.mitc.com/trade/MEPRProgram.asp>

### Programs

- Enterprise Management
- Enterprise Improvement
- Lean Transformation and Sustainment
- Information Technology
- Quality Management Systems
- Plant Layouts
- Energy Audits
- Supply Chain Management
- Supplier Improvement
- SupplyPoint® Database
- Performance Based Training
- Lean Methodologies
- Machine Operator Skills Training (M.O.S.T)
- Lean Champions Coaching
- Organizational and Leadership Development
- Innovation Services
- Strategic Assessment and Roadmapping
- Ideas for Growth
- Research and Development Tax Credits
- Space Alliance Technology Outreach Program
- Maine Technology Centers

### Energy Audits

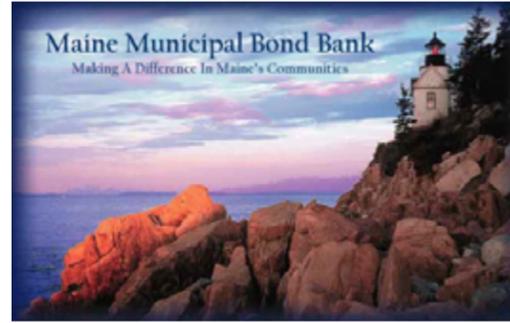
Efficiency Maine in partnership with the Maine MEP offers energy audits through the Small Business Program. The type of audit offered is considered a "walk-through" audit. An assessment is made based on the information gathered, with a written audit report subsequently delivered to the company within a reasonable time frame. This report will contain information and recommendations for potential energy savings. For more information and selection criteria go to: [www.maine.gov/msep](http://www.maine.gov/msep)

Please contact MMEP directly for additional information and assistance.

## Maine Municipal Bond Bank (MMBB)

Website: [www.mainebondbank.com](http://www.mainebondbank.com)

An Independent agency, the Bank provides cities and towns, school systems, water and sewer districts and other governmental entities access to low cost capital through the sale of highly rated tax exempt bonds. Its General Bond Resolution Program, Clean Water State Revolving Loan Fund and School Revolving Loan Program are all applicable to renewable energy projects. The Bank also has the capacity to sell Qualified Energy Conservation Bonds.



### Programs

Website: <http://www.mmbb.com/Programs.aspx>

1. General Bond Resolution Program. For municipalities, water, sewer and school systems, and other local government requesting loan financing. Under this tax-exempt bond financing program, the debt will be paid from a General Resolution Pledge of the municipality.
2. School Revolving Renovation Program.
3. Lease Purchase Program. A cost-effective and tax-exempt alternative for financing capital equipment technology purchases.
4. GARVEE Bond Program and TRANSCAP Bond Program. The Bank issues revenue bonds with the Department of Transportation the principle and interest of which is repaid with revenues paid to the State by the Federal Highway Administration.
5. TRANSCAP Bond Program.
6. Maine PowerOptions Program.

Visit <http://www.mmbb.com/SiteMap.aspx> for a diagram of all MMBB resources.

### Maine PowerOptions

Website: [www.mainepoweroptions.org](http://www.mainepoweroptions.org)

Maine PowerOptions is an energy-purchasing consortium that serves as an aggregator for Maine's local governmental and non-profit organizations. Their group-purchasing programs are designed to increase the buying power of eligible participant organizations for the purchase of fuel oil and electricity. The result is lower energy costs for Maine's non-profit organizations, higher education institutions, health care organizations, water, sewer, and school districts, and municipalities.

The purpose of Maine PowerOptions is to bring together or "pool" local governmental and non-profit organizations, analyze their combined energy needs, and negotiate pricing with suppliers to achieve the best value for our member organizations. By joining the Maine PowerOptions aggregation your organization's buying power will be greatly enhanced with all future electricity and fuel oil purchases. On behalf of members, they assume all administrative responsibilities associated with energy bids and contract negotiation process with potential suppliers. Competitive pricing offers are then presented to members for consideration and voluntary participation.

Maine PowerOptions benefits organizations by:

- Providing cost-saving energy and informational opportunities.
- Determining the needs of your organization and working with suppliers to meet those needs.
- Serving as your advocate in negotiations with utilities, suppliers and regulatory agencies.
- Monitoring the quality of the supplier service and product.
- Continuously assessing the needs for new programs such as natural gas, energy management, demand response and carbon offsets.

The Maine PowerOptions program is entirely voluntary. Completing a membership application and becoming a member does not obligate your organization to purchase energy through the consortium.

<http://www.mainepoweroptions.org/MembershipApplications.aspx>

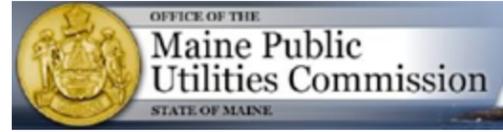
MPO acts as an aggregator by pooling member electricity requirements, working with suppliers to negotiate the best combination of rates and terms. They watch market trends and track retail pricing to time pricing offers for members. Members are never obligated to purchase through the program. Since MPO's introduction of "Green" electricity products in 2003, MPO has worked with several members to secure 'Green E' certified agreements, working with some to secure LEED certified purchases. MPO has provided custom blends of electricity supply from an array of Maine-based Green energy sources. <http://www.mainepoweroptions.org/Electricity.aspx>

The Maine PowerOptions Fuel Program is available to all Members including Maine's non-profit healthcare organizations, higher education institutions, water, sewer, and school districts, municipalities, and non-profit 501c3 organizations. Maine PowerOptions staff works with participating members to obtain their usage requirements for each product type, as well as delivery locations, times, and service requirements. This information then forms the basis of an RFP. Each year, Maine PowerOptions produces at least one Request for Proposal(RFP) process on behalf of its eligible members for the purchase of fuel products. Maine PowerOptions will work with suppliers and watch market conditions to balance price conditions with member's needs before determining the optimum time to solicit the RFP to suppliers statewide.

<http://www.mainepoweroptions.org/FuelOil.aspx>

# Maine Public Utilities Commission

Website: [www.maine.gov/mpuc](http://www.maine.gov/mpuc)



The Commission regulates electric, natural gas, telecommunications and water utilities to ensure that Maine consumers enjoy safe, adequate and reliable services at rates that are just and reasonable for both consumers and utilities. The Commission oversees emerging competitive markets for some of these services.

## Regulated Entities

1. Electricity: <http://www.maine.gov/mpuc/electricity/index.shtml>
2. Telecommunications: <http://www.maine.gov/mpuc/telecom/index.shtml>
3. Natural Gas: [http://www.maine.gov/mpuc/natural\\_gas/index.shtml](http://www.maine.gov/mpuc/natural_gas/index.shtml)
4. Water: <http://www.maine.gov/mpuc/water/index.shtml>
5. Ferries: <http://www.maine.gov/mpuc/ferries/index.html>

## Online Filings, Documents and RFPs

Website: <http://www.maine.gov/mpuc/online/index.shtml>

Current Requests for Proposals can be found at <http://www.maine.gov/mpuc/online/rfps/index.shtml>

Additional electricity-related documents and opportunities are at <http://www.maine.gov/mpuc/electricity/index.shtml>, including:

- Standard Offer Rates
- Delivery Rates
- Disclosure Labels
- Standard Offer Information
- Current Standard Offer Solicitations
- RFP's and Awarded Contracts
- Current Long-Term Contract RFP
- Awarded & Archived Long-Term Contract RFPs
- Awarded and Archived Community-Based Renewable Energy Contracts
- Electric Supply Choice
- List of Retail Electricity Suppliers
- Customer Migration Statistics
- Buying Green Power
- Other Electric Information
- Maine's Transmission & Distribution Utility Information & Statistics
- Electric Laws & Rules
- Electric Links
- Information for Electricity Suppliers
- Licensing Requirements
- Regional Information
- MPUC FERC/ISO-NE/ISA Filings
- FAQ on the Maine Power Reliability Project and the Maine Power Connection
- Electric Generation Information
- Utility Generation Entitlement Sales
- RPS Class I Certificates Issued
- Community-based Renewable Energy Pilot Program

Additional natural gas documents and opportunities are at [http://www.maine.gov/mpuc/natural\\_gas/index.shtml](http://www.maine.gov/mpuc/natural_gas/index.shtml).

- Maine's Local Gas Utilities
- Residential Service
- Choice for Commercial & Industrial Customers
- Competitive Suppliers
- Supplier Registration Information
- Natural Gas Laws and Rules
- Interstate Pipelines
- Natural Gas & Propane Safety
- Natural Gas Frequently Asked Questions and Natural Gas Links
- FERC - Filings

## Community-Based Renewable Energy Pilot Program

The Pilot Program provides incentives for the development of community-based renewables projects. These projects must be "locally owned electricity generating facilities" (51% or more of the facility must be owned by "qualifying local owners") and must not exceed 10MW.

[http://www.maine.gov/mpuc/electricity/community\\_pilot.shtml](http://www.maine.gov/mpuc/electricity/community_pilot.shtml)

## Maine Rural Development Authority (MRDA)

Website: [www.mainerda.org](http://www.mainerda.org)

The Maine Rural Development Authority provides financial assistance to communities and their development partners to develop speculative commercial and industrial buildings and assisting in developing or redeveloping underutilized commercial industrial properties. The primary focus of MRDA's activities is in the rural areas of Maine that have traditionally not experienced the same level of economic development success as in other regions of the state, have experienced major economic losses, such as plant closings and downsizings or are economically distressed. It is the intent of MRDA to assist with projects that cannot be accomplished by the private sector development community acting alone.

MRDA provides two programs to assist communities:

- Commercial Facilities Development Program: <http://www.mainerda.org/laws-rules/community-facilities-development-program/>
- Speculative Buildings Program: <http://www.mainerda.org/laws-rules/speculative-buildings-program/>



## Maine Small Business Development Centers (SBDC)

Website: <http://www.mainesbdc.org>

Maine Small Business Development Centers (Maine SBDC) provide comprehensive business management assistance to the small business community through a network of professional, certified business counselors. Business owners meet with counselors to address their concerns - from starting, managing and diversifying, to marketing, growing and financing. Workshops and seminars expand small business know-how and practical applications. Services are no-cost and confidential.

### Assistance

- Business start-up/acquisition
- Financial and business analysis
- Sources of credit and financing
- Cash flow analysis
- Job creation
- Marketing and sales
- International trade
- Networking, linkages, technology transfer
- Business/marketing plan development
- Market research
- Loan packaging, raising capital
- Accounting, recordkeeping
- Operations, personnel management
- Government procurement
- Business liquidation/sale

Website: <http://www.mainesbdc.org/index.cfm/spKey/assistance.html>

Topics of interest at <http://www.mainesbdc.org/index.cfm/spKey/tools.html>

Counseling appointments can easily be arranged by contacting the Maine SBDC Service Center nearest you.

Request counseling at <http://www.mainesbdc.org/tools/online641.cfm>

### Maine Business Works

Members are non-profit and for-profit providers offering regular workshops, courses and events targeted to potential and existing small business owners/operators and specific to business development and/or management or workforce development; and/or a provider that has direct lending capabilities to small business.

<http://www.mainebusinessworks.org/index.cfm/spKey/home.assistance.htm>

#### SBDC Service Centers

**Auburn**  
Androscoggin Valley Council of Governments (AVCOG)  
125 Manley Road  
Auburn, ME 04210-3600  
(207) 783-9186

**Augusta**  
FAME  
5 Community Drive  
Augusta, ME 04332-0949  
(207) 620-3521

**Bangor**  
Coastal Enterprises, Inc. (CEI)  
One Cumberland Place, Suite 302  
Bangor, ME 04401  
207-942-1744

**Bath**  
Midcoast Council of Governments  
759 High Street, 3rd Floor  
Bath, ME 04530  
207-443-5790 x 18

**Caribou**  
Northern Maine Development Commission (NMDC)  
11 West Presque Isle  
Caribou, ME 04736-0779  
(207) 498-8736

**Ellsworth**  
Coastal Enterprises, Inc.  
210 Main Street  
Ellsworth, ME 04605-1950  
207-664-2990

**Fairfield**  
CEI at Kennebec Valley Council of Governments  
17 Main Street  
Fairfield, ME 04937-1119  
207-453-4258, ext. 215

**Machias**  
Sunrise County Economic Council  
53 Prescott Drive, Suite 3  
Machias, ME 04654  
888-269-0566

**Portland**  
University of Southern Maine (USM)  
Location: 501 Forest Avenue  
Portland, ME 04104-9300  
(207) 780-4949

**Sanford/Springvale**  
Southern Maine Regional Planning Commission (SMRPC)  
21 Bradeen Street, Suite 304  
Springvale, ME 04083-1925  
(207) 324-0316

**Wiscasset**  
Coastal Enterprises, Incorporated  
36 Water Street  
Wiscasset, ME 04578-0268  
(207) 882-4340



## Maine State Chamber of Commerce

Website: [www.mainechamber.org](http://www.mainechamber.org)

The Maine State Chamber of Commerce works to ensure a business climate in which Maine State Chamber members, large and small, can compete successfully in the local, regional, national, and world marketplaces. Through our Grassroots Action Network and OneVoice program, we work with a network of approximately 5,000 companies statewide that see the value in such a service and provide the vital support that keeps our access, advocacy, and assistance efforts going strong. The Chamber advocates on behalf of their interests before the legislature and regulatory agencies, and through conferences, seminars, and affiliated programs. Its advocacy efforts focus on six central themes: tax reform, health care, workers' compensation, economic development, education, and government spending/budget.

Known as The Voice of Maine Business, the Maine State Chamber is a not-for-profit organization supported through membership dues and contributions. Our advocacy staff testifies before the Maine Legislature and the state's regulatory agencies; intervenes in adjudicatory hearings; drafts business-oriented laws and rules; meets regularly with business and state decision-makers; and, keeps members informed through newsletters, emails, alerts, reports, conferences, programs, seminars, and through personal contacts.

Local Chambers at <http://www.mainechamber.org/mx/hm.asp?id=localchambers>



## Maine Technology Institute (MTI)

Website: [www.mainetechnology.org](http://www.mainetechnology.org)

The Maine Technology Institute (MTI) is an industry-led, publicly-funded, nonprofit corporation that offers early-stage capital and commercialization assistance in the form of competitive grants, loans and equity investment for the research, development and application of technologies that create new products, processes and services, generating high-quality jobs across Maine.

MTI is one element of the State's economic development strategy to contribute to the long-term development of a statewide research, development and product deployment infrastructure. Every \$1 of MTI funds received generates an additional \$14 in non-MTI funding. MTI funded-companies say that MTI funding has been critical to their commercial success. From 2000 - 2012, MTI has funded 1,295 technology projects in Maine, a financial commitment of \$106 million that has leveraged over \$173 million in additional funding for a total of \$280 million.

### Technology Sectors

The State of Maine has targeted seven technology sectors. MTI continues to invest in these targeted sectors with a focus on growing and strengthening clusters of activity that include supporting expansion of research and development; expanding the workforce, particularly those with graduate training within each sector; supporting creation of new firms; and linking to networks and alliances for financing and product development.

#### 1. Biotechnology.

Maine has developed distinct knowledge and skills in genetics and genomics as well as commercially successful products in the diagnostics markets based on knowledge of antibodies and related biochemistry and biology fields. The large and growing volume of research indicates potential clusters that may emerge in the future, while the diagnostics/antibodies industry represents a current emerging cluster. There are overlaps with the information technology and precision manufacturing sectors via bioinformation and biomanufacturing.

#### 2. Composites & Advanced Materials

Composites and advanced materials is the technology sector that, as a whole, best approximates a sustainable cluster in Maine today. The sector and its industries are grounded in a clearly defined set of knowledge and skills that are strongly identified with Maine. Both formal and informal networks have arisen to develop and widely diffuse the key knowledge and skills. There is a long track record of entrepreneurship in the historic boat building industry, which has adapted to new market conditions, and in new companies looking to develop new products made from composite materials for the industrial and renewable energy markets. Finally, there is a substantial critical mass of commercially successful firms selling their products in global markets based on the knowledge and skills centered in Maine.

#### 3. Environmental Technologies

The Environmental Technologies sector represents a highly diverse sector from which has emerged a clear set of directions in the fields of environmental services and engineering. Maine has a definable advantage in the knowledge and skills in this area, with a diversifying set of activities to meet growing markets. Maine's own commitment to a high quality environment serves as a spur to innovation in this field, which may permit national and global markets to be served. The environmental services subsector is the one part of this diverse sector that has the characteristics of a sustainable cluster. Technology development and application has been growing in Maine over the years, with the convergence of market demand, innovation in composite materials, leadership from the University of Maine and industry players such as Cianbro and Reed & Reed, and Maine's natural tidal and wind assets. The worldwide demand for certified "green" products is also growing, presenting a ripe opportunity for Maine.



#### 4. Forest Products & Agriculture

Forest products and agriculture are both grounded in a very solid base of knowledge and skills backed by extensive research facilities centered at the University of Maine. Since these sectors have been embedded in the Maine economy for so long and have achieved significant scale of operations, both forest products and agriculture contain a number of clusters that have shown they are sustainable over time. Though still facing mature and highly competitive markets, there are opportunities for innovation in each subsector that may provide new chances for growth. Some of these opportunities are variations on traditional product lines, such as the increasing market for specialty and locally produced foods and beverages for niche markets. Others are at the cutting edge of biotechnology as in biofuels and bioplastics, which will require significant growth in Maine's research capacities.

#### 5. Information Technology

Information technologies and the knowledge and skills associated with them are so widely diffused throughout the economy that one must look for more defined areas of specialization to identify potential clusters of competitive advantage. Maine has developed a specialization in geospatial technologies, which is an emerging cluster. In addition, new media, bioinformatics and the application of IT to measure and control technologies are all potential clusters.

#### 6. Marine Technology & Aquaculture

Aquaculture exhibits the characteristics of a sustainable cluster. The markers for its products are strong and could grow significantly, given the world's demand for seafood and the severe pressures on capture fisheries. It is a technically complex industry that still faces a number of challenges in mimicking the functions of natural ecosystems to grow and sustain organisms, but a robust research and skills base exists in Maine to meet these challenges. The strength of the research foundation in Maine, together with growth in demand for technologies related to ocean observing and measurement over the next decades means that new clusters may yet emerge from this sector.

#### 7. Precision Manufacturing

The precision manufacturing sector includes two distinct subsectors: metal products and electronics. Each has a small number of very large world-scale firms and a much larger number of smaller companies serving a variety of customers, primarily outside Maine. The electronics sector shows high rates of innovation as measured by patents. Innovation capacity rests primarily within the private sector, though higher education institutions provide some support. New areas of activity include network development, training and certification in aviation manufacturing as well as an emerging group advancing biomanufacturing in Maine.

#### Funding Programs and Team

MTI works with entrepreneurs, innovators, established businesses and institutions conducting research and development (R&D) to help fund and grow their companies. Their programs help entrepreneurs and companies accelerate their progress to the market, leverage additional private and public investment, and ultimately, support their success while expanding their economic impact in Maine.

For all MTI funding programs: <http://www.mainetechnology.org/fund>

For staff and their oversight functions and programs: <http://www.mainetechnology.org/about/team>

For a list of Members of the Board of Directors: <http://www.mainetechnology.org/about/board-of-directors>

Nearly 100 experienced business and technology experts volunteer their time to serve on MTI's seven technology boards. Technology Board members evaluate MTI seed grant proposals and development award applications, make funding recommendations, and contribute advice to the MTI Board of Directors in matters of policy based on their in-depth knowledge of their industries' technologies and needs in Maine. Service on the MTI Technology Boards is purely voluntary, and is "open to private sector representatives, scientists and others determined appropriately representatives of the targeted technology sectors". Anyone interested in serving on a Technology Board is encouraged to contact MTI and visit <http://www.mainetechnology.org/about/technology-boards>.

#### Business Innovation Program

Website: <http://www.mainetechnology.org/fund/business-innovation-program>

MTI's Business Innovation Program accelerates technology-based Maine businesses along their development cycle of bringing new products to market while simultaneously accelerating their capacity for profitability and growth. The goal is to create greater access to coaching and capital for growing businesses from Maine's traditional industries such as precision manufacturing, forestry and agriculture as well as emerging industries such as biotechnology and information technology.

While continuing to require a 1:1 match for funding and to participate in a competitive application process, MTI's Business Innovation Program offers:

- a. TechStart Grant for up to \$5,000 to be awarded on a monthly basis - for concept planning, market research and tech transfer exploration. <http://www.mainetechnology.org/fund/techstart-grant>.
- b. Seed Grant that will make grants of up to \$25,000 will now be available every four months for early-stage R&D activity. <http://www.mainetechnology.org/fund/seed-grant>.
- c. Development Loan that will lend up to \$500,000 as a conditional loan for later stage R&D activity. <http://www.mainetechnology.org/fund/development-loan>.
- d. Business Accelerator Grant for activities that will increase a company's chance of success such as business planning, strengthening financial management capacity, developing strategies to secure key customers, strategic partners and investors and entrepreneurship training for management. Eligible Maine companies will be those that have received federal Small Business Innovation Research grants and first-time entrepreneurs who win an MTI Development Loan. <http://www.mainetechnology.org/fund/business-accelerator-grant>.
- e. Equity Capital that makes investments up to \$200,000 available to selected MTI companies who need to achieve specific milestones to secure follow-on private investment. <http://www.mainetechnology.org/fund/equity-capital>.

Maine Technology Institute holds statewide workshops for Maine Companies and gives an overview of the MTI Business Innovation Program and the funding options available. The workshops introduce companies to the federal funding program under SBIR/STTR (Small Business Innovation Research/Small Business Technology Transfer). Assistance is available through MTI to apply for funding to federal agency RFAs.

#### TechStart Grant

Website: <http://www.mainetechnology.org/fund/techstart-grant>

The TechStart Grant is a funding opportunity offered as part of the MTI Business Innovation Program to individuals and companies across Maine looking to develop their new ideas and new products. Entrepreneurs with ideas of innovative technologies are encouraged to apply. TechStart Grants will be awarded up to twelve times each year, for up to \$5,000 per project. Funds must not be readily available from another service provider. TechStart Grants also may be used to support specific activities such as business plan development, intellectual property filings, market analysis, or planning and preparation activities related to the submission of Federal SBIR/STTR Phase I grants or Federal Broad Agency Announcement for technology development. TechStart Grant projects must have clearly defined deliverable outcomes and endpoints for the specifically funded scope of work not to exceed six months in duration. Each grant requires a 1:1 match consisting of actual cash, salaries, staff time, or equipment directly attributable to the proposed project. Funded projects must fall under one of Maine's seven targeted technology sectors. Application instructions are at <http://www.mainetechnology.org/fund/techstart-grant>.

## Seed Grant

Website: <http://www.mainetechnology.org/fund/seed-grant>

MTI Seed Grants of up to \$25,000 are offered three times a year to support early-stage research and development activities for new products and services that lead to the market. Funded activities may include activities such as proof of concept work, prototype development, field trials, prototype testing, pilot studies, or technology transfer activities. Funded projects must fall under one of Maine's seven targeted technology sectors. MTI offers Seed Grants as direct investments in companies that are pioneering Maine's future through their technology innovations. Loan recipients are companies undertaking research and development that will enable them to grow and remain competitive in the global marketplace.

Application instructions at <http://www.mainetechnology.org/fund/seed-grant>.

## Development Loan

Website and application process: [www.mainetechnology.org/fund/development-loan](http://www.mainetechnology.org/fund/development-loan).

Development Loans of up to \$500,000 are offered three times a year to support research and development of new and/or enhanced products, processes or services leading to commercialization. All projects require matching investments of 1:1 and must fall under one of Maine's seven technology sectors.

## Business Accelerator Program

Website and applications at <http://www.mainetechnology.org/fund/business-accelerator-grant>.

Projects with strong, experienced management teams and/or projects that incorporated business development activities into its business plan typically have higher rates of commercial success. This is particularly important for start-up/initial stage companies, and doubly so when entrepreneurs have limited previous experience growing a technology company or lack a management team with the necessary expertise. MTI has added a Business Accelerator Grant to its Business Innovation Program that is available to two categories of companies:

- Companies that have recently won federal Small Business Innovation Research Phase I and Phase II grants, and
- Start-up/Early Stage Companies that win MTI Development Loans (DL).

In both cases these are grant funds provided to the company in addition to their SBIR or DL funding (i.e. in the latter case, they do not have to be repaid to MTI like the DL funds do upon commercialization). Eligible companies can use these grant funds to support commercialization and business development/capacity activities not eligible for SBIR or DL funding but required to advance the new technology to market and to firmly establish and increase the scope and sustainability of the business enterprise. The grants are intended to increase the competitiveness of the company products/services by providing funds directed at commercialization, business and management team development and company organization and scalability.

## Equity Capital

Website and applications at <http://www.mainetechnology.org/fund/equity-capital>

Equity Capital supports MTI Business Innovation Program grant and loan recipients as they advance their company to full commercialization and business growth. This funding, either equity investment or convertible to equity, helps attract initial early stage/pre-seed outside investment (typically referred to as Series A) and/or "tops off" a meaningful size investment round so that it is sufficient to carry a company to its next stage.

MTI makes EC investments in companies that have strong management and technical teams, either already in place or identified; strong business growth prospects, preferably with solid intellectual property positions; owners committed full-time; other private sector funders willing to invest alongside MTI; customer interest and sales traction, already established or visible near-term; and, established enterprise infra-structure and organization, in place or in formation. Appropriate advisors and service providers, for example, legal, accounting and banking, should already exist or be selected and the company should be using an active advisory board and/or independent directors.

In the case of early stage/pre-seed investment candidates, MTI, matched by outside private sector capital, can help a company advance through the critical enterprise formation, team building and initial sales and marketing phase which, if done well, will position the organization to raise larger amounts of growth capital.

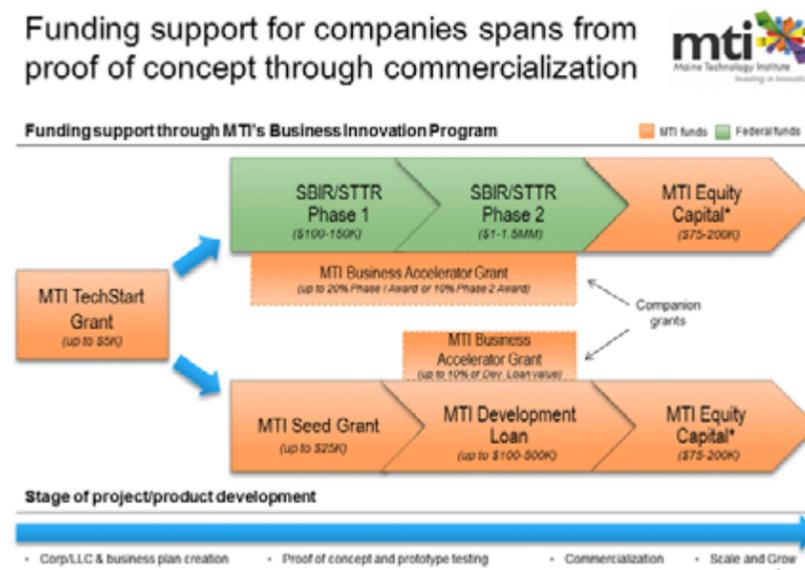
## Federal SBIR/STTR Funds

Website: <http://www.mainetechnology.org/fund/sbir-sttr-funds>

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs represent the largest source of early-stage, high-risk technology financing in the United States. Eleven federal agencies participate in this program to provide over \$2 billion for early stage research and development projects leading to commercialization of resulting products or services. The programs are designed to benefit entrepreneurs and small businesses -- while increasing the competitiveness of the U.S. economy -- by funding the development of innovative products and services.

## SBIR/STTR Three-Phase Program:

- Phase I Determines feasibility. Agencies award grants up to \$150,000 for a six month SBIR project and one-year STTR project that explores the technical merit of an idea or technology. Applicants must submit a 25-page proposal in response to a specific agency topic. The proposal must articulate objectives, significance of the innovation, scope of work, and applicant qualifications.
- Phase II Develops a Prototype. Agencies award grants up to \$1,000,000 for a two-year project that builds on the results of Phase I. The project features research and development and an evaluation of commercialization potential. Only Phase I awardees are considered for Phase II for which applicants must submit up to 50-page proposal.
- Phase III Transfers innovation from the workbench to the marketplace. No SBIR/STTR funds support this phase, so an entrepreneur must pursue capital from the private sector or funding from other non-SBIR/STTR federal programs. MTI offers grants to help applicants submit competitive proposals grants in support of Phase



I or Phase II activities.

The MTI has developed an SBIR/STTR Technical Assistance Program (TAP) to encourage entrepreneurs and small business to participate in the federal SBIR/STTR Program. Companies may receive pro-bono guidance and advice from the TAP team separate from, and in addition to the MTI SBIR/STTR funding programs.

### Renewable Energy Technology Fund

Website: <http://www.mainetechnology.org/fund/renewable-energy-technology>

### Cluster Initiative Program

Website: <http://www.mainetechnology.org/fund/cluster-initiative-program>

MTI's Cluster Initiative Program awards up to \$50,000 for feasibility and planning and up to \$500,000 for collaborative initiatives that boost the strength and scale of Maine's high-potential technology-intensive clusters.

Clusters are an important driver of business growth and economic development. They are concentrations of companies that serve similar customers, draw on similar knowledge and workforce skills in the development of innovative products and services. They are actively supported by common organizations such as specialized suppliers, industry-knowledgeable universities, trade associations, legal and financial experts, funding sources and government agencies. Typically, a collective competitive advantage comes from the whole range of activities and sharing of knowledge within the cluster (e.g. supply-chain development, market intelligence, incubator services, attraction of capital, management training and education, joint R&D, technical standard setting). MTI's Cluster Initiative Program (CIP) aims to boost the strength and scale of Maine's high-potential technology intensive clusters. There are two levels of awards for cluster initiatives that involve industry leadership or active engagement:

- Awards of up to \$50,000 are offered on a rolling basis for cluster initiative planning or feasibility studies.
- Awards of up to \$500,000 are available to cluster initiatives to support Maine's technology sectors and businesses by improving the effectiveness of their infrastructure, as well as resources and connections among firms, service providers, research laboratories and educational institutions. These awards support on collaborative efforts that help spread knowledge and skills, build connections among businesses, connect businesses to research and service partners, and address common opportunities and challenges, leading to more vibrant economic growth and innovation in Maine's high-potential technology clusters. Applications are requested through an RFA.

### Maine Technology Asset Fund

Website: <http://www.mainetechnology.org/fund/maine-technology-asset-fund>

The Maine Technology Asset Fund is a competitive award program funded by Maine State bond proceeds. The awards must be used to fund capital and related expenditures supporting research, development and commercialization projects that will lead to significant economic benefits for Maine. The expenses may include facilities construction and renovation, machinery and equipment (including computers, software and licenses required for their use, as well as related technician training for operation of equipment and machinery purchased) and land purchase. This may also include expenses directly associated with the acquisition and installation of such assets. The awards may not be used to fund ordinary annual operating expenses.

In 2007, the Maine State Legislature authorized and the voters of the State of Maine approved \$50 million in bond funds for research, development and commercialization projects that boost economic development and create jobs across the State (in 2010 voters approved an additional \$3 million). The Legislature directed the Maine Technology Institute (MTI) to administer this venture based on MTI's track record of administering high-impact innovation funding programs in the for-profit, nonprofit and university sectors. MTI has established the Maine Technology Asset Fund in response to this directive.

The MTAF program supports Maine's 2010 Science and Technology Action Plan by increasing world-class research, development and commercialization across the state, which independent evaluation has shown returns \$12 for every \$1 invested in the Maine economy. MTAF awards under contract have already leveraged \$72 million in private matching funds and as the projects advance, this figure will increase, expanding the level of private investment in Maine companies, universities and non-profit organizations and boosting the state's economic competitiveness.

MTI requires that MTAF awardees report on the progress and impact of their projects on a quarterly and annual basis. The projects are also independently assessed as part of Maine's annual evaluation of the impact of the State's investments in research and development.

### Applications

Register at <http://www.mainetechnology.org/account/login>

### MTI Workshops

<http://www.mainetechnology.org/grow/workshops>

### MTI News, Event and Press Releases

<http://www.mainetechnology.org/news-events>

## Maine Wind Industry Initiative

Website: [www.mainewindindustry.com](http://www.mainewindindustry.com)



The Maine Composites Alliance in collaboration with the University of Maine Advanced Structures and Composites Center, First Wind, CIANBRO and the Maine Port Authority started the Maine Wind Industry Initiative to develop Maine industry's competitiveness and opportunities in the growing wind industry in the North East United States. The focus of this initiative is on both on-shore and off-shore wind development. MWII is an industry lead and driven collaborative effort involving the organized industry clusters: Maine Composites Industry (MCA); Heavy Constructors (AGC); Precision manufacturing and machining (MAMe); Research and Development (Advanced Structures and Composites Center); Government (Maine Port Authority/Governors Office); Major wind site developers including First Wind and Trans Canada; Engineering and environment consulting firms operating in this market.

MWII provides the following key functions:

- Develop a strategic plan for Maine industry to competitively enter the alternative energy market.
- Identify existing Maine assets and capacity to compete in this market
- Identify market opportunities for Maine companies in the wind industry sector both existing opportunities and new.
- Identify and provide specialized training and technological development to allow competitive entry in this market, including focusing applied research and development to Maine industry market opportunities.
- Facilitate the develop collaborations and consortiums to pursue opportunities beyond the capability or capacity of individual companies.
- Communicate the needs and capabilities of the industry to potential markets, applied research and development needs and needs to state and federal government.

### Maine Wind Industry Asset Database

MWII had developed a database with information on the supply chain providing direct services to Maine's wind and ocean energy industry: Composites; Construction; Manufacturing; Marine Trades; Professional Services; Research & Education. <http://www.winddatamaine.com>



## Midcoast Regional Redevelopment Authority (MRRA)/Brunswick Landing



Website: <http://www.mrra.us>

The closing of Naval Air Station Brunswick (NASB) leaves behind over 3,300 acres of prime real estate in Brunswick and Topsham, Maine. With close to 2 million square feet of commercial and industrial space, a world-class aviation complex, 1,000 acres of open space, Brunswick Landing and Topsham Commerce Park are uniquely situated to meet the demands of your business. Not only are the facilities state-of-the-art with educational facilities such as Bowdoin College, the University of Maine and Southern Maine Community College just outside the door, the region has a highly skilled and dedicated workforce and a healthy supply of workforce housing - much of which was constructed on base property within the last five years.

Brunswick Landing is envisioned to be a high-tech business campus that will include the Maine Advanced Technology and Engineering Center and the Brunswick Renewable Energy Center. Brunswick Landing can meet the needs of businesses looking for plenty of industrial space, maintenance facilities and professionally appointed administrative offices. With 74 acres of prime real estate nestled within the village of Topsham, the Topsham Commerce Park is well suited for residential use and/or neighborhood retail, office or civic uses.

The Midcoast Regional Redevelopment Authority (MRRA) is a public municipal corporation by State law (not a local unit of government) established by the Maine State Legislature to implement the NASB Reuse Master Plans for both NASB and Topsham's Annex.

### Real Estate

Whether you are looking for manufacturing space or administrative offices, Brunswick Landing and Topsham Commerce Park can accommodate your needs. At <http://www.mrra.us/realestate.html>, review properties for lease; business development and site selection; community and regional information; market reports; and business incentives and education/training opportunities.

### Redevelopment

Website: <http://www.mrra.us/redevelopmentinfo.html>

There is a wealth of redevelopment information at the MRRA Website including:

- Industry reports and profiles with opportunities for industry and supply chain development and expansion in the fields of renewable energy, aviation, technology and tourism at the 3,300-acre properties.
- Sell sheets with descriptions of the industries and opportunities available at Brunswick Landing, including aviation, composites and renewable energy and wind industry supply chain.
- Reuse Master Plan, Airport Layout Plan, Housing Plan, Audits and other documents.
- Requests for Proposals.

## Renewable Energy Center

MARRA is actively working to determine the feasibility of redeveloping the current Naval Air Station Brunswick (NASB) into a center for Maine's renewable energy technology future and to develop a world renowned center for research and development, manufacturing, testing, company incubation and productive operation of renewable energy technologies and services. There are opportunities for energy technology businesses/partners and the clean energy production technologies that are well suited for the Center to locate at Brunswick Landing. Technologies of interest include:

- Biomass combined heat and power
- Anaerobic Digester
- Building energy efficiency retrofits
- Solar
- Smart grid
- Fuel cells
- Other renewable/clean energy technologies and systems consistent with the assets at Brunswick Landing and the findings of the NREL study at <http://www.nrel.gov/docs/fy12osti/50710.pdf>.

A regulatory and permitting “roadmap” with the key regulations and permitting requirements that interested businesses can follow to locate at Brunswick Landing is available.

## National Association of State Energy Officials (NASEO)



Website: [www.naseo.org](http://www.naseo.org)

The National Association of State Energy Officials (NASEO) is the only national non-profit organization whose membership includes the governor-designated energy officials from each state and territory. NASEO is an instrumentality of the states and derives basic funding from the states and the federal government. Members are senior officials from the State and Territory Energy Offices, as well as affiliates from the private and public sectors. Member state agencies work on an extremely wide range of energy programs and policies, including:

- Energy efficiency in homes, commercial/public buildings, industry and agriculture;
- Renewable energy, such as solar, wind, geothermal and biomass;
- Residential, commercial and institutional energy building codes;
- Transportation and heating fuel supplies, pricing and distribution;
- Oil, natural gas, electricity and other forms of energy production and distribution;
- Energy-environment integration (such as using conservation to reduce air emissions);
- New and emerging high efficiency transportation fuels and technologies; and
- Energy security and emergency preparedness, and many other energy matters.
- States manage and invest more than \$3 billion of their own funds derived from appropriations and system benefit charges each year.

### State Energy Program

Website: <http://www.naseo.org/programs/sep/>

The U.S. State Energy Program (SEP) is the only cost-shared program administered by the U.S. Department of Energy (DOE) that provides resources directly to the States for allocation by the governor-designated State Energy Office for use in energy efficiency, renewable energy, and alternative energy demonstration activities. With these SEP funds and the resources leveraged by them, the 56 State and Territory Energy Offices develop and manage strategic programs that support the private sector in increasing energy efficiency, developing renewable and alternative energy sources, promoting energy related economic development, and reducing reliance on imported oil. Examples of SEP-supported work in the states include:

- Fostering greater energy efficiency in manufacturing to retain jobs;
- Supporting private sector energy innovations through such means as business incubators and job training;
- Advancing cost-effective energy efficiency retrofits in public buildings (e.g., schools, state facilities) to reduce energy costs to the taxpayer;
- Implementing energy emergency plans to mitigate the economic and security implications of energy supply disruptions and related price spikes;
- Delivering public energy efficiency education;
- Conducting statewide energy planning to ensure states' indigenous energy resources are identified and economic development options are understood; and
- Piloting innovative energy demonstration projects with the private sector and research institutions.

The Maine Governor's Energy Office ([www.maine.gov/energy](http://www.maine.gov/energy)) is the State Energy Office liaison to NASEO.



## State Energy Loan Fund Database - SELF



NASEO created the State Energy Loan Fund (SELF) database as a resource for reviewing and analyzing various State and Territory Energy Office revolving loan programs. The SELF database contains loan program statistics such as funding sources, fund size and focus, website links, and contact information. The database focuses on revolving loan funds which are self renewing and provide a low-cost way to implement self sustaining programs. <http://www.naseo.org/resources/selfs/default.aspx>

### State Financing Energy Resources

The State Financing Energy Resources page is a collection of documents and samples used by states for financing projects. Please note that this resources page offers a selection of materials intended to showcase a variety of options that can then be adapted based on your state's specific needs. The State Financing Energy Resources page will include information on loan loss reserves, on-bill financing, property assessed clean energy, qualified energy conversation bonds, and revolving loan funds. Since this page serves as an ongoing source of information, NASEO will be adding relevant materials highlighting categories as they become available including:

- DOE Guidance and Information
- Loan Loss Reserve (LLR)
- On-bill Financing
- Property Assessed Clean Energy (PACE)
- Qualified Energy Conservation Bonds (QECCB)
- Revolving Loan Funds
- Additional Financing Tools

<http://www.naseo.org/resources/financing/index.html>

### State Residential Energy Programs Database

NASEO created the State Residential Energy Programs database as a resource for reviewing and analyzing various residential retrofit programs. This database contains details on program information such as training, home energy assessments, rebates and financing, and quality assurance. <http://www.naseo.org/resources/seerps/default.aspx>

### State Energy Programs for Industry and Manufacturing Database

Through a comprehensive review of all 56 State and Territory Energy Offices (SEOs), NASEO systematically captured a snapshot of state industrial energy efficiency and clean energy programs underway. To maximize the use of resources, the majority of these programs leverage other programs and activities administered by utilities, regional energy efficiency groups, U.S Department of Energy (DOE) Industrial Technology Program's (ITP) initiatives such as Save Energy Now (SEN) and regional Industrial Assessment Centers (IAC), and the National Institute for Standards and Technology's (NIST). <http://www.naseo.org/resources/sepis/default.aspx>

### NASEO Links to Other Resources and Partner Websites

Website: <http://www.naseo.org/resources/>

- U.S. Congress Links Senate and House
- U.S. Department of Energy DOE Offices and Websites
- U.S. Environmental Protection Agency EPA Office and Websites
- Agricultural Marketing Resource Center USDA Website
- State Energy Policy Database NCSL Website
- State Organizations
- Agricultural Marketing Resource Center
- Association of State Energy Research and Technology Transfer Institutions
- Council of State Governments
- Energy in Quebec - Ministère des Ressources naturelles
- Database of State Incentives for Renewable Energy
- Governing Magazine
- Interstate Oil and Gas Compact Commission
- Interstate Renewable Energy Council
- National Association of Attorneys General
- National Association of Regulator Utility Commissioners
- National Association of State Budget Officers
- National Center for State Courts
- National Conference of State Legislatures
- National Congress of American Indians
- National Governors' Association
- SimplyInsulate.org
- State Energy Advisory Board
- Southern State Energy Board
- Southwest Energy Efficiency Project
- Western Interstate Energy Board
- National Organizations
- Alliance to Save Energy (ASE)
- American Bioenergy Association
- American Council for an Energy-Efficient Economy (ACEEE)
- American Wind Energy Association (AWEA)
- Appliance Standards Awareness Project
- Electric Drive Transportation Association (EDTA)
- Energy and Environmental Building Association (EEBA)
- Energy Jobs Network
- Energy Services Coalition (ESC)
- Geothermal Heat Pump Consortium
- National Association of Energy Service Companies (NAESCO)
- National Fenestration Rating Council (NFRC)
- Residential Energy Services Network (RESNET)
- Solar Energy Industries Association (SEIA)
- Sustainable Building Industry Council (SBIC)
- U.S. Clean Heat & Power Association

# New England Clean Energy Council/ New England Clean Energy Foundation

Websites:

<http://www.cleanenergycouncil.org>

<http://cleanenergyfoundation.org>

The New England Clean Energy Council's mission is to accelerate New England's clean energy economy to global leadership by building an active community of stakeholders and a world-class cluster of clean energy companies. The New England Clean Energy Council (NECEC, a 501c6 trade member organization) is the lead voice for hundreds of clean energy companies across New England, influencing the energy policy agenda and growing the clean energy economy. Their sister organization, the New England Clean Energy Foundation (NECEF, a 501c3) is a leader in Cluster Development, Research and Development, Innovation, Workforce Development and related programs. Combining forces in policy and planning, NECEF is addressing clean energy cluster gaps and accelerating the innovation pipeline across New England.

NECEC leads efforts in Policy, Government Affairs, Communications, Member Benefits and Stakeholder Engagement, while NECEF executes projects in the areas of Innovation, Cluster & Economic Development, Education & Workforce Development, and Research.

## Programs

The Council focuses its resources on six key areas, each of which has a significant impact on fulfilling the organization's stated goal of accelerating the region's clean energy economy (<http://www.cleanenergycouncil.org/programs>):

### 1. Innovation

- a. Cleantech Innovations New England. NECEF received a \$1,250,000 award led by the U.S. Department of Commerce's Economic Development Administration ("EDA") with participatory funding from other U.S. Government agencies to fund the Cleantech Innovations New England innovation consortium aimed at accelerating clean energy startup activity. <http://www.cleantechinnovations.org>.
- b. U-Launch provides a flexible set of technical, business, financial and infrastructure services and funding to help promising but unproven cleantech innovations cross the chasm from lab to early market. <http://cse.fraunhofer.org/u-launch/>

### 2. Education & Learning

- a. Finance Series. This popular quarterly panel series focuses on the various topics related to the financing of clean energy projects. <http://www.cleanenergycouncil.org/node/4926>
- b. Leading Clean Energy Ventures: Executive Certificate Program. <http://www.cleanenergycouncil.org/foundation/lcev>.

### 3. Workforce Development

4. The Segment Development program tackles the diverse challenges facing sub-sets of New England's clean economy cluster with a business-led, action-oriented and multi-stakeholder approach. [http://www.cleanenergycouncil.org/about/focus\\_areas/segdev](http://www.cleanenergycouncil.org/about/focus_areas/segdev)



## 5. Policy & Advocacy

- a. Federal Advocacy. The Council actively advocates for a slate of federal policy positions aimed at accelerating the regional and national clean energy economy. [http://www.cleanenergycouncil.org/about/focus\\_areas/policy/#federalpolicy](http://www.cleanenergycouncil.org/about/focus_areas/policy/#federalpolicy)
  - b. CEO D.C. Fly-in. Each spring, a group of CEO-level executives and investors visit Washington D.C. for a series of meetings on Capitol Hill and with executive agencies. [http://www.cleanenergycouncil.org/CEO\\_DC\\_Flyin](http://www.cleanenergycouncil.org/CEO_DC_Flyin)
  - c. State Advocacy. The Council continues to advocate for state policies throughout New England. [http://www.cleanenergycouncil.org/about/focus\\_areas/policy/#statepolicy](http://www.cleanenergycouncil.org/about/focus_areas/policy/#statepolicy)
6. Research. <http://www.cleanenergycouncil.org/research>

## News, Events and Resources

Websites: [http://www.cleanenergycouncil.org/industry\\_news](http://www.cleanenergycouncil.org/industry_news) and [http://www.cleanenergycouncil.org/browse\\_resources](http://www.cleanenergycouncil.org/browse_resources)



# SCORE

Website: [www.scoremaine.org](http://www.scoremaine.org)



SCORE “Counselors to America’s Small Business” is a nonprofit association dedicated to entrepreneur education and the formation, growth and success of small business nationwide. SCORE is a resource partner with the U.S Small Business Administration (SBA). Local chapters provide free counseling and low-cost workshops in their communities. Both working and retired executives and business owners donate their time and expertise as business counselors. SCORE’s experienced business experts provide general business advice on everything from how to write a business plan, to cash flow management, to developing a small business advisory board. Assistance for aspiring entrepreneurs may involve investigating the market potential for a product or service and assessing the capital needs to start a business. Counselors can provide insight into how to start a business, operate a business, buy a business or franchise and sell a business. All SCORE business counselors honor the client’s right to proprietary and confidential information.

## Chapters

- Augusta
- Bangor
- Camden
- Damariscotta
- Ellsworth
- Lewiston
- Portland
- Rockland
- Rumford
- South Paris
- Winslow

## Resources Used by SCORE Counselors

- CPA Directory. Nationwide directory of Accountants, Bookkeepers & CPAs. CPA license verification, Information on Tax & Accounting issues.
- SCORE Association. Accounting and budgeting are critical aspects of running a business. Use these templates and vast resources to assist you in these critical processes.
- US Business Advisor. Links to services provided by the US Government to small businesses.
- Welcome Business USA. A resource center dedicated to assisting entrepreneurs who are starting or growing a small business.
- Kauffman Foundation. The site provides original articles written by entrepreneurs for entrepreneurs.
- Business Owner’s Toolkit. Provides small business owners an online portfolio of tactical information, news, business forms, advice, checklists, and software tools.
- The Abilities Fund. Services are designed specifically for individuals with disabilities interested in business ownership and the organizations that serve them.
- BUZGate. Provides an online network of public and private resource providers offering information, goods and services tailored to the interests and needs of small and medium-sized businesses.
- The American Arbitration Association (AAA). Provides services to individuals and organizations who wish to resolve conflicts out of court. The AAA role in the dispute resolution process is to administer cases, from filing to closing. The AAA provides administrative services in the U.S., as well as abroad through its International Centre for Dispute Resolution.
- GS1 US. A not-for-profit standards organization that administers the Universal Product Code (U.P.C.) and develops worldwide standards for identification codes, data carriers and electronic commerce.
- Small Business Administration. “Step by step” guides to writing business plans. Contains a large collection of free sample business plans. In addition, it has helpful tools and know-how for managing your business. Bplans.com includes practical advice on planning, interactive tools and a panel of experts.

- Business Statistics. A source for small business statistics. The objective is to provide instant access to business statistical information that is useful and meaningful.
- Risk Management Association. The objective of this association is to assist in the identification, assessment and management of the impacts of credit risk, operational risk and market risk on their businesses and their customers.
- Bizminer. Provides detailed industry analysis to small and large businesses through its Financial Analysis Profiles, Cash flow Profiles, local and national Marketing Plan Research Profiles, Local Business Summaries, State Market Indices and Business Risk Index. There is a charge for the use of this company’s services.
- Entrepreneur.com. A tool designed to save you the time and expense of creating business documents from scratch. You can download and customize each form according to your needs, and immediately put them to work in your business.
- FranNet. A large group of experts who specialize in helping people learn about the many franchise choices available and how to select the right one. FranNet will provide guidance, information and support.
- National Venture Capital Association. The NVCA is a trade association that represents the U.S. venture capital industry. It is a member-based organization, which consists of venture capital firms that manage pools of risk equity capital designated to be invested in high growth companies.
- USDA Rural Business Cooperative Service. Offers a variety of programs that help improve the economy and quality of life in all of rural America.
- Finance Authority of Maine (FAME). Offers a range of business programs: 1. Direct Load Opportunities. 2. Equity Capital. 3. Bonds. 4. Credit Enhancement.
- National Business Incubator Association. NBIA is an organization advancing business incubation and entrepreneurship. It provides information, education, advocacy and networking resources to assist early stage companies worldwide.
- Insurance Education Institute. The IEI mission is to improve the understanding of insurance and risk management and their role in society.
- Maine International Trade Center. The Trade Center provides technical assistance and trade counseling, import and export leads, international credit reports, workshops, coordinated trade missions and trade shows and many other useful services to help Maine companies seeking to succeed in international markets.
- HostCompare. Educational guide to web hosting.
- Business.Gov. A repository of legal and regulatory information for America’s small businesses that is maintained by the Small Business Administration.
- NOLO. This site has an extensive array of information and boilerplate legal documents for business and personal situations.
- U.S. Patent and Trademark Office. This site has a great deal of information that allows you to search and file patents and trademarks.
- US Copyright Office. This site serves the copyright community of creators and users, as well as the general public.
- International Trademark Association. INTA is a not-for-profit membership association dedicated to the support and advancement of trademarks and related intellectual property.
- GS1 US. A not-for-profit standards organization that administers the Universal Product Code (U.P.C.) and develops worldwide standards for identification codes, data carriers and electronic commerce.

- Small Business Administration. “Step by step” guides to writing business plans. Contains a large collection of free sample business plans. In addition, it has helpful tools and know-how for managing your business. Bplans.com includes practical advice on planning, interactive tools and a panel of experts.
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- HostCompare. Educational guide to web hosting.
- Business.Gov. A repository of legal and regulatory information for America’s small businesses that is maintained by the Small Business Administration.
- NOLO. This site has an extensive array of information and boilerplate legal documents for business and personal situations.
- U.S. Patent and Trademark Office. This site has a great deal of information that allows you to search and file patents and trademarks.
- International Trademark Association. INTA is a not-for-profit membership association dedicated to the support and advancement of trademarks and related intellectual property.
- US Copyright Office. This site serves the copyright community of creators and users, as well as the general public.
- The Innovation Institute. An inventor/innovator assistance service that provides inventors, entrepreneurs and product marketing/manufacturing enterprises with an honest and objective third-party analysis of the risks and potential of their ideas, inventions and new products.
- Sales Force. This will offer sales force automation in an online service. It will allow you to securely access, manage and share sales information with no software to buy.
- Maine District of The Small Business Administration. Items of local interest and importance to small business owners.
- US SBA Small Business Planner. This site will give you a step-by-step guide to all the factors in starting your business.
- Business Owner’s Toolkit. This Website is from the Commerce Clearing House and contains a discussion of the various forms of business structures, with pros and cons.
- Small Business and Self-Employed Tax Center - Your Small Business Advantage. IRS Small Business Advantage gives you the information you need to stay tax compliant so your business can thrive.

## Small Enterprise Growth Fund (SEGF)

Website: <http://www.segfmaine.com>



Funded by the State of Maine, SEGF is a professionally managed venture capital fund investing exclusively in Maine firms with potential for high growth and public benefit. The fund considers Maine based companies in almost all industry sectors, though the return potential of the investment must be high enough to justify the risk taken. A company must meet the following threshold criteria in order to be considered for an investment from the SEGF: 1) Employ 50 or fewer people or have gross sales of \$5,000,000 or less within the past 12 months; 2) Provide evidence of the need for financial assistance to realize its projected growth and achievement of public benefit; 3) Demonstrate a co-investment in an amount at least equal to the investment amount sought from the SEGF

Visit <http://www.segfmaine.com/Resources/index.php> for a list of organizations, resources and Maine and New England Based venture fund resources.

### Some Maine & New England Venture Funds

- Borealis Ventures is an early-stage venture capital firm that invests in application software, Internet and mobile media, and technology commercialization. <http://borealisventures.com>
- Brook Venture Partners provides expansion stage capital to information technology and medical technology companies located in the Northeastern United States. The firm focuses on investments of \$2-5 million. <http://www.brookventure.com>
- CEI Community Ventures manages a \$10M venture capital fund and specializes in connecting entrepreneurs to critical resources using relationships throughout Northern New England and greater Boston with banks, other equity funds, the business community and economic development agencies. [www.ceicomunityventures.com](http://www.ceicomunityventures.com)
- CEI Ventures, Inc. manages two venture capital funds with total commitments of \$25.54 million. These funds make equity investments in companies exhibiting the potential to grow profitably and provide attractive financial returns. [www.ceiventures.com](http://www.ceiventures.com)
- Masthead Venture Partners is a venture capital firm dedicated to providing early stage information technology, internet infrastructure and services, communications, and IT-intensive life sciences companies with the capital and hands-on operational support they need. [www.mvpartners.com](http://www.mvpartners.com)
- North Atlantic Capital invests in scalable technology-based businesses that are in an expansion-stage with \$5-30 million in revenue and are poised for significant and sustainable growth. [www.northatlanticcapital.com](http://www.northatlanticcapital.com)
- Spinnaker Trust is a privately owned wealth management firm based in Portland, Maine. The firm has a small private equity fund. For more information visit [www.spinnakertrust.com](http://www.spinnakertrust.com)

## Target Information Technology Incubator (TargetTech)



Website: [www.targetincubator.umaine.edu](http://www.targetincubator.umaine.edu)

The Target Technology Incubator is located within the Target Technology Center in Orono, Maine. The facility provides a superior environment for business development and commercialization activities for scalable, innovation-based businesses. In addition to the Incubator, the facility houses University of Maine researchers and private sector technology firms. The Incubator provides developing firms with the space, support services and resources necessary to become successful. The facility was developed by the Bangor Target Area Development Corporation in partnership with the University of Maine.

### Benefits

- A professional office environment that provides the necessary tools to operate a successful business.
- Access to the necessary resources and experts to allow the business to develop and grow.
- On-going training opportunities targeted to the needs of tenant companies.
- On-site staff whose first priority is to ensure the success of tenant companies.
- Close association with University of Maine research and access to UMaine resources to provide R&D and commercialization assistance.
- Public relations and marketing opportunities resulting from the companies' association with the Incubator.
- Networking opportunities with companies engaged in similar activities and facing similar challenges.
- Tenant companies pay a monthly lease for services. Lease rates include heat/lights, two phone lines, internet access and basic reception services. Long distance usage and the use of a network printer, copy machine and fax are billed separately.
- Rates also include the services of the Incubator staff, including business management assistance and training.

### Affiliates

The Affiliates Program was established to provide the advantages of business incubation to IT companies, who are not tenants of the Target Technology Center facility, but who would benefit from the services provided through the Center. Affiliates may take advantage of a corporate address, a professional staff, a supportive client network, access to industry related seminars, linkages to the University of Maine, and use of professional office space.

As an affiliate member of the Target Technology Incubator, a company benefits from the many services offered through a variety of business development organizations and the University of Maine. The Incubator provides a "one-stop-shop" for everything a scalable, innovation based company needs to achieve their goals. Affiliate members can benefit from use of the Target facility. Conference rooms can be reserved for meetings. The affiliates desk is available as a (temporary) work area. Affiliates may use the Target Center as a mail drop for business related correspondence.

The Target Technology Incubator offers a broad range of business development seminars specifically designed to meet the needs of scalable, innovation based companies. The seminar series provides valuable information, education, resources and networking opportunities to technology companies. Affiliate members are listed on the Target Technology Incubator website with direct links to THEIR websites! Resources include:

- University of Maine System
- Maine Technology Institute
- Maine Manufacturing Extension Partnership
- Eastern Maine Development Corporation
- Maine Law School Maine Patent Program
- Maine Science and Technology Foundation
- Finance Authority of Maine
- Private Sector Banks
- Legal and Accounting Assistance
- Venture Capital Groups
- Small Business Development Centers
- Maine Center for Entrepreneurship
- Maine International Trade Center
- Bangor Target Area Development Corporation

The Target Technology Center is home to some successful energy-related companies.



## University of Maine – Foster Center for Student Innovation



Website: <http://foster.target.maine.edu>

The Foster Center for Student Innovation is the home to Innovation Engineering®, a proven system that provides students with the knowledge, tools, and confidence to become successful innovators and entrepreneurs. Through the center, students can access a number of services, including one-on-one advising and coaching, fun and inspirational seminars, networking with professionals, and courses in Innovation Engineering® to help them create and evaluate ideas, and find the resources they need to be successful. The Innovation Center also provides UMaine students with free office and meeting space for their companies and projects.

### Innovation Engineering®

Innovation Engineering® is a groundbreaking program that provides a systematic approach to innovation. The fundamental concepts of the program include tools and methods for creating, communicating, and commercializing meaningfully unique ideas.

For students, it is offered as a minor or graduate certificate that complements any major or field of study including the sciences, arts, humanities, business, engineering, and education. In the program, students learn how to employ the tools and methods of innovation in their field of interest. These skills are essential to participation in the global economy and will prepare graduates to lead the commercialization of new products, services and technologies.

For businesses, Innovation Engineering accelerates a continuous flow of innovations - big and small - to address the important problems and opportunities of a department, division, and/or company. The process can be used on major innovation projects that have a dramatic impact on sales and profits or minor projects help transform the culture. Its four-stage process of “Define, Discover, Develop and Deliver” painlessly integrate with classic project management systems such as Compression Planning, Stage-Gate, Design for 6 Sigma, and Hoshin Planning.



## University of Maine System

Website: [www.maine.edu](http://www.maine.edu)



The University of Maine System (UMS) consists of seven unique universities, one professional school and eight University College regional outreach centers.

1. University of Maine Maine's land-grant and sea-grant institution: [www.umaine.edu](http://www.umaine.edu)
2. University of Maine at Augusta Central Maine's baccalaureate and associate degree institution: [www.uma.edu](http://www.uma.edu)
3. University of Maine at Farmington Maine's selective liberal arts college: [www.umf.maine.edu](http://www.umf.maine.edu)
4. University of Maine at Fort Kent Baccalaureate university in the St. John Valley: [www.umfk.edu](http://www.umfk.edu)
5. University of Maine at Machias Eastern Maine's baccalaureate institution: [www.machias.edu](http://www.machias.edu)
6. University of Maine at Presque Isle Baccalaureate education for the Northeastern region: [www.umpi.edu](http://www.umpi.edu)
7. University of Southern Maine A comprehensive public university: [www.usm.maine.edu](http://www.usm.maine.edu)
8. University of Maine School of Law: [www.mainelaw.maine.edu](http://www.mainelaw.maine.edu)

Please search for energy, environmental, economic development and legal programs at each Website for courses, curriculum, events, activities and opportunities.



# U.S. Department of Agriculture



Website: [www.usda.gov](http://www.usda.gov)

The USDA is an incredible resource for energy-related projects, primarily in a rural state like Maine. An overview of grants and loans can be found at [http://www.usda.gov/wps/portal/usda/usdahome?navid=GRANTS\\_LOANS](http://www.usda.gov/wps/portal/usda/usdahome?navid=GRANTS_LOANS) and [http://www.rurdev.usda.gov/RD\\_Grants.html](http://www.rurdev.usda.gov/RD_Grants.html)

## Rural Development Energy Programs

Rural Business and Cooperative Programs has a wide array of energy programs with funds available to complete energy audits and feasibility studies, complete energy efficiency improvements and install renewable energy systems. They have programs that help convert older heating sources to cleaner technologies, produce advanced biofuels, install flexible fuel pumps, install solar panels, build biorefineries, and much more. USDA Rural Development is at the forefront of renewable energy financing, with options including grants, guaranteed loans and payments.

Their programs, authorized through the Food, Conservation, and Energy Act of 2008, fall into four categories:

- The Biorefinery Assistance Program provides loan guarantees for the development, construction, and retrofitting of commercial-scale biorefineries. [http://www.rurdev.usda.gov/BCP\\_Biorefinery.html](http://www.rurdev.usda.gov/BCP_Biorefinery.html)
- The Repowering Assistance Program provides payments to eligible biorefineries to replace fossil fuels used to produce heat or power to operate the biorefineries with renewable biomass. [http://www.rurdev.usda.gov/BCP\\_RepoweringAssistance.html](http://www.rurdev.usda.gov/BCP_RepoweringAssistance.html)
- The Advanced Biofuel Payment Program provides payments to producers to support and expand production of advanced biofuels refined from sources other than corn kernel starch. [http://www.rurdev.usda.gov/BCP\\_Biofuels.html](http://www.rurdev.usda.gov/BCP_Biofuels.html)
- The Rural Energy for America Program provides assistance to agricultural producers and rural small businesses to complete a variety of projects, including renewable energy systems, energy efficiency improvements, renewable energy development, energy audits, and feasibility studies. [http://www.rurdev.usda.gov/BCP\\_Reap.html](http://www.rurdev.usda.gov/BCP_Reap.html)

## Maine

We suggest contacting the Maine Rural Development office as one of the first steps to pursuing incentives through the USDA. Contact information at [http://www.rurdev.usda.gov/ME\\_Home.html](http://www.rurdev.usda.gov/ME_Home.html). They will be able to give very detailed guidance on business, energy, environmental, housing, construction, community and other programs. To find a local office, go to [http://www.rurdev.usda.gov/ME\\_AreaOffices.html](http://www.rurdev.usda.gov/ME_AreaOffices.html). Also, the Governor's Energy Office at [www.maine.gov/energy](http://www.maine.gov/energy) can often offer assistance in pursuing USDA financial opportunities.

## Biorefinery Assistance Program

As the call for increased production of homegrown, renewable forms of fuels has grown, so has the need to develop and produce them. USDA Rural Development offers opportunities to producers to develop such fuels. The program provides loan guarantees for the development, construction, and retrofitting of commercial-scale biorefineries.

Most lenders are eligible, including any Federal or State chartered bank, Farm Credit Bank, other Farm Credit System institution with direct lending authority, and a Bank for Cooperatives. Eligibility of borrowers is at [http://www.rurdev.usda.gov/BCP\\_Biorefinery\\_Eligibility.html](http://www.rurdev.usda.gov/BCP_Biorefinery_Eligibility.html). Eligible projects must meet certain criteria:

- The project must be for the development and construction of commercial-scale biorefineries using eligible technology or retrofitting of existing facilities with eligible technology.
- The project must use an eligible feedstock for the production of advanced biofuels and biobased products. Examples of eligible feedstocks include, but are not limited to, renewable biomass, biosolids, treated sewage sludge, food waste, vegetable oil and animal fat, landfill gas and byproducts of the pulp and paper industry.
- The majority of the biorefinery production must be an advanced biofuel. A project that creates an advanced biofuel that is converted to another form of energy for sale will still be considered an advanced biofuel.
- The project must provide funds of not less than 20 percent of eligible project costs.
- Refinancing, under certain circumstances, may be eligible.

The Biorefinery Assistance Program offers loan guarantees to eligible applicants. The breakdown for assistance is at [http://www.rurdev.usda.gov/BCP\\_Biorefinery\\_Financing.html](http://www.rurdev.usda.gov/BCP_Biorefinery_Financing.html).

## Repowering Assistance Program

The Repowering Assistance Program provides payments to eligible biorefineries to replace fossil fuels used to produce heat or power to operate the biorefineries with renewable biomass. It provides reimbursement payments to help offset the costs associated with converting existing fossil fuel systems to renewable biomass fuel systems. The amount of assistance is determined by the availability of funds, the project scope, and the ability of the proposed project to meet all the scoring criteria. In particular, the percentage reduction in fossil fuel used by the biorefinery, the quantity of fossil fuels replaced by a renewable biomass system, and the cost effectiveness of the renewable biomass system. Payments are made for eligible post-application costs incurred during the construction phase of the repowering project. [http://www.rurdev.usda.gov/BCP\\_RepoweringAssistance.html](http://www.rurdev.usda.gov/BCP_RepoweringAssistance.html).

Below are some helpful links that outline the program requirements and offer information about how to apply for the program.

- Eligibility Requirements: [http://www.rurdev.usda.gov/BCP\\_RepoweringAssistance\\_Eligibility.html](http://www.rurdev.usda.gov/BCP_RepoweringAssistance_Eligibility.html).
- Technology Requirements: A variety of technologies can be used to convert renewable biomass into heat or power. Technologies may include, but are not limited to, anaerobic digesters, processed steam, biomass boilers, or combined heat and power technologies (CHP). [http://www.rurdev.usda.gov/BCP\\_RepoweringAssistance\\_Technology.html](http://www.rurdev.usda.gov/BCP_RepoweringAssistance_Technology.html).
- Financing Information: Assistance can be awarded in amounts up to 50 percent of the total project costs as long as it does not exceed the maximum award for the fiscal year. [http://www.rurdev.usda.gov/BCP\\_RepoweringAssistance\\_Financing.html](http://www.rurdev.usda.gov/BCP_RepoweringAssistance_Financing.html).
- How to Apply: [http://www.rurdev.usda.gov/BCP\\_RepoweringAssistance\\_application.html](http://www.rurdev.usda.gov/BCP_RepoweringAssistance_application.html).

## Advanced Biofuel Payment Program

The Advanced Biofuel Payment Program provides payments to producers to support and expand production of advanced biofuels. Additional incentive payments may be made to certain producers who have increased their biofuel output over the previous year's production. Advanced biofuels are produced from renewable biomass crops such as cellulose, sugar and starch (other than ethanol derived from corn kernel starch), hemicelluloses, lignin, waste materials, biogas, butanol, diesel-equivalent fuel, sugarcane, and nonfood crops such as poplar trees or switchgrass. [http://www.rurdev.usda.gov/BCP\\_Biofuels.html](http://www.rurdev.usda.gov/BCP_Biofuels.html).

- Eligibility Requirements at [http://www.rurdev.usda.gov/BCP\\_Biofuels\\_Eligibility.html](http://www.rurdev.usda.gov/BCP_Biofuels_Eligibility.html)
- Financing Information at [http://www.rurdev.usda.gov/BCP\\_Biofuels\\_Financing.html](http://www.rurdev.usda.gov/BCP_Biofuels_Financing.html).

## Rural Development Loan Assistance



USDA Rural Development forges partnerships with rural communities, funding projects that bring housing, community facilities, business guarantees, utilities and other services to rural America. USDA provides technical assistance and financial backing for rural businesses and cooperatives to create quality jobs in rural areas. Rural Development promotes the President's National Energy Policy and ultimately the nation's energy security by engaging the entrepreneurial spirit of rural America in the development of renewable energy and energy efficiency improvements. Rural Development works with low-income individuals, State, local and Indian tribal governments, as well as private and nonprofit organizations and user-owned cooperatives. [http://www.rurdev.usda.gov/RD\\_Loans.html](http://www.rurdev.usda.gov/RD_Loans.html)

### Farm Service Agency

FSA's Conservation Loan Program provides farmers access to credit to implement conservation measures on their land and do not have the "up-front" funds available. CL funds can be used to implement a conservation practice approved by the Natural Resources and Conservation Service (NRCS), such as to reducing soil erosion, improving water quality and promoting sustainable and organic agricultural practices. This would include installation of conservation structures; establishment of forest cover; installation of water conservation measures; establishment or improvement of permanent pastures; transitioning to organic production; manure management, including manure digestion systems; adaptation of other emerging or existing conservation practices, techniques or technologies. FSA will make direct conservation loans up to \$300,000 and can be made in conjunction with grants and other commercial financing. [www.fsa.usda.gov](http://www.fsa.usda.gov)

### Biomass Crop Assistance Program

The Biomass Crop Assistance Program (BCAP) provides financial assistance to owners and operators of agricultural and non-industrial private forestland who wish to establish, produce, and deliver biomass feedstocks. BCAP provides two categories of assistance:

- Matching payments may be available for the delivery of eligible material to qualified biomass conversion facilities by eligible material owners. Qualified biomass conversion facilities produce heat, power, biobased products, or advanced biofuels from biomass feedstocks.
- Establishment and annual payments may be available to certain producers who enter into contracts with the Commodity Credit Corporation (CCC) to produce eligible biomass crops on contract acres within BCAP project areas. Information on this program is at <http://www.fsa.usda.gov/FSA/webapp?area=home&subject=ener&topic=bcap>

### Woody Biomass Utilization

Woody Biomass Utilization Grants are aimed at using low-valued material to create renewable energy and requiring engineering services. Grants of up to \$250,000 are made nationally on an annual basis. [www.fpl.fs.fed.us/research/units/tmu/tmugrants.html](http://www.fpl.fs.fed.us/research/units/tmu/tmugrants.html)

## U.S. Department of Commerce



Website: [www.commerce.gov](http://www.commerce.gov)

The U.S. Department of Commerce promotes job creation, economic growth, sustainable development and improved standards of living for all Americans by working in partnership with businesses, universities, communities and our nation's workers. The department touches the daily lives of the American people in many ways, with a wide range of responsibilities in the areas of trade, economic development, technology, entrepreneurship and business development, environmental stewardship, and statistical research and analysis.

### Grants, Contracting and Trade Opportunities

Website: <http://www.commerce.gov/about-commerce/grants-contracting-trade-opportunities>

It is beyond the scope of this directory to go into all economic development and grant opportunities at Commerce, but a comprehensive list is provided at the website above and at the selected sites below.

- Grants Management: [http://www.osec.doc.gov/oam/archive/gmd\\_updated-doc.html](http://www.osec.doc.gov/oam/archive/gmd_updated-doc.html)
- Economic Development Administration (EDA): <http://www.eda.gov>
- International Trade Administration
  - Market Development Cooperator Program: <http://www.ita.doc.gov/td/mdcp/>
  - Funding opportunities: <http://www.nist.gov/director/ocfo/grants/grants.cfm>
- National Institute of Standards & Technology (NIST): <http://www.nist.gov/director/ocfo/grants/grants.cfm>
- National Oceanic & Atmospheric Administration (NOAA): <http://www.cop.noaa.gov/opportunities/grants/>

### U.S. Economic Development Administration

The i6 Challenge is a multi-agency grant that encourages and rewards innovative, groundbreaking ideas that accelerate technology commercialization, new venture formation, job creation, and economic growth across the United States. The Office of Innovation and Entrepreneurship (OIE) plays a lead role in implementing initiatives to increase the efficiency and effectiveness of efforts to commercialize technology developed through university and federally funded research.

<http://www.eda.gov/challenges/i6/>

Other funding opportunities at <http://www.eda.gov/ffo.htm>

### NIST

The Energy and Environment Division, National Institute of Standards and Technologies develops measurement science, predictive models, and performance metrics to improve the energy efficiency of building components and systems, reduce building related CO2 emissions, enhance the quality of the indoor environment, and improve the building design and construction process through the integration of information, communications, sensing, and automation technologies. Through extensive publications and active participation in consensus organizations such as the American Society of Heating, Refrigerating, and Air-Conditioning Engineers, the American Society of Mechanical Engineers, the American Society for Testing and Materials, and the Fully Integrated and Automated Technology Consortium, research results from the Division are disseminated to the private sector in a timely manner and provide the basis for many consensus standards used throughout the building industry.

NIST Energy Portal: <http://www.nist.gov/energy-portal.cfm>

## U.S. Department of Energy – Advanced Research Projects Agency – Energy



Website: <http://arpa-e.energy.gov>

The Advanced Research Projects Agency—Energy (ARPA-E) within the Department of Energy (DOE) is modeled after the successful Defense Advanced Research Projects Agency (DARPA), the agency responsible for such technological innovations as the Internet and the stealth technology found in the F-117 and other modern fighter aircraft. ARPA-E advances high-potential, high-impact energy technologies that are too early for private-sector investment. ARPA-E awardees are unique because they are developing entirely new ways to generate, store, and use energy.

ARPA-E funds technology-focused, applied research and development aimed at creating real-world solutions to important problems in energy creation, distribution, and use. Applicants interested in receiving basic research financial assistance or funding to improve existing technology platforms would likely be better served by other Energy Department programs. ARPA-E issues periodic Funding Opportunity Announcements (FOAs), which are focused on overcoming specific technical barriers around a specific energy area. ARPA-E also issues periodic OPEN FOAs to identify high-potential projects that address the full range of energy-related technologies, as well as funding solicitations aimed at supporting America's small business innovators.

All ARPA-E applicants are required to first submit a Notice of Intent and Concept Paper. ARPA-E will review the concept paper and provide early feedback on whether the idea is likely to form the basis of a successful full application. Only after ARPA-E has provided a notification on the concept paper will the applicant be permitted to submit a full application.

For information on ARPA-E's current FOAs and detailed information on the ARPA-E funding application process please visit <http://arpa-e.energy.gov/?q=programs/apply-for-funding>

Enter the funding portal at <https://arpa-e-foa.energy.gov>

View programs at <http://arpa-e.energy.gov/?q=projects/view-programs>

Get answers to common questions at <http://arpa-e.energy.gov/?q=faq>

## U.S. Department of Energy – Clean Cities



Website: [http://www1.eere.energy.gov/cleancities/financial\\_opps.html](http://www1.eere.energy.gov/cleancities/financial_opps.html)

Clean Cities is the U.S. Department of Energy's (DOE) flagship alternative-transportation deployment initiative, sponsored by the Vehicle Technologies Office.

There are more than 100 Clean Cities coalitions across the country. Private companies, fuel suppliers, local governments, vehicle manufacturers, national laboratories, state and federal government agencies, and other organizations join together under Clean Cities to implement alternative-transportation solutions in their communities. Clean Cities helps vehicle fleets and consumers reduce their petroleum use. Clean Cities builds partnerships with local and statewide organizations in the public and private sectors to adopt:

- Alternative and renewable fuels
- Idle-reduction measures
- Fuel economy improvements
- New transportation technologies, as they emerge.

Clean Cities works to reduce U.S. reliance on petroleum in transportation by:

- Establishing local coalitions of public- and private-sector stakeholders committed to reducing petroleum use
- Identifying funding and financial opportunities to support Clean Cities projects
- Developing information resources that educate transportation decision makers about the benefits of using alternative fuels, advanced vehicles, and other measures that reduce petroleum consumption
- Reaching out to large fleets that operate in multiple states to help them reduce petroleum use
- Providing technical assistance to fleets deploying alternative fuels, advanced vehicles, and idle reduction
- Analyzing data from industry partners and fleets to develop tools and information for the Alternative Fuels Data Center that help stakeholders reduce petroleum consumption
- Working with industry partners and fleets to identify and address technology barriers to reducing petroleum use.

### FuelEconomy.gov

FuelEconomy.gov, provides consumers with information on emissions, fuel economy, and energy impact of all vehicles, based on vehicle data from the U.S. Environmental Protection Agency. The site also provides tips for drivers on maximizing fuel efficiency. [www.fueleconomy.gov](http://www.fueleconomy.gov).

### Financial Opportunities

Website: [http://www1.eere.energy.gov/cleancities/financial\\_opps.html](http://www1.eere.energy.gov/cleancities/financial_opps.html)

Securing funding is critical to the success of efforts to reduce petroleum use in transportation. Financial opportunities for Clean Cities projects are available from many sources inside and outside the DOE. When applying for funding, contact your Clean Cities coordinator for help navigating the process successfully. In Maine, this is Maine Clean Communities at the Greater Portland Council of Governments (GPCOG) – [www.gpcog.org](http://www.gpcog.org) or <http://www.afdc.energy.gov/cleancities/coalition/maine>

Find current transportation-related financial opportunities, including Clean Cities Funding Opportunity Announcements issued by DOE, when available.  
[http://www1.eere.energy.gov/cleancities/current\\_opportunities.html](http://www1.eere.energy.gov/cleancities/current_opportunities.html)

Learn about related financial opportunities to pursue through organizations and federal agencies outside Clean Cities at [http://www1.eere.energy.gov/cleancities/related\\_opportunities.html](http://www1.eere.energy.gov/cleancities/related_opportunities.html). Some transportation-related financial opportunities from organizations and federal agencies outside Clean Cities are listed below. Some of the government agencies listed have ongoing funding available; others issue funding notices periodically or assist in forming partnerships that can provide funding opportunities for transportation-related projects.

#### U.S. Department of Transportation

Congestion Mitigation and Air Quality Improvement (CMAQ) Program: Administered by the Federal Highway Administration and the Federal Transit Administration, CMAQ funds projects and programs that reduce transportation-related emissions and relieve traffic congestion. Funds are distributed locally through metropolitan planning organizations. [http://www.fhwa.dot.gov/environment/air\\_quality/cmaq/](http://www.fhwa.dot.gov/environment/air_quality/cmaq/)

Voluntary Airport Low Emissions (VALE) Program: The VALE Program is designed to reduce sources of airport ground emissions. The program provides funding for fueling and charging stations, low-emission vehicles, and other airport air quality improvements. <http://www.faa.gov/airports/environmental/vale/>

Transit Investments for Greenhouse Gas and Energy Reduction (TIGGER) Program: The TIGGER Program works with public transit agencies to implement strategies for reducing greenhouse gas emissions and energy use from transit agency operations. [http://www.fta.dot.gov/12351\\_11424.html](http://www.fta.dot.gov/12351_11424.html)

#### Environmental Protection Agency

National Clean Diesel Campaign: EPA provides funding for idle reduction, cleaner fuels, vehicle replacements, and other strategies that reduce human exposure to diesel exhaust. <http://epa.gov/cleandiesel/index.htm>

Grants and Fellowship Information: EPA provides links to grant programs and information about applying for EPA grants. <http://www.epa.gov/epahome/grants.htm>

EPA Regions: EPA regional offices can issue funding for projects in their respective geographic areas, which is the case for programs such as Clean School Bus USA. <http://www.epa.gov/aboutepa/index.html#regional>

Environmental Education Grants Program: EPA's Office of Environmental Education supports projects that enhance public awareness, knowledge, and skills to help citizens make informed decisions that affect environmental quality. <http://www.epa.gov/education/grants/index.html>

EPA National Center for Environmental Research Funding Opportunities: This website contains EPA funding opportunities for research, including grants and fellowships, as well as past and present research projects and programs. <http://www.epa.gov/ncer/rfa/>

#### Grants.gov

Grants.gov is an information hub for more than 1,000 grant programs administered by federal government agencies. Grants.gov allows organizations to search and apply for competitive grant opportunities online. Search for grant opportunities on Grants.gov.

#### State Energy Office

State energy offices research, demonstrate, and deploy renewable energy and energy-efficient technologies; spur energy-related economic development; and promote energy security and emergency preparedness. These offices can help you locate project funding. Find your state energy office from the National Association of State Energy Officials website. [www.naseo.org](http://www.naseo.org) or [www.maine.gov/energy](http://www.maine.gov/energy)

#### Additional Funding Leads

Financial Opportunities from DOE's Office of Energy Efficiency and Renewable Energy. <http://www1.eere.energy.gov/financing/>

Biomass Program Solicitations from DOE's Biomass Program in the Office of Energy Efficiency and Renewable Energy. [http://www1.eere.energy.gov/biomass/biomass\\_solicitations.html](http://www1.eere.energy.gov/biomass/biomass_solicitations.html)

Grants and loans from the U.S. Department of Agriculture Rural Development. [http://www.rurdev.usda.gov/RD\\_Loans.html](http://www.rurdev.usda.gov/RD_Loans.html)

EPA Grants and Debarment Open Announcements. [http://www.epa.gov/ogd/competition/open\\_awards.htm](http://www.epa.gov/ogd/competition/open_awards.htm)

Loan guarantees for clean energy projects from the DOE Loan Programs Office. <http://lpo.energy.gov>

Federal Business Opportunities. <https://www.fbo.gov>

Additional information, resources and toolboxes at:

<http://www1.eere.energy.gov/cleancities/toolbox/index.html> and [http://www1.eere.energy.gov/cleancities/info\\_resources.html](http://www1.eere.energy.gov/cleancities/info_resources.html)

# U.S. Department of Energy – Loan Program Office



Website: <http://www.lgprogram.energy.gov>

The Loan Program Office (LPO) mission is to accelerate the domestic commercial deployment of innovative and advanced clean energy technologies at a scale sufficient to contribute meaningfully to the achievement of national clean energy objectives. LPO executes this mission by guaranteeing loans to eligible clean energy projects (i.e., agreeing to repay the borrower's debt obligation in the event of a default), and by providing direct loans to eligible manufacturers of advanced technology vehicles and components.

The U.S. Department of Energy has three loan programs: Advanced Technology Vehicles Manufacturing Loan Program and the Loan Guarantee programs to include Section 1703 and Section 1705.

## Eligibility

Each of the three programs within the Loan Programs Office has its own eligibility requirements. Below is a general overview of each program's requirements.

Questions on eligibility: [https://lpo.energy.gov/?page\\_id=31](https://lpo.energy.gov/?page_id=31)

- What is a Loan Guarantee?
- Who Should Apply?
- What If I'm a Lender?
- Which Solicitation Is Right for Me?
- Innovative vs. Commercial: What's the Difference?
- What If I'm Not Eligible?

### ATVM Eligibility

ATVM loans may be made to applicants who are technically and financially eligible to finance the cost of:

Reequipping, expanding or establishing manufacturing facilities in the United States to produce ATVs or qualifying components or

Engineering integration performed in the United States of ATVs or qualifying components.

In order to be technically eligible for an ATVM loan, an applicant must be either:

- An automotive manufacturer satisfying specified fuel economy requirements or
- A manufacturer of qualifying components.

In order to be financially eligible for an ATVM loan, an applicant must be financially viable without the receipt of additional federal funding for the proposed project.

### 1703 Eligibility

The Section 1703 Loan Program authorizes loan guarantees made to support innovative clean energy technologies that are typically unable to obtain conventional private financing due to high technology risks. In addition, the technologies must avoid, reduce, or sequester air pollutants or anthropogenic emissions of greenhouse gases. Commercial technologies (i.e., technologies with more than three implementations that have been active for more than five years) are NOT eligible for the Section 1703 Loan Program.

Technologies LPO considers include:

- Biomass
- Hydrogen
- Solar
- Wind and hydropower
- Nuclear
- Advanced fossil energy coal

In order to be eligible for a Section 1703 loan, an applicant must:

- Be located in the U.S. (Foreign ownership or sponsorship of the project is permissible as long as the project is located in one of the fifty states, the District of Columbia or a U.S. territory)
- Employ a new or significantly improved technology that is NOT a commercial technology
- A commercial technology means a technology in general use in the commercial marketplace in the U.S. at the time the term sheet is issued by the Department
- A technology is in general use if it has been installed in and is being used in three or more commercial projects in the U.S. in the same general application as in the proposed project, and has been in operation in each such commercial project for a period of at least five years by the time the term sheet is issued and
- Meet Davis Bacon requirements.

### 1705 Eligibility

The Section 1705 Loan Program authorized loan guarantees for certain renewable energy systems, electric power transmission systems and leading edge biofuels projects that commenced construction no later than September 30, 2011. The Section 1705 Loan Program expired on September 30, 2011. LPO will continue to actively monitor projects that previously received loan guarantees under the program, but no new loan guarantees will be issued under the Section 1705 program.

### Application Process

All three programs within the Loan Programs Office conduct a competitive review process similar to what applicants would find at banking financial institutions. Instructions at [https://lpo.energy.gov/?page\\_id=33](https://lpo.energy.gov/?page_id=33)

The on-line application system is designed to guide you through the development and submission of a loan or loan guarantee application. The system will assist you in determining basic program eligibility and will assist you in preparing an application suitable for DOE review. In addition, the online application process will highlight areas of your proposal that require additional information and will provide you with guidance on how to prepare a stronger application. <https://apply.loanprograms.energy.gov/doe/common/Pages/welcome.aspx>

### Fees

The DOE Loan Program is required to collect several fees from loan program Applicants. Please find an outline of these fees at [https://lpo.energy.gov/?page\\_id=35](https://lpo.energy.gov/?page_id=35)

### Resource and References

A library of useful resources, including reference materials, solicitations, answers to frequently asked questions, as well as helpful tips and advice is at [https://lpo.energy.gov/?page\\_id=51](https://lpo.energy.gov/?page_id=51)

# U.S. Department of Energy – Energy Efficiency and Renewable Energy



Website: <http://www.eere.energy.gov/>

The Office of Energy Efficiency and Renewable Energy (EERE) works with business, industry, universities, and others to increase the use of renewable energy and energy efficiency technologies. One way EERE encourages the growth of these technologies is by offering financial assistance opportunities for their development and demonstration.

The DOE Guide to Financial Assistance

<http://energy.gov/management/downloads/doe-guide-financial-assistance>

- How to Apply for Federal Grants?  
[http://www1.eere.energy.gov/financing/how\\_to\\_apply.html](http://www1.eere.energy.gov/financing/how_to_apply.html)
- Registering Under Grants.gov:  
[www.grants.gov](http://www.grants.gov)
- Locating EERE Financial Assistance Opportunities:  
[http://www1.eere.energy.gov/financing/locating\\_opportunities.html](http://www1.eere.energy.gov/financing/locating_opportunities.html)
- Submitting Applications for Financial Assistance Opportunities:  
[http://www1.eere.energy.gov/financing/submitting\\_applications.html](http://www1.eere.energy.gov/financing/submitting_applications.html)

## Funding Opportunity Exchange

EERE Funding Opportunity Website: <https://eere-exchange.energy.gov>

This Is The list of EERE funding opportunities.

## Funding and award process

Learn how funding gets from Congress to the U.S. Department of Energy and how that money is awarded out and monitored.

[http://www1.eere.energy.gov/financing/funding\\_award\\_process.html](http://www1.eere.energy.gov/financing/funding_award_process.html)

Congressional Appropriation:

[http://www1.eere.energy.gov/financing/congressional\\_appropriation.html](http://www1.eere.energy.gov/financing/congressional_appropriation.html)

DOE and EERE Allocations:

[http://www1.eere.energy.gov/financing/doe\\_eere\\_allocation.html](http://www1.eere.energy.gov/financing/doe_eere_allocation.html)

Financial Awards – Competitive and Non-Competitive Solicitations:

[http://www1.eere.energy.gov/financing/financial\\_award.html](http://www1.eere.energy.gov/financing/financial_award.html)

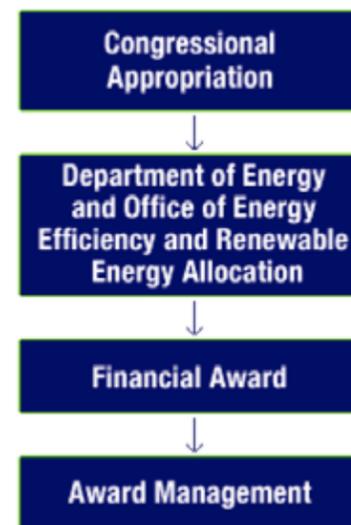
Award Management:

[http://www1.eere.energy.gov/financing/award\\_management.html](http://www1.eere.energy.gov/financing/award_management.html)

Financial Assistance Contacts:

<http://www1.eere.energy.gov/financing/contacts.html>

### Funding & Award Process



## Financial Opportunities by Audience

Different organizations are eligible for different kinds of awards. Learn about grants, CRADAs, unsolicited proposals and more.

Website: <http://www1.eere.energy.gov/financing/audience.html>

- Business, Industry and Universities: <http://www1.eere.energy.gov/financing/business.html>

The majority of EERE financial opportunities are for business, industry, and universities. If you are searching for listings in a particular technology area, be sure to also look at those labeled “crosscutting.” These apply to more than one technology area.

- Consumers: <http://www1.eere.energy.gov/financing/consumers.html>

Federal Tax Credits for Energy Efficiency. Information from Energy Savers on federal tax credits for home improvements, efficient vehicles, solar energy systems, and fuel cells. <http://energy.gov/energysaver/energy-saver>.

Appliance Rebate Program for ENERGY STAR® Appliances. Under this state-administered program, you can receive rebates when you purchase new ENERGY STAR-qualified appliances. <http://energy.gov/energysaver/energy-saver>

Rebates and Special Offers from ENERGY STAR® Partners. Find rebates and special offers (such as sales tax exemptions) from ENERGY STAR partners in your area. [http://www.energystar.gov/index.cfm?fuseaction=rebate.rebate\\_locator](http://www.energystar.gov/index.cfm?fuseaction=rebate.rebate_locator)

State Incentives for Renewables and Efficiency. The Database of State Incentives for Renewables and Efficiency (DSIRE) includes state-by-state financial and regulatory incentives (such as tax credits, grants, rebates, and special utility rates) for renewable energy and energy efficiency technologies. <http://www.dsireusa.org>

Financing an Energy-Efficient Home. This fact sheet from the Department of Energy features an overview of energy-efficient financing programs from mortgages to home improvement loans. <http://energy.gov/public-services/homes/home-design-remodeling>

U.S. Department of Housing and Urban Development: Energy-Efficient Mortgage Program. The Energy-Efficient Mortgage Program is one of many Federal Housing Authority programs that insure mortgage loans to encourage lenders to make mortgage credit available to borrowers, such as first-time homebuyers, who would not otherwise qualify for conventional loans on affordable terms. [http://portal.hud.gov/hudportal/HUD?src=/program\\_offices/housing/sfh/eem/energy-r](http://portal.hud.gov/hudportal/HUD?src=/program_offices/housing/sfh/eem/energy-r)

Energy Ratings and Mortgages. Energy efficient homes may qualify for mortgages that take into account a home’s efficiency. Residential Energy Services Network (RESNET) provides information on home energy rating systems, energy efficient mortgages, and finding certified energy raters and lenders who know how to process energy efficiency mortgages. <http://www.natresnet.org/directory/raters.aspx>

Refinancing for Energy-Efficiency Improvements. An overview of refinancing to make energy efficiency improvements, from the Alliance to Save Energy. <http://ase.org/topics/saving-money-and-energy>

U.S. Department of Energy Weatherization Assistance Program. DOE’s Weatherization Assistance Program works with states and local governments to enable low-income families to permanently reduce their energy bills by making their homes more energy-efficient. <http://www1.eere.energy.gov/wip/wap.html>

Federal Energy Managers

Federal Energy Management Program: <http://www1.eere.energy.gov/femp/financing/mechanisms.html>

FEMP supports Federal agencies in identifying, obtaining, and implementing project funding for energy projects. These funding tools include:

- i. Energy Savings Performance Contracts
- ii. ESPC ENABLE
- iii. Utility Energy Services Contracts
- iv. On-Site Renewable Power Purchase Agreements
- v. Energy Incentive Programs

The FEMP Project Funding Quick Guide provides an overview of funding options and strategies available to Federal agencies. [http://www1.eere.energy.gov/femp/pdfs/project\\_funding\\_guide.pdf](http://www1.eere.energy.gov/femp/pdfs/project_funding_guide.pdf)

Energy Savings Performance Contracts: <http://www1.eere.energy.gov/femp/financing/espcs.html>

Energy savings performance contracts (ESPCs) allow Federal agencies to accomplish energy savings projects without up-front capital costs and without special Congressional appropriations.

Utility Energy Service Contracts: <http://www1.eere.energy.gov/femp/financing/uescs.html>

In a UESC, a utility arranges funding to cover the capital costs of the project, which are repaid over the contract term from cost savings generated by the energy efficiency measures. With this arrangement, agencies can implement energy improvements with no initial capital investment. The net cost to the Federal agency is minimal, and the agency saves time and resources by using the one-stop shopping provided by the utility.

Energy Incentive Programs: Most states offer energy incentive programs to help offset energy costs. FEMP's Energy Incentive Program helps Federal agencies take advantage of these incentives by providing information about the funding-program opportunities available in each state.

<http://www1.eere.energy.gov/femp/financing/energyincentiveprograms.html>

Inventors: <http://www1.eere.energy.gov/financing/inventors.html>

Inventors may seek U.S. Department of Energy (DOE) funding for energy efficiency or renewable energy technologies through three routes: the Small Business Innovation Research program (SBIR) and Small Business Technology Transfer program (STTR), the Advance Research Projects Agency-Energy (ARPA-E) or through an unsolicited proposal.

The SBIR/STTR programs are operated by federal agencies that have substantial R&D budgets, through a set-aside mechanism tailored for competitions among small businesses only. For more information, see the Small Business Innovation Research Website at Small Business Innovation Research. <http://science.energy.gov/sbir/>

ARPA-E's mission is to fund projects that will develop transformational technologies that reduce America's dependence on foreign energy imports; reduce U.S. energy-related emissions (including greenhouse gasses); improve energy efficiency across all sectors of the U.S. economy and ensure that the United States maintains its leadership in developing and deploying advanced energy technologies. For more information see the ARPA-E Website at Advanced Research Projects Agency – Energy (ARPA-E). <http://www.arpa-e.energy.gov>

Inventors may also seek funding by submitting an unsolicited proposal to EERE. For more information, see the unsolicited proposals page on this Website. [http://www1.eere.energy.gov/financing/unsolicited\\_proposals.html](http://www1.eere.energy.gov/financing/unsolicited_proposals.html)

States: <http://www1.eere.energy.gov/financing/states.html>

State Energy Program. The State Energy Program (SEP) provides grants to states and directs funding to state energy offices from technology programs in the Department of Energy's Office of Energy Efficiency and Renewable Energy. For more information about current SEP projects, see SEP project descriptions organized by state. States use these grants to address their energy priorities and program funding to deploy emerging renewable energy and energy efficiency technologies. See the SEP guidance documents for state energy offices for more information about receiving these grants. <http://www1.eere.energy.gov/wip/sep.html>

Smart Communities Network. This site has information to help communities design and implement innovative strategies that enhance the local economy as well as the local environment and quality of life. Initiatives and financial opportunities, including grants and other funding, are described at <http://www.smartcommunities.ncat.org/municipal/financing.shtml>

Tribes: <http://www1.eere.energy.gov/financing/tribes.html>

Office of Energy Efficiency and Renewable Energy financial opportunities for tribes are managed by the Golden Field Office [http://www1.eere.energy.gov/office\\_eere/golden\\_main.html](http://www1.eere.energy.gov/office_eere/golden_main.html) and detailed on the Tribal Energy Program Website. [http://apps1.eere.energy.gov/tribalenergy/financial\\_opportunities.cfm](http://apps1.eere.energy.gov/tribalenergy/financial_opportunities.cfm)

This program provides financial and technical assistance to tribes for feasibility studies and shares the cost of implementing sustainable renewable energy installations on tribal lands. Relevant financial solicitations can be found on the funding opportunities page. [http://apps1.eere.energy.gov/tribalenergy/financial\\_opportunities.cfm](http://apps1.eere.energy.gov/tribalenergy/financial_opportunities.cfm)

## Types of Financial Assistance

Website: [http://www1.eere.energy.gov/financing/types\\_assistance.html](http://www1.eere.energy.gov/financing/types_assistance.html)

Grants: <http://www1.eere.energy.gov/financing/grants.html>

The Office of Energy Efficiency and Renewable Energy's (EERE's) primary funding vehicle for businesses, industries, universities and others is a grant.

Most EERE grants are awarded on a competitive basis. As such, EERE solicits applications in specific EERE program areas and selects from the submissions based on merit. EERE financial assistance opportunities are listed in the financial opportunities database (<http://www1.eere.energy.gov/financing/business.html>) and on Grants.gov, the government's Website of all federal grant opportunities. In certain cases, financial assistance may be awarded through other processes.



Cooperative Agreements: [http://www1.eere.energy.gov/financing/coop\\_agreements.html](http://www1.eere.energy.gov/financing/coop_agreements.html)

The Office of Energy Efficiency and Renewable Energy (EERE) also award cooperative agreements to businesses, industries, universities and others. Cooperative agreements are similar to grants, but they require more involvement on the part of the federal government. In work performed through cooperative agreements, the federal government exercises more control in technical implementation. This may include project collaboration, participation in project management, or intervention in the activity. The nature and extent of involvement is outlined in a “statement of substantial involvement” included in the financial opportunity announcement.

Like grants, most cooperative agreements are awarded on a competitive basis.

Continuation and Renewal Awards: [http://www1.eere.energy.gov/financing/continuation\\_renewal.html](http://www1.eere.energy.gov/financing/continuation_renewal.html)

Continuation awards are active awards with a multi-year project period which require annual approval for subsequent budget periods as necessary for the project’s completion. Continuation awards are awarded by the initial budget period expiration date. Funding for continuation awards is contingent on DOE approval of a continuation application. Continuation applications do not have to compete against other applications. Renewal awards are used to extend existing projects. By awarding renewal funding, the Office of Energy Efficiency and Renewable Energy can add a budget period to an existing project when all application requirements are met. This allows the project period to be extended and more work to be completed.

Renewal awards may be competitive or noncompetitive.

Unsolicited Proposals: [http://www1.eere.energy.gov/financing/unsolicited\\_proposals.html](http://www1.eere.energy.gov/financing/unsolicited_proposals.html)

Most EERE financial assistance is awarded on a competitive basis, however, financial assistance can be awarded on a noncompetitive basis through the unsolicited proposal program. An unsolicited proposal is an application for financial assistance that is not submitted at the request of EERE or in response to a solicitation announcement. Unsolicited proposals are submitted solely at the discretion of the proposer. Unsolicited proposals are sometimes submitted in response to a notice of program interest (NOPI). NOPIs are not solicitations, but they do alert potential applicants to areas of research in which EERE is interested. NOPIs may indicate areas in which the submission of unsolicited proposals may be more likely to result in funding.

Unsolicited proposals may be selected for funding if they:

- i. Demonstrate a unique and innovative concept or a unique capability
- ii. Offer a concept or service not otherwise available to the government
- iii. Do not resemble recent, current, or pending competitive solicitations
- iv. Independently originate with the proposer without government supervision

Unsolicited proposals are considered noncompetitive. To submit an unsolicited proposal, send an e-mail to [DOEUSP@netl.doe.gov](mailto:DOEUSP@netl.doe.gov). For more information, see the Department of Energy’s Guide for the Submission of Unsolicited Proposals. <http://www.netl.doe.gov/business/usps/USPGuide.pdf>

Cooperative Research and Development Agreements: <http://www1.eere.energy.gov/financing/cradas.html>

Unlike other types of financial opportunities, cooperative research and development agreements (CRADAs) do not result in a financial award.

However, they may still be financially beneficial to both industry and government participants. CRADAs are partnerships in which a private sector partner and a national laboratory work together to further research and development. In the simplest form of a CRADA partnership, each party contributes equally to the project in terms of labor, funding, and facilities. In more complex arrangements, the private partner may opt for a “funds in” arrangement, in which it defers part of the laboratory’s expenses.

When work is complete, each party retains title to its own inventions or intellectual property. In addition, commercially valuable information developed under a CRADA project may be protected from disclosure for up to 5 years.

CRADA arrangements help each party by broadening the facilities and expertise available for research. CRADAs therefore enable research that otherwise might not be cost-effective for either party to undertake. For more information about the CRADA programs of EERE-funded laboratories, explore the following links:

- Argonne National Laboratory: [http://web.anl.gov/techtransfer/Information\\_for\\_Industry/CRADA/index.html](http://web.anl.gov/techtransfer/Information_for_Industry/CRADA/index.html)
- Brookhaven National Laboratory: <http://www.bnl.gov/techtransfer/>
- Fermi National Accelerator Laboratory: <http://www.fnal.gov>
- Idaho National Engineering and Environmental Laboratory: [https://inlportal.inl.gov/portal/server.pt?open=512&objID=269&parentname=CommunityPage&parentid=15&mcode=2&in\\_hi\\_userid=200&cached=true](https://inlportal.inl.gov/portal/server.pt?open=512&objID=269&parentname=CommunityPage&parentid=15&mcode=2&in_hi_userid=200&cached=true)
- Lawrence Berkeley National Laboratory: <http://www.lbl.gov/Tech-Transfer/industry/ResearchOpps/index.html>
- Lawrence Livermore National Laboratory: [https://ipo.llnl.gov/?q=resources-industry-working\\_with\\_us-crada](https://ipo.llnl.gov/?q=resources-industry-working_with_us-crada)
- National Renewable Energy Laboratory: <http://www.nrel.gov/technologytransfer/cradas.html>
- Oak Ridge National Laboratory: <http://www.ornl.gov/adm/partnerships/>
- Pacific Northwest National Laboratory: <http://www.pnl.gov/business/contract/crada.stm>
- Sandia National Laboratories: <http://www.sandia.gov/mst/creating-part/CRADA.html>

Laboratory Subcontracts: [http://www1.eere.energy.gov/financing/laboratory\\_subcontracts.html](http://www1.eere.energy.gov/financing/laboratory_subcontracts.html)

The national laboratories that receive research funding from the Office of Energy Efficiency and Renewable Energy (EERE) often have financial opportunities for industry and outside organizations. The most common of these, laboratory subcontracts, are very much like grants at the EERE level.

Laboratory subcontracts are usually competitive, and, like EERE grants, they usually begin with a solicitation. However, laboratory subcontracts are evaluated by laboratory contracting staff. Applications for laboratory subcontracts are handled by the laboratories themselves. To view open solicitation listings for subcontracting opportunities at EERE-funded national laboratories, see the following:

- National Energy Technology Laboratory: <http://www.netl.doe.gov/business/solicitations/index.html>.
- National Renewable Energy Laboratory: [http://www.nrel.gov/business\\_opportunities/solicitations\\_rfps.html](http://www.nrel.gov/business_opportunities/solicitations_rfps.html).
- Oak Ridge National Laboratory: <http://www.ornl.gov/adm/partnerships/>.

Subawards: <http://www1.eere.energy.gov/financing/subawards.html>

In some cases, more than one business or organization may participate in a project funded by a grant or subcontract. In these cases, a subaward may be applicable. Subawards are financial support for businesses or organizations that work on a project but are not the primary awardee. Subawards are often planned into proposals for grants and other financial opportunities. They allow companies or organizations to bring in outside expertise or experience that will be beneficial to the project. Subawardees are subject to the same guidelines and requirements as the primary awardee.

## Related EERE Financial Opportunities

Other federal agencies and programs occasionally offer financial opportunities that are applicable to energy efficiency and renewable energy technologies. For technology- and program-specific financial assistance opportunities from EERE and related organizations, see the financial assistance sections of the following Websites:

- Advanced Manufacturing Office: <http://www1.eere.energy.gov/manufacturing/financial/>
- Biomass Program: [http://www1.eere.energy.gov/biomass/financial\\_opportunities.html](http://www1.eere.energy.gov/biomass/financial_opportunities.html)
- Building Technologies Program: <http://www1.eere.energy.gov/buildings/>
- Federal Energy Management Program: <http://www1.eere.energy.gov/femp/financing/mechanisms.html>
- Geothermal Technologies Program: <http://www1.eere.energy.gov/geothermal/financial.html>
- Fuel Cells Technologies Program: <http://www1.eere.energy.gov/hydrogenandfuelcells/financial.html>
- Solar Energy Technologies Program: <http://www1.eere.energy.gov/solar/sunshot/financial.html>
- Vehicle Technologies Program: <http://www1.eere.energy.gov/vehiclesandfuels/financial/index.html>
- Weatherization and Intergovernmental Program: <http://www1.eere.energy.gov/wip/financial.html>
- Wind Program: [http://www1.eere.energy.gov/wind/financial\\_opportunities.html](http://www1.eere.energy.gov/wind/financial_opportunities.html)
- Water Power Program: [http://www1.eere.energy.gov/water/financial\\_opportunities.html](http://www1.eere.energy.gov/water/financial_opportunities.html)

#### EERE Alerts

#### Progress Alerts

When you sign up for EERE Progress Alerts, you'll get an email every time DOE announces new technology advancements, funding opportunities, educational webinars, and other news. Each Progress Alert email features a short description of the announcement and provides a link to the full news story on the DOE website. Subscribe to EERE Progress Alerts at [http://apps1.eere.energy.gov/news/progress\\_alerts\\_archive.cfm](http://apps1.eere.energy.gov/news/progress_alerts_archive.cfm)

#### Press Releases

Review press releases about the U.S. Department of Energy's accomplishments, initiatives, research and development efforts, funding, and much more in energy efficiency and renewable energy.

#### EERE Network News

Covers national and international energy efficiency and renewable energy news and events, as well as new EERE websites and energy facts. Subscribe at <http://apps1.eere.energy.gov/news/subscribe.cfm>

#### RSS Feeds

The Office of Energy Efficiency and Renewable Energy (EERE) offers RSS feeds covering news, press releases, and other updates from EERE and its programs. Subscribe at <http://apps1.eere.energy.gov/news/rss/> for email alerts on:

- |   |                           |                              |
|---|---------------------------|------------------------------|
| • Press releases  | • Biomass                 | • Buildings                  |
| • Federal Energy Management   | • Geothermal              | • Hydrogen and Fuel Cells    |
| • Commercialization & Deployment  | • International           | • Industry                   |
| • Solar   | • Vehicle Technologies    | • Water Power                |
| • Weatherization  | • Wind                    | • EERE Network News stories. |
| • Energy Savers Blog  | • Financial Opportunities | • Monthly News Summary       |
| • Energy Efficiency and Renewable Energy News                               |                           |                              |
| • Energy efficiency and renewable energy state news from across the country |                           |                              |
| • Alternative Fuels and Advanced Vehicles Data Center                       |                           |                              |

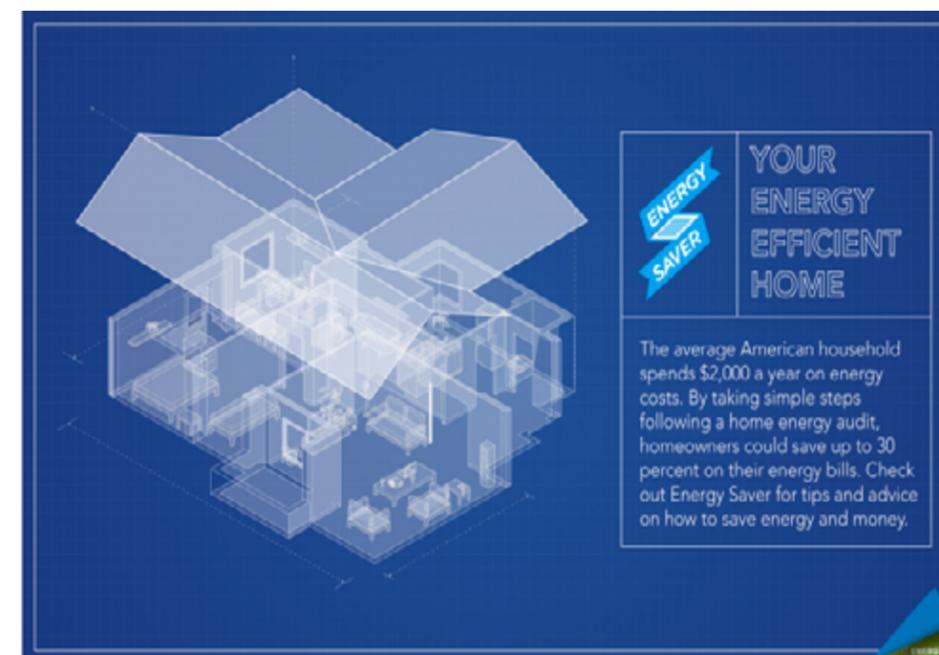
## U.S. Department of Energy – EnergySaver



Website: <http://energy.gov/energysaver/energy-saver>

This is not a Website that offers “funding” opportunities, but it does present “savings” opportunities which in some cases can be just as valuable.

- Appliances and Electronics
- Business Tax Credits
- Electricity Rates
- Energy Audits
- Energy Savings Calculators
- Energy Tips
- Heat Pumps
- Home Design and Remodeling
- Home Energy Efficiency and Conservation
- Home Heating and Cooling
- Landscaping
- Lighting
- Natural Gas
- Oil Heating
- Programmable Thermostats
- Renewable Energy Systems
- Smart Meters and Smart Grid
- Tax Credits, Rebates and Deductions
- Transportation Fuels and Vehicles
- Water Heating
- Weatherization – Air Sealing and Insulation
- Windows, Doors and Skylights



## U.S. Department of Energy – Office of Science

Website: <http://science.energy.gov>



### Funding Opportunities

The Office of Science issues two types of funding announcements:

- Funding Opportunity Announcements (FOAs), which may be open to one or more institution types (please read the eligibility requirements in a given FOA for details) and
- DOE National Laboratory Announcements, which are open only to DOE Laboratories.

FOAs and DOE National Laboratory Announcements may be issued either as companion announcements—where one of each announcement type is issued in the same topical area—or as stand-alone opportunities. All proposals submitted in response to FOAs and DOE National Laboratory Announcements undergo merit review. Each funding announcement issued by the Office of Science provides:

- a technical description of the type of work to be funded;
- information about the type, size, number, and duration of awards expected;
- eligibility criteria;
- instructions for submission of letters of intent (if required), preapplications or preproposals (if required), and applications or proposals; due dates and times;
- review and selection information, including merit review criteria;
- award administration information; and
- agency points of contact.

The Office of Science also issues two cross-cutting solicitations annually that are open year-round: (1) Continuation of Solicitation for the Office of Science Financial Assistance Program, and (2) Submission of Renewal and Supplemental Applications for the Office of Science Grants and Cooperative Agreements.

Current funding opportunities at <http://science.doe.gov/grants/announcements.asp> and <http://science.energy.gov/funding-opportunities/find-funding/>

## U.S. Department of Energy – Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)

Website: <http://science.energy.gov/sbir/>

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) are U.S. Government programs in which federal agencies with large research and development (R&D) budgets set aside a small fraction of their funding for competitions among small businesses only. Small businesses that win awards in these programs keep the rights to any technology developed and are encouraged to commercialize the technology.

### Basics

The SBIR and STTR support the following program goals:

- Stimulate technological innovation
- Use small business to meet Federal R/R&D needs
- Foster and encourage participation by the socially and economically disadvantaged small businesses, and those that are 51 percent owned and controlled by women, in technological innovation
- Increase private sector commercialization of innovations derived from Federal R/R&D, thereby increasing competition, productivity, and economic growth
- Require evaluation of commercial potential in Phase I and Phase II applications
- Seed capital for early stage R&D with commercial potential
- Awards comparable in size to angel investments in the private sector
- Accepting greater risk in support of agency missions

Each Fiscal Year (FY), the 11 participating SBIR and STTR federal agencies set aside the following percentage of their extramural R&D budgets over \$100 million. Extramural refers to federal funding that an agency awards to external entities such as universities, national laboratories, and large businesses to address the principal agency mission needs.

	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
SBIR	2.5%	2.6%	2.7%	2.8%	2.9%	3.0%	3.2%
STTR	0.30%	0.35%	0.35%	0.40%	0.40%	0.45%	0.45%
Combined	2.80%	2.95%	3.05%	3.20%	3.30%	3.45%	3.65%

Each year the Department of Energy (DOE) issues Funding Opportunity Announcements (FOA) inviting small businesses to apply for SBIR/STTR grants. These FOA's contain topics in such research areas as:

- Fossil, Nuclear and Renewable Energy (energy production and use in buildings, vehicles, and industry) and Electricity Delivery and Reliability
- Basic Science and Engineering
- Fundamental Energy Sciences, including materials, life, environmental, and computational sciences, and Fusion Energy, High Energy and Nuclear Physics
- Environmental Management and Nuclear Nonproliferation

SBIR and STTR programs at DOE have three distinct phases:

1. Phase I explores the feasibility of innovative concepts with awards up to \$150,000 over 9 months.  
Only DOE Phase I award winners may compete for DOE Phase II funding.
2. Phase II is the principal R&D effort, with awards up to \$1,000,000 over two-years.
3. Phase III offers opportunities to small businesses to continue their Phase I and II R&D work to pursue commercial applications of their R&D with non-SBIR/STTR funding.  
Under Phase III, Federal agencies may award non-competitive, follow-on grants or contracts for products or processes that meet the mission needs of those agencies, or for further R&D.

Proposal-to-award ratios are about 10-to-1 for Phase I and 2-to-1 for Phase II.

## Contact

For additional information on the DOE SBIR/STTR Programs, please contact the DOE SBIR/STTR Programs Office by phone at 301-903-5707 or by email at [sbir-sttr@science.doe.gov](mailto:sbir-sttr@science.doe.gov) or:

Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR)  
U.S. Department of Energy  
SC-29/Germantown Building  
1000 Independence Ave., SW  
Washington, DC 20585

## Funding Opportunities

Visit <http://science.energy.gov/sbir/funding-opportunities/> and <http://science.doe.gov/grants/announcements.asp> for current funding opportunities.

## Application Assistance

Visit <http://science.energy.gov/sbir/funding-opportunities/application-resources/> for applications resources.

## Awards

Visit <http://science.energy.gov/sbir/awards-and-general-stats/> for award status and stats.

## Commercialization Assistance

The Department of Energy (DOE) is dedicated to the successful commercialization of SBIR/STTR funded technologies and provides comprehensive commercialization services to grantees. During Phase I a solid foundation is laid via the development of a commercialization plan. In each subsequent year of your Phase II award, companies can select from a menu of services that best meets their needs. <http://science.energy.gov/sbir/commercialization-assistance/>.

# U.S. Environmental Protection Agency

Website: [www.epa.gov](http://www.epa.gov)



The Environmental Protection Agency offers grants across several areas including:

- Air Grants: includes competitive grant funding announcements for projects and programs relating to air quality, transportation, climate change, indoor air and other related topics.
- Brownfields Grants and Funding: existing facilities where redevelopment is complicated by real or perceived contamination.
- Community Action for a Renewed Environment (CARE): provides funding to build broad-based partnerships to reduce environmental risks at the local level.
- Environmental Education Grants: projects to help the public make informed decisions that affect environmental quality.
- Environmental Information Exchange Network & Grant Program: provides funding to develop an Internet-based, secure network that supports the electronic collection, exchange, and integration of high-quality data.
- Environmental Justice: includes the EJ Community/ University Partnership Grants Program and the Environmental Justice Through Pollution Prevention Grants Program.
- Fellowships and other student programs: Grants, fellowships, and research associateships
- National Clean Diesel Campaign Grants & Funding: building diesel engine emission reduction programs across the country to improve air quality and protect public health.
- People, Prosperity and the Planet: college students address challenges from a wide range of categories: agriculture, built environment, materials and chemicals, energy, and water. These can be challenges found in the developed or developing world and the solutions will move us towards a sustainable future.
- Pollution Prevention Grant Program: provides matching funds to state and tribal programs to support pollution prevention and to develop State-based programs.
- Science to Achieve Results (STAR) Grants & Fellowships: funds research grants in numerous environmental science and engineering disciplines through a competitive solicitation process and independent peer review.
- Small Business Innovation Research (SBIR): competitively funds environmental technology research at small businesses.
- Water Grants: includes the state revolving funds for drinking water and wastewater, grants for water pollution prevention and wetlands protection, and tribal grants.

Website: <http://www.epa.gov/epahome/grants.htm>

- How to Apply? [http://www.epa.gov/ogd/grants/how\\_to\\_apply.htm](http://www.epa.gov/ogd/grants/how_to_apply.htm)
- How to Write a Proposal? <http://www.epa.gov/ogd/recipient/tips.htm>
- Grant Management Training: <http://www.epa.gov/ogd/training/index.htm>
- Current Funding Opportunities: [http://www.epa.gov/ogd/grants/funding\\_opportunities.htm](http://www.epa.gov/ogd/grants/funding_opportunities.htm)

## Combined Heat and Power Partnership

The CHP Partnership is a voluntary program seeking to reduce the environmental impact of power generation by promoting the use of CHP. The Partnership works closely with energy users, the CHP industry, state and local governments, and other clean energy stakeholders to facilitate the development of new projects and to promote their environmental and economic benefits. <http://www.epa.gov/chp/index.html>

# U.S. Green Buildings Council



Website: <http://new.usgbc.org/initiatives/grants/chapters-grants>

LEED (Leadership in Energy and Environmental Design) is a voluntary, consensus-based, market-driven program that provides third-party verification of green buildings. Comprehensive and flexible, LEED addresses the entire lifecycle of a building. LEED provides building owners and operators the tools they need to immediately impact their building's performance and bottom line, while providing healthy indoor spaces for a building's occupants. For commercial buildings and neighborhoods, to earn LEED certification, a project must satisfy all LEED prerequisites and earn a minimum 40 points on a 110-point LEED rating system scale. Homes must earn a minimum of 45 points on a 136-point scale.

## Affordable Green Neighborhoods Grant Program

The Affordable Green Neighborhoods Grant Program awards grants and provides educational resources to affordable housing developers and public agencies pursuing certification using the LEED for Neighborhood Development rating system. With generous support from the Bank of America Foundation, the grant program recognizes affordable housing developers who are committed to building sustainable communities. Preference will be given to qualifying projects that meet additional goals, including the redevelopment of infill and previously developed sites, effort to strengthen the surrounding neighborhoods, commitment to engage stakeholders in the development process, and the provision of green housing for a range of income levels. Applicants should apply through the electronic form posted during the application period.

Detailed instructions and eligibility requirements are included. Contact [neighborhoods@usgbc.org](mailto:neighborhoods@usgbc.org) to learn more. <http://new.usgbc.org/initiatives/grants/affordable-neighborhoods>

## Chapters Grants

Website: <http://new.usgbc.org/initiatives/grants/chapters-grants>

From creating healthier, higher performing classrooms, to making veterans' homes more energy efficient, to expanding staff and volunteer capacity, USGBC chapters across the network are advancing sustainability in their communities through diverse, replicable initiatives supported by grants from USGBC.

- Impact Grants are matching grants that fund the development of impactful chapter programming, with a focus on projects that are inspirational, innovative, measurable and replicable across the chapter network.
- Advocacy Grants are matching grants that provide financial support for local- and state-level advocacy activities that align with USGBC's mission and vision.
- Green Schools Grants are matching grants that provide financial support for USGBC Chapter Green Schools Committee activities that advance the mission of USGBC's Center for Green Schools through resource development and community-chapter collaboration.
- Capacity Building Grants are matching grants to provide start-up funding for a new staff position, providing USGBC chapters even more capacity to be effective, self-sustaining organizations within the communities they serve.
- Strategic Investment Grants are non-matching grants to fund strategic hires in USGBC chapters that demonstrate a capacity to utilize the hire as a catalyst to greatly expand their impact in their region and reach new markets and diverse audiences previously untapped by the USGBC chapter network.

Maine Chapter <http://www.maineusgbc.org>



# Other Resources

## Association of Consulting Expertise (A.C.E.)

A great resource for those seeking consulting expertise as well as a professional organization for consultant entrepreneurs. Service seekers can tap the database by needed professional skills. For more information, [www.consultexpertise.com](http://www.consultexpertise.com).

## Energy Information Administration – State Profiles and Energy Estimates

The State Energy Data System (SEDS) provides a complete set of annual State-level estimates of energy production, consumption, prices, and expenditures by energy source and sector through 2010. <http://www.eia.gov/beta/state/seds/>

## Environmental Business Council of New England

Provides member companies with an array of programs, activities, and information to enable them to stay on the cutting edge of environmental and energy technologies, management and regulatory developments. <http://www.ebcne.org>.

## Greater Portland Council of Governments (GPCOG)

GPCOG provides a variety of planning services to businesses in the greater Portland and Lakes Region areas. [www.gpcog.org](http://www.gpcog.org)

## Kennebec Valley Council of Governments (KVCOG)

KVCOG serves local governments in Kennebec, Somerset, and western Waldo Counties. KVCOG provides financing assistance and counseling for start-ups, expansions and modernizations throughout the tri-county area. [www.kvcog.org](http://www.kvcog.org).

## Libra Future Fund

Funding available to entrepreneurs under 30 years of age, with a business plan, good references and a passion for what they are doing. [www.librafoundation.org](http://www.librafoundation.org).

## Maine Business Associations

- Biotechnology Association of Maine – [www.mainebiotech.org](http://www.mainebiotech.org)
- Maine Aquaculture Association – [www.maineaquaculture.com](http://www.maineaquaculture.com)
- Maine Pulp and Paper Association – [www.pulpandpaper.org](http://www.pulpandpaper.org)
- Maine Renewable Energy Association – [www.renewablemaine.org](http://www.renewablemaine.org)
- Maine Wood Products Association – [www.mwpa.org](http://www.mwpa.org)

## Maine Women's Business Center at CEI (WBC)

Provide comprehensive business counseling, training and resource referral targeted to nascent or existing women-owned businesses in Maine. For more information and a listing of scheduled events, go to [www.wbcmaine.org](http://www.wbcmaine.org).

## Manufacturers Association of Maine

[www.mainemfg.com](http://www.mainemfg.com)

- Networking opportunities
- Business and industry advocacy
- Business to Business (B2B) and contract services opportunities
- Monthly meetings, tours, and events
- Educational and professional workshops
- Business growth services
- Affinity/Expense control programs
- Education and training
- Industry Partnership
- Free HR Help Desk consultation
- Insurance Services
- An interactive website with job postings, events listings, and a Member Directory
- Industry surveys

**Northeast Energy Efficiency Partnerships (NEEP)**

New England's regional energy efficiency organization hosts a Web site with a variety of resources, including industry requests for proposals. [www.neep.org](http://www.neep.org).

**Northern Maine Development Commission (NMDC)**

NMDC provides regional planning, economic and community development, business loans and packaging, geographic information system services, and small business counseling services to the northern Maine region. [www.nmdc.org](http://www.nmdc.org).

**PROPEL**

Young members division of the Portland Regional Chamber. [www.propelportland.org](http://www.propelportland.org).

**Regional Economic Development Organizations**

See "Maine Department of Economic & Community Development"

[http://www.maine.gov/portal/business/econ\\_dev.html](http://www.maine.gov/portal/business/econ_dev.html)

**Social Media – LinkedIn, Facebook, Twitter**

Visit specific energy-related groups on social media for occasional nuggets of information or information regarding funding opportunities.

[www.linkedin.com](http://www.linkedin.com)

[www.facebook.com](http://www.facebook.com)

[www.twitter.com](http://www.twitter.com)

**Sunrise County Economic Council (SCEC)**

SCEC was formed by area citizens to initiate and facilitate the creation of prosperity and jobs in Washington County.

[www.sunrisecounty.org](http://www.sunrisecounty.org)

**Western Maine Economic Development Council (WMEDC)**

WMEDC is a single point of contact for economic development assistance in Oxford County. Services include marketing and technical assistance, workforce development, and business financing. [www.wmedc.org](http://www.wmedc.org)

**Work It Up**

A resource for entrepreneurs seeking defined short-term counsel in marketing, finance, project management and other business-related functions. [www.workitup.org](http://www.workitup.org).