

City of Biddeford

Budget Committee

March 17, 2022 5:30 PM Council Chambers and via Zoom

Please click the link below to join the webinar:

<https://biddeford.zoom.us/j/92036301649>

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1. Roll Call

2. Pledge of Allegiance

3. Discussion

3.1. Social Service and Municipal Service Agencies Budget Presentations:

Presenting Time

5:35

5:40

Municipal Services:

Lakermesse

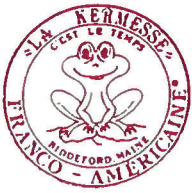
Seeds of Hope Neighborhood Ctr

5:45	McArthur Library
5:55	Historical Society
6:00	City Theater
6:05	BSOOB Transit
6:15	Eastern Trail Alliance
6:20	Saco River Corridor Commission
6:25	So ME Regional Planning
6:30	Southern Maine Finance Agency
6:35	HOB (Heart of Biddeford)
6:40	Holiday Lighting
6:45	Biddeford Cultural & Heritage Center
6:50	Southern Maine Veterans Memorial Cemetery
6:55	Biddeford Mills Museum
15 Minute Break (7:00-7:15 PM)	
7:15	Life Flight Foundation
7:20	Southern Maine Beach Profile Monitoring Program Advisory Committee
7:25	Saco Pathfinders Snowmobile
7:30	Engine
7:35	APEX Youth Connections
7:40	York County Community Action Corporation
7:45	Halloween Festival
7:50	Project Canopy
7:55	Biddeford Conservation Commission
8:00	Planning Board
8:05	Historical Preservation Commission
8:10	Historic Preservation - Architectural Survey
8:15	Historical Preservation - Design Guidelines
8:20	Climate Action Committee - Climate Action Plan
8:25	Citizen's Advisory Committee - Neighborhood Mini-Grant Program
8:30	Citizen's Advisory Committee - Intern

- [1_ La Kermesse Franco-Americaine.pdf](#)
- [2_ Seeds of Hope City of Biddeford Budget Request - 2022-2023.docx](#)
- [3_ McArthur Library.pdf](#)
- [4_ Biddeford Historical Society.pdf](#)
- [5_ City Theater Request.docx](#)
- [6_ BSOOB Transit - Municipal Funding Request Revision-Biddeford - 2.28.22.pdf](#)
- [7_ Eastern Trails Alliance Request.pdf](#)
- [7.1_ Eastern Trail Alliance Presentation.pdf](#)

8_Saco River Corridor Commission.pdf
9_Southern Maine Planning and Development Commission.pdf
10_Southern Maine Finance Agency FY2023 Bidd.pdf
10.1_2020 SMFA Historical Retrospective Report.pdf
11_HOB Heart of Biddeford.pdf
12_Biddeford Cultural & Heritage Center.pdf
13_Southern Maine Veterans Memorial Cemetery Association.pdf
14_Biddeford Mills Museum.pdf
15_Lifeflight.pdf
16_Southern Maine Beach Profile FY23 Request.pdf
17_Saco Pathfinders.docx
18_Engine.pdf
18.1 Engine Municipal Budget Report and FY23 Request Presentation.pdf
19_Apex Connection.pdf
20_York County Community Action FY23 funding letter.pdf
21_Halloween Festival.pdf
22_Project Canopy Committee.pdf
23_Conservation Commission.pdf
24_Historic Preservation Commission.doc
25_Boards Committees Commissions Requests.pdf
25.1 Citizen's Advisory Committee Budget Requests.pdf

4. Adjourn



La Kermesse Franco-Américaine

P. O. Box 289
Biddeford, ME 04005-0289

January 24, 2022

To ; Nicole Wood
Finance Director

As in previous years, please accept this request for the amount of \$6,000 for La Kermesse organization to continue decorating the city for the Christmas Season. Would also request the amount of \$15,000.00 which was not needed for the past two years due to the virus. In the prior year this was an annual sponsorship amount from the city to help promote the festival. Hopefully we can to continue having your support. Please feel free to contact me if any questions come up.

e-mail bfp808@zwi.net or 229-2024

Sincerely

Paul N. Gagne
Treasurer



Warming Center Budget Request

December 1, 2022 – March 15, 2023

Average nights at 20 degrees or below	60 nights
- # of hours/shift	13/12
- Hourly rate for contract paid staff	\$30/hour
- Hourly rate for contract Security staff	\$25/hour
Daytime Warming Center Hours	
- Weekdays	5 hrs.
- Weekends	12 hrs.
Administrative Oversight/Insurance	\$ 4,000
Additional food costs	\$ 2,000
Anticipated cost for staff for Overnight Coverage	
Contract SOH staff:	
# of nights x 13 hrs./night x \$30/hr.	\$23,400
Contract Security staff:	
# of nights x 12 hrs./night x \$25/hr.	\$18,000
Anticipated cost for staff for Daytime Coverage	
Weekdays - 16 days x 5 hrs./day x 2 people x \$30/hr.	\$ 4,800
Weekends – 10 days x 12 hrs./day x 2 people x \$30/hr.	\$ 7,200
Additional fuel oil / electricity expense	\$ 3,000
Based on 3-year history of gallons used	
Lockers – 12 lockers	\$ 1,500
<u>Estimated Total</u>	\$63,900
CDBG request	\$23,400
City of Saco	\$ 3,000
City of Biddeford	\$37,500



February 1, 2022

James Bennett
City Manager
City Hall, 205 Main Street
City of Biddeford

Dear Mr. Bennett and Budget Committee,

Attached you will find McArthur Library's proposed FY23 budget.

After a very fitful FY21 year full of temporary closures, requirement of appointments, and changes in service availability, McArthur Library re-opened (with our full service hours and no appointments required) on June 14, 2021, and we have been fortunate to remain open since that time, while we see many of our neighboring library friends still curtailing hours or reducing services.

We continue to prioritize patron and staff safety, with meeting community needs through collections and services as a close second. Programming remains nearly completely virtual and we are still not allowing external use of our meeting room spaces (in pre-COVID times, these spaces were often booked between 500 to 1000 times a year.)

The Library is requesting a budget this year of \$615,000 from the City of Biddeford; we are currently funded at \$552,849. Our proposed budget (and FY22 final budget) is included in support of this request, and we have worked hard to bring this in at a very conservative level.

I have also included a chart that compares Biddeford's level of municipal funding with that of other Maine towns and cities that also have private non-profit (non-municipal) public libraries. These towns and cities have been included because they are either geographically close or have similar populations (or both). As you will see from this chart, our per capita municipal contribution falls far short of the average of \$46.53, and even with an increase to \$615,000, would only be \$27.27. Other municipalities have given much higher levels of support for many years, and have especially kept pace and increased their funding to their library partners as integral service providers to their communities, during a time when we were flat funded.

In the 11 years I have been Library Director here, we have been flat funded 6 times, and we simply cannot keep up, given this level of support. While we appreciate the incremental increases here and there, you can see that the average level of support is at 82%, while our current level in Biddeford is 42%.

There are several key points affecting our current projected expense and income levels, as well as our overall budget request:

- As in many other organizations during these challenging times, our budget is expected to be (and already has been) subject to cost increases in a substantial number of areas, including (but not limited to) print and digital content, infrastructure, health insurance and security.
- We are in a tough situation when it comes to attracting and retaining talented staff, given our hourly rates and salary levels. In particular, our part-time rates are overshadowed by many neighboring libraries. We would really appreciate even more support from the City, so we could do more for our current staff, many of whom have been here for ten years or longer. We are including a marginally higher cost of living increase for the FY23 year than we traditionally offer.
- We are fortunate to see an expected increase in our own investment income that will be crucial in supporting our budget this year. We pull 4% out of these funds annually to support operations; and ultimately, that is 1% higher than is recommended by our financial partner for legacy funds for non-profits, again due to a lower level of support from the City.
- The McArthur Trust income is projected to be flat for FY23. McArthur Library is the sole beneficiary of the income from the Lena McArthur and Jane E. Owen Family Trusts, established in the 1940s in order to assist the Library's funding in perpetuity. We do not have any ability to draw anything additional from the two family member's trusts than we are provided, and these Trusts are externally managed.
- For the past several years, we have projected an unbalanced budget; this year is no different and the increase we are requesting from the City will cover about half of that shortfall. We feel this is a fair request.
- Note that our physical COVID improvements are complete; hence this line has been zeroed out in FY23.

We deliver enormous value to the City with a broad range of services and have weathered the COVID storm as well as any library. We have been thrilled to welcome thousands of patrons back to our building this year, and have been excited by a huge uptick in new cardholders with the rapid pace of development downtown. The latter trend makes perfect sense, as we are often the first stop for newcomers and tourists and we are, like many public libraries, a key anchor of economic development support for the City.

We look forward to being able to meet virtually with the Budget Committee and answer any questions you may have. We hope that you will grant our full request.

Sincerely,



Jeff Cabral
Library Director

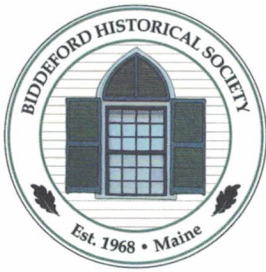
McArthur Library Association Proposed Budget for FY23			
		FY22 Final Budget	FY23 Proposed Budget
Expenses			
Collection and Patron Services		\$106,980	\$129,151
General Operating and Building		\$195,800	\$206,640
Staff and Benefits		\$814,700	\$917,053
Administration and Overhead incl Investment Fee Adjustment		\$111,300	\$126,842
Capital Expenditure for Existing Required Projects		\$40,000	\$40,000
COVID-19 Related Expenses		\$35,000	NA*
Total		\$1,303,780	\$1,419,686
Funding			
Meeting Room Donations		\$0	\$0
Library Income (Copying, Fees, Non-Resident Cards, etc)		\$9,000	\$11,800
McArthur Library Association Funding		\$171,155	\$203,853
Investment Fee Adjustment		\$20,000	\$23,562
Lena McArthur Trust		\$209,000	\$209,000
Jane E. Owen Trust		\$268,000	\$268,000
Interlibrary Loan Replacements		\$1,100	\$1,200
Fundraising Campaign and Donations		\$20,000	\$20,000
City of Biddeford		\$552,849	\$615,000
Total		\$1,251,104	\$1,352,415
*COVID-Related Supplies are now incorporated into traditional line items; all capital-related COVID projects are completed.			

Library and Municipality Comparison Data (Updated January 2022)

Library's Town or City (all are private non-profits unless otherwise noted)	FY22 municipal/town Contribution	FY22 Total Library Operating Budget	% of Library Budget Funded by Municipality	Per capita municipal contribution to Library (based on population served/Census 2020)
Kennebunk	\$625,461 (includes \$14K contribution from Arundel)	\$847,476	72%	\$39.83 (including Arundel contribution and population)
Auburn	\$1,052,163	\$1,294,230	83%	\$43.73
Scarborough	\$1,164,166	\$1,302,083	89%	\$57.79
FY20 \$ figures (Budgets changed during COVID - hence FY20 is the most relevant)				
Falmouth	\$643,607	\$762,122	84%	\$51.72
(Curtis Library)				
Brunswick	\$1,591,464	\$1,991,366 (total Ops budget incl. separate endowments and fundraising for collections, programming, technology and staff devt)	88% (between the two towns)	\$65.19 (across both towns)
Harpwell	\$154,907			
Waterville (quasi-municipal)	\$769,394	\$840,769	92%	\$46.40
Sanford (2 libraries)	\$397,175 (Goodall)	\$569,170 (Goodall)	70% (total across both libraries)	\$25.71
Goodall is quasi-municipal (City owns bldg)	\$168,000 (Springvale)	\$237,745 (Springvale)		
Saco (figures include Saco Museum)	\$705,440	\$874,694	81%	\$36.18
York	\$715,210	\$996,825	72%	\$52.20
Average**	\$887,443	\$1,079,609	82%	\$46.53
Biddeford				
FY23 Proposed	\$615,000	\$1,419,686	43.3%	\$27.27*
FY22 Actual	\$552,849	\$1,303,780	42.4%	\$24.51*

*Biddeford Census 2020 Population is 22,552

**across 9 libraries (not an average of the 11 municipalities)



Biddeford Historical Society

PO Box 200
Biddeford, Maine 04005
207-502-0279
biddefordhistoricalsociety.org

January 18, 2022

Ms. Nichole Wood
Finance Director, City of Biddeford
205 Main Street
Biddeford, ME 04005

Dear Ms. Wood and Members of the City Council,

I am writing on behalf of the Board of Directors of the Biddeford Historical Society to respectfully request a budget allotment from the Municipal Services budget in the amount of \$10,000, in continued support of the Society and its works for Biddeford history and the public.

The Biddeford Historical Society was formed in 1968 at the request of the Biddeford City Council to safeguard precious seventeenth century and later documents, which are the earliest legal records in our City's history. We are a state certified secondary repository for City records. The Society took ownership of the oldest public building in the City, the 1759 First Parish Meetinghouse on Meetinghouse Road, in 1970 and has been maintaining it as a piece of living history ever since. We host educational programs, and maintain archives to promote and engage the public in the rich history of this area. We are a member of the Biddeford Cultural Coalition, and offer the Meetinghouse as a shared venue for educational and cultural events.

We find it necessary to seek funds from the City. Assistance from Municipal Services enables us to keep vital archival services and our historical site accessible to the public. Membership dues and donations barely cover the normal operating expenses, such as insurance, grounds care, and routine repairs and maintenance. We decided to not replace our part-time Executive Director since those payroll costs put us in an unsustainable deficit. We are in the process of digitizing our collections so that they can be viewed online, and this results in annual software and hosting costs.

Our dedicated and all-volunteer Board of Directors thanks the City for its consideration of this continued support of the Society's mission and work to preserve, interpret, and present Biddeford History to the public.

Sincerely,

Daniel Lamontagne
Treasurer
Biddeford Historical Society

January 26, 2022

To: Nicole Wood, Finance Director City of Biddeford
From: Mark J. Nahorney, President
City Theater Associates Board of Directors

Subject: Request for Annual Allocation F/Y 2022 - 23

Dear Ms. Wood:

Last year the City Council approved \$30,000.00 to continue with the capital repairs, additions and improvements to the theater. We thank you for your continued support of City Theater.

City Theater Associates Inc. is requesting \$30,000.00 for the continuation of the facility upkeep, health and safety repairs, restoration/renovation projects, and updating of facility systems. The requested funds will be used to continue with the leasehold improvements and upgrades to the theater.

Priority is based on the following criteria:

- o Emergency, health & safety concerns
- o Age and condition of project items
- o Patron service and comfort
- o Enhancing the artistic level of events
- o Cost savings
- o Supporting long term use of the facility
- o Contractor availability
- o Scheduling
- o Matching donor or grant money

Biddeford City Theater is in its 126th year of existence. This year we have “reopened” the Theater to patrons after producing our own virtual shows, as well as hosting a few filmmakers and bands during the pandemic. The pandemic has and still provides us with many challenges. We were able to cover operational expenses through donations of our many patrons and sponsors, The Maine Community Fund and the state and federal government. Because of these funds we were able to keep our contract staff and one part-time staff member employed.

The previous year of full operation, 2019, the Theater set new seasonal (over 14,000 patrons) attendance records and number of events at 67. We once again received special notice and awards from the publication *Broadway World*. *Broadway World* selected City Theater as one of the top 5 theaters in the state along with 4 professional ones.

The Theater has been an integral part of the revitalization of Downtown Biddeford. City Theater Associates (CTA) Board of Directors, a volunteer driven, not-for-profit organization, and over 400 volunteers have provided the time and energy to move the Theater forward, while keeping the Theater in excellent financial health. Volunteers contribute over 9000 hours at a value of over \$160,000.

Capital improvements are not something the CTA can afford to undertake alone, necessitating our annual funding request to the City of Biddeford. Without this annual City funding, we will have capital improvement issues that will not be properly addressed and will likely become an emergency issue that will require more costly solutions in the future. Building problems do not go away, they just get more expensive the longer one waits to take care of them.

This past year:

-Painting of the Theater interior and bathrooms

-Painting and small renovation of the concession area to address access and appearance

-The purchase of LED stage lighting addressing energy efficiency, weight on the 126 year old fly-system and the safety of lighting technicians

Expenditures over the recent past:

- Purchase of an energy efficient stage lighting control board
- Additional air handling systems purchased related to the pandemic
- Complete replacement and upgrade of the heating & air conditioning systems
- Refinishing the entrance staircase and lobby hardwood floors
- Replacing and maintaining carpeting
- Backstage electrical system upgrade
- Fire retardant drapery
- Partial marquee lighting upgrade
- Concession area refrigerators
- Energy efficient house lighting upgrades
- Attic costume storage area reorganized
- Theater exterior side entrance door replacement
- Main Street entrance exterior refinishing

Short-Term Projects:

Theater seating repair and refurbish

The replacement of some, refurbishing of others and the adjustment of most

Estimated cost.....\$3500.00

Marquee refurbishing

Removal for major updating of electrical, lighting, repainting and reletering.

Estimated cost.....\$7500.00

Provide heat the Concessions area

Heat and window (air leakage is severe) need to be addressed. Estimated cost.....\$5,000.00

Replacement of exterior stage door at the side of the building

Several attempts have been made to repair these doors, but they continue to have issues and are reaching the end of their lifespan. The door height may be increased if it is possible. The door serves as the delivery point for the Theater.

Estimated cost.....\$7500.00

Refinishing the theater hardwood floors

The regular, increased use of the Theater has worn the hardwood floors. A thorough refinishing should bring back the floors to their original condition. Estimated at.....\$10,000.00

Continue to upgrade the theatrical lighting system components

This is a recurring expense as we take aged lighting and dimmers out of use for lighter more energy efficient equipment.

Estimated cost\$15,000.00

Aisle railings in the balcony and a railing in the center of the staircase that leads from the main floor

To improve the safety of patrons. Estimated at.....\$7500.00

Long term Projects:

Upgrades and repairs to backstage dressing room and bathroom areas

Painting and patching holes in the hallways

General maintenance, upgrades in fixtures, windows, and repairs are needed on an ongoing basis due to the high use of these areas. Estimated costs.....\$10,000.00

Continued upgrade of electrical service backstage

Over the past several years upgrades to electrical service backstage has been started. The major electrical panel stage right was replaced and new switches installed. Work needs to expand into other off stage areas, specifically the dressing rooms.

Estimated costs.....\$10,000.00

Addition of a split system air conditioner in stairwell

The stairwell in the lobby is not air conditioned. In the summer this area becomes very humid. The high levels of humidity are ruining the plaster and causing it to fail. A very noticeable musty smell is also apparent in the entryway during the summer months. The solution to these issues is the installation of a split system air conditioner. This would benefit both the second floor landing and stairwell of City Hall and the City Theater lobby stairwell.

Cost & installation of system.....\$15,000.00

Repair to plaster in stairwell due to excessive humidity

Excessive humidity during the summer months has caused the plaster to crack and chip in several areas of the stairwell. Once air-conditioning is installed, repairs to these highly visible areas are needed.

Cost of plaster repair and painting by Tony Castro.....\$7,500.00

Updates and repairs to public restrooms

Handicap accessibility, updating equipment and better privacy need to be taken into consideration. There is no ventilation in either room and plumbing systems are old.

Estimated costs.....\$100,000.00

Set build shop, storage area, dressing rooms and loading dock

An addition of a shop and storage area would allow the stage/theater to be open to more use. Currently without such a space, we build on the stage three to four weeks before a production; thus preventing use of the theater for other events. Provide a loading dock for stage level deliveries. New dressing rooms would replace the 126 year old ones. Discussions have been held with city officials about such a space.

Estimate of costs.....\$2,500,000.00

Additional lobby and concession space

The current lobby space is no longer adequate to serve the large number of people who are attending the Theater's productions. Discussions have been held with city officials regarding the possible permanent use of City Hall space. Included in this space would be concessions, bathrooms and also used as rehearsal space.

Estimate of costs.....\$1,500,000.00

Continued upgrades to "fly system" with the goal of installing a counterweight system

As stated in previous reports, the current "fly system" above the stage is the original 100+ year old system. In the very near future the entire system will need to be replaced. We are currently taking steps that are "band aids" (new rope and pipes). While still safe to use, these are temporary measures until we

can replace the current system.

Estimated cost for new system.....\$1,500,000.00

Accessibility Issues presented in the City's Report of 8/1/21

Estimated cost.....?



February 28, 2022

Nichole Wood
City of Biddeford, Finance Director
205 Main Street
Biddeford, 04005

BSOOB Transit Municipal Funding Request Revision – Fiscal Year 2023

Ms. Wood,

The Biddeford-Saco-Old Orchard Beach Transit Committee hereby requests \$250,000 from each of the parent municipalities for FY23, beginning July 1, 2022. The initial request at the January Biddeford deadline was for \$220,000. The increase from January to the end of February is necessary given the incredible volatility in utility markets, specifically the spike in diesel fuel and electricity rates, as well as inflation across multiple sectors. The initial increase was predominantly addressing inflation and an investment in the workforce.

BSOOB Transit maintains a FY22 diesel fuel budget of \$210,000, which was a projection for a 100,000-gallon diesel contract priced at \$2.10 per gallon. The actual costs for diesel during the current fiscal year have been well below the projection, \$1.39 per gallon. However, this rate will expire in late March. As such, BSOOB Transit will need to procure a new contract heading into the 4th quarter of FY22. The agency will have bids finalized on March 10th, and will be able to speak to the new rates afterwards. Current projections for a contracted price hover around \$3.00 per gallon.

A unionization effort was initiated by the workforce in July 2021, and a ratified collective bargaining agreement was completed in January 2022. The impacts of this effort included a 22% wage increase for BSOOB Bus Operators, with a 4% programmed increase for each of the next two fiscal years. The new top rate for operators will be \$23.92 starting on July 1, 2022. This is a competitive rate in the region and should help BSOOB Transit to retain and recruit employees.

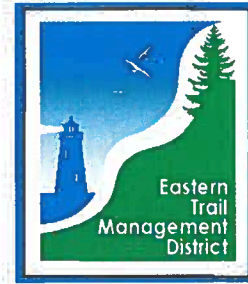
As a direct recipient of Federal Transportation Administration grants, BSOOB Transit relies on municipal match for grant funding. These grant programs require a local match between 20% - 50%, dependent on the use (ex. capital vs. operating). There are many current opportunities for discretionary capital grants, but the resources to support operating costs are not as readily obtainable. This is where the municipal contribution is vital. Throughout the pandemic, BSOOB Transit has used the municipal contributions in addition to CARES and CRSSA funding to maintain operations. Unfortunately, these legislative-dependent resources are unlikely to persist beyond 2023.

In 2021, BSOOB Transit used grant awards to purchase two commuter coaches and eight trolleys. In spring of 2022, we will receive two of the first all-electric buses in Maine. These new vehicle purchases were overdue, as our fleet was operating vehicles well beyond their useful life. Now with a refreshed fleet, we are excited at the opportunity to provide cleaner, more efficient, and more reliable service to our communities.

The transformation of Biddeford into a model city of walkability, transit oriented development, and pedestrian friendly spaces necessitates transit funding. I am happy to present this information to City Council, staff, and other parties involved in the budget process.

Regards,

Chad Heid, Executive Director
BSOOB Transit



November 15, 2021

Alison J. Garrison
Finance Director
City of Biddeford
205 Main Street, PO Box 586
Biddeford, Maine 04005

Please consider this the official annual request to appropriate **\$6,000 for fiscal year 2023** to assist the Eastern Trail Management District (ETMD) in continuing to build and maintain the Eastern Trail. This year, after keeping dues flat since 2006, the District is requesting \$6,000 from municipalities who previously paid \$5,000. This increase in dues is to cover expected increases in expenses such as office rent, utilities and supplies as well as some dedicated funding for capital improvements to the trail such as fencing and kiosk maintenance.

Now, more than ever, people are searching for a semblance of order, solace, and connection outdoors. As a wide multi-use path that is safe for walking, running, biking, skiing, and snowshoeing, while maintaining physical distancing, greenways like the Eastern Trail are essential to helping us maintain mental and physical health now and into the future. We are currently partnered with Southern Maine Planning and Development Commission working on an updated economic impact study that will provide the current jobs and revenue as well as projections of the economic impact of building new trail in southern Maine. This study will be completed in early 2022.

We currently have three significant efforts underway to construct new off-road trail in southern Maine. First, we are anticipating the **Gap in Scarborough** (1.6 miles of new trail) connecting Scarborough and South Portland will go out to bid before the end of the year. Second, we are working on two feasibility studies for new off-road trail. The first is looking at new off-road trail along the 3-mile section of trail through the **cities of Biddeford and Saco**, and the second study is focused on new trail between Kennebunk, Wells and North Berwick. Finally, we are expecting a **\$700,000 in federal funding** to undertake full engineering design for the 11-mile section of new trail between Kennebunk and North Berwick.

Thank you in advance for continuing your support of the Eastern Trail in FY 2022. Financial support from the City of Biddeford is critical for the Eastern Trail in our effort to provide a quality recreational amenity to each of the communities it passes through. Please let me know if you have any questions or if any additional information would be helpful.

Sincerely,

A handwritten signature in black ink that reads "Jon Kachmar".

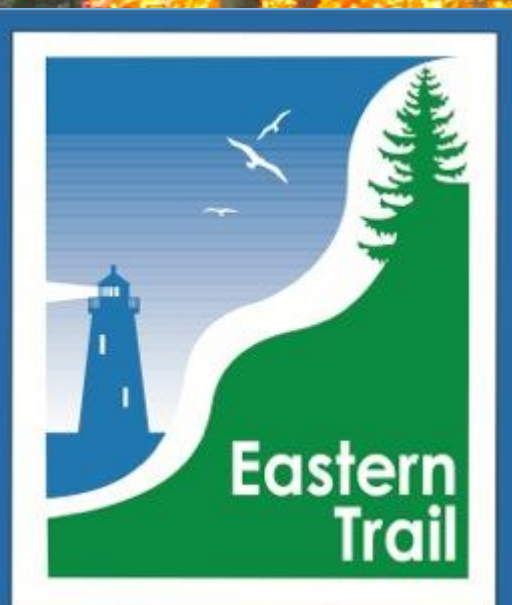
Jon Kachmar
Executive Director
Eastern Trail Alliance/Eastern Trail Management District

PO Box 250, Saco, ME 04072
207-248-9260, patti@easterntrail.org

The Eastern Trail

Project Overview—Biddeford Budget Review

Connecting People, Nature and communities



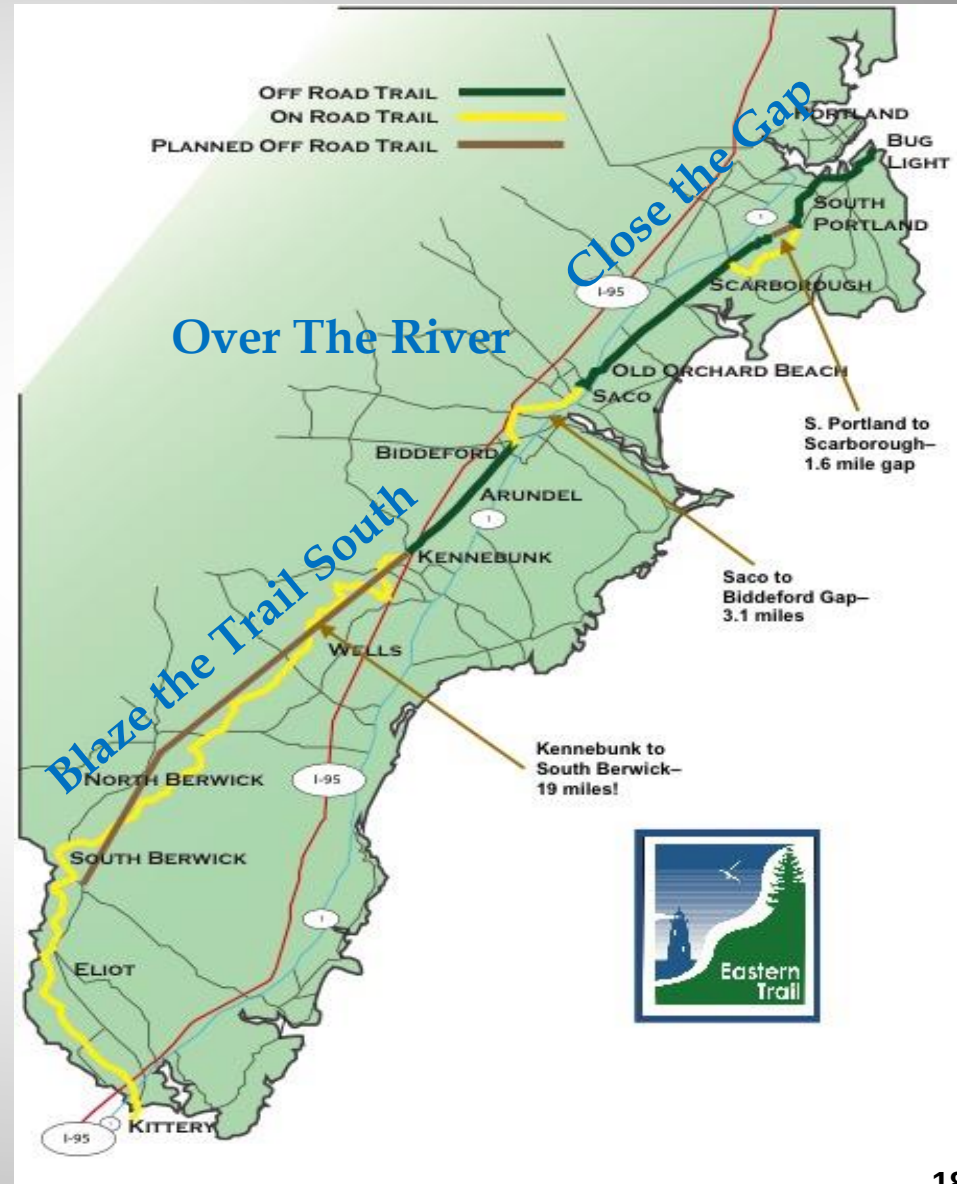
2021 EASTERN TRAIL PROGRESS

CLOSE THE GAP—going out to construction bid early 2022; 1.6 miles new trail costing \$6.3M

OVER THE RIVER—feasibility underway for improved, off-road trail—3.1 miles new trail feasibility completed Spring 2022

BLAZE THE TRAIL SOUTH—feasibility underway for 11-mile expansion; \$700k in federal funds expected in 2022 for engineering design

OPERATIONS AND MAINTENANCE—Biddeford parking repaved, Scarborough parking planned for 2022. Fencing repair, regrading rutted areas and replaced signage; trail user counts conducted in 2021



OVER THE RIVER

Connecting Saco and Biddeford—3 miles of off-road trail

Improving Trail Through the Cities

- Feasibility completed March 2022 – goal to get trail off-road through cities
- Application to US Economic Development Administration for \$3.5M for design and construction (\$700k match needed). Seeking funds for 2023 Congressionally Direct Spending request \$1M
- Connecting the cities for safer trail access for all residents as well as associated economic development benefits



BLAZE THE TRAIL SOUTH

New Trail between Kennebunk and North Berwick—11 miles of off-road trail

Building Trail South of Kennebunk

- \$700k Federal funds expected for 2022 for engineering design (\$140k match needed); \$7M total cost
- Connecting Kennebunk, Wells and North Berwick to multi-use trail for recreation, work commuting, and economic development – Feasibility completed March 2022
- Developing plans to continue south through South Berwick, Elliot and Kittery



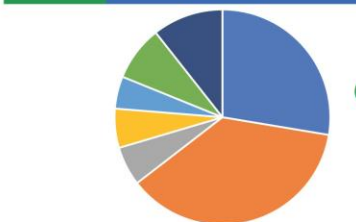


Economic Impact

Eastern Trail in Southern Maine

242,955 Annual Trail Users

Visitors come to the Eastern Trail from all over the US and spend on average \$118 per day



Section of Trail Use

Pedestrian v. Bicycle



Each icon represents nearly 15,000 users

■ South Portland ■ Scarborough ■ OOB
■ Saco ■ Biddeford ■ Arundel
■ Kennebunk ■ Kenn-Kittery (on-road)

\$44.6 Million

Total Annual Economic Activity Supported by Trail Use

\$1 Million Tax Revenue

Maine receives over \$1 million in tax revenues annually as a result of trail users.

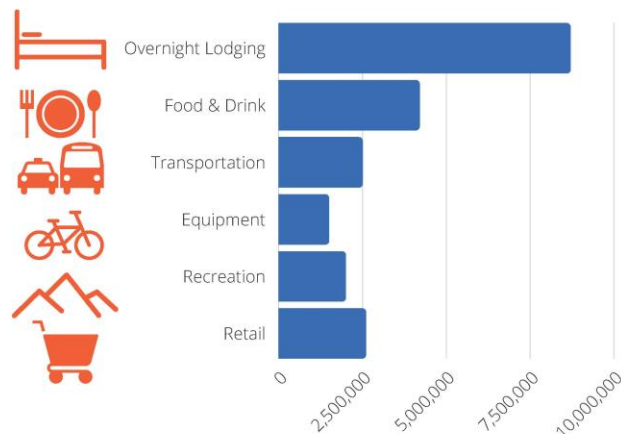


364 Jobs Supported



12.5 million in Earnings

\$32.1 million in Sales



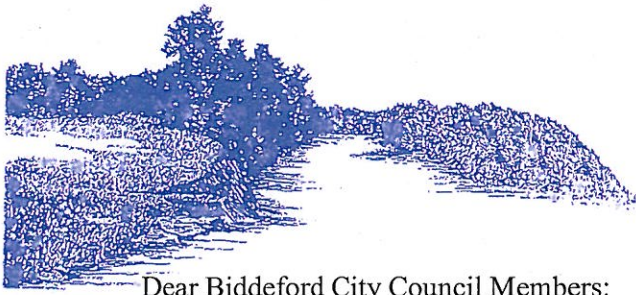
Annually, over

\$21.4 million
in new sales

occur in Maine as a result of trail visitors spending on travel expenses such as food, lodging and equipment

EASTERN TRAIL EVENTS--2022

- Maine Lighthouse Ride (S. Port. to Kennpt)
- John Andrews 5K Run/Walk
- MEND 10K Run/Walk
- Bonfire and Brew



Saco River Corridor Commission

"Communities Working Together To Protect Our Rivers"

January 31, 2022

Dear Biddeford City Council Members:

The Saco River Corridor Commission (SRCC) continues into 2021 with the important work of protecting the Saco River watershed. The SRCC just completed the 20th consecutive season of our Water Quality Monitoring (WQM) Program and is expanding the program to include new sites in the lower segment of the Saco River, directly upstream of Biddeford and Saco. New prospective sites for the 2022 season include Pleasant Point Park and sites in Buxton and Hollis at critical reservoir areas. The SRCC will implement a 50% increase in testing frequency at all 41 sites in the program.

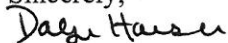
The data and analysis provided through the WQM program act as an early warning system for the public water supply in Biddeford. Gathering additional data from increased sample analysis will enable the SRCC to develop a more defined vision of the water quality in each river segment. One of the primary reasons we monitor the waters upstream is to ensure that the City's drinking water is protected. Last year the WQM program identified several sites with declining water quality, including increases in pH, orthophosphate, and bacteria levels. Some of these sites are in Biddeford and are mentioned in the enclosed annual data analysis report. The Commission will continue to monitor these areas for any further decline.

We are happy to report an improvement in nitrogen levels at the Rotary Park Public Boat Launch. However, it was also the worst year for *E. coli* levels at Rotary Park, with ten sampling events out of 17 showing *E. coli* values over 100 CFU. Bacteria levels are also of concern at other sites in the area. Fortunately, the SRCC is expanding *E. coli* and *enterococci* bacteria testing. The SRCC will purchase advanced equipment from IDEXX for "in-house" analysis of bacteria samples. Results are obtained in 24 hours, allowing faster rapid response testing by the SRCC in the event of high bacteria levels.

FB Environmental completed an analysis of all 20 years of the SRCC's data collected from over 52 sample sites throughout the Saco River basin. The report identified significant improving and degrading trends in water quality at several sites and is available on our website ([click here](#)). Thanks to grant support from several organizations, the SRCC is incorporating significant water quality trends identified into the SRCC ArcGIS Map system. Symbology will indicate degrading or improving trends at site locations and include an interactive "StoryMap" that provides detailed information about the site.

The Commission's work to protect natural resources within the corridor makes a tremendous difference in the water quality of the Saco River and the quality of life in Southern Maine. The Land-Use Regulatory Program is another critical aspect of the Commission's work and provides an essential service to the City. In 2021, the Commission approved 124 applications, with 29 projects in Biddeford.

The Commission respectfully submits its FY2022 budget request of \$10,000 to the City of Biddeford. It is important that our drinking water supplies are not left unguarded because diminished water quality represents a diminished quality of life. The City of Biddeford's help and support in this community-based venture is appreciated. The Commission will continue to work on behalf of the protection of public health, but we do need the City's participation to succeed. We thank you for your steadfast support in our programs over the years. It is due to this support that our programs have been so successful.

Sincerely,

Dalyn Houser
Executive Director



Serving the Municipalities of Southwestern Maine For Over 50 years

December 30, 2021

James Bennett
City Manager
City of Biddeford
205 Main Street
Biddeford, ME 04005

Dear Jim;

The Southern Maine Planning and Development Commission (SMPDC) would like to thank you for your dues payment last year. Your dues payments are the means for SMPDC to provide quality services to your community at an affordable cost, match our state and federal contracts, provide access to federal and state grant programs and work on issues of regional concern. They are the foundation for the technical assistance that we are able to provide to all the cities and municipalities in the region.

The attached page highlights the benefits that all communities are eligible to receive through the payments of dues. To see some of the work we have undertaken in your community, please click on your town on the map on our website at www.smpdc.org. Your town may also participate in our cooperative purchasing program. In many cases, the savings in cooperative purchasing savings alone exceed the amount of dues requested.

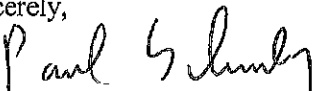
The value of these services are also greatly increased when one considers the state and federal dollars we have brought into the region through the writing of grants and assisting other non-profits and towns. For instance in the last year alone, SMPDC assisted in distributing 40 million dollars in state grants funds to businesses throughout the region; received a \$150k grant to study sea level rise in the region, received a \$220,000 grant to develop strategies to mitigate traffic impacts of the Naval Shipyard; and provided support to many communities on the impacts of climate change on their infrastructure. Our work on Brownfields redevelopment and through our new 1.4 million dollar EDA Revolving Loan program throughout the region has leveraged over 100 million dollars in private investment, created over 500 jobs and 350 units of new and affordable housing. It is important to note that while some of these projects may take place in a certain community or communities, they benefit our entire region and far surpass the amount of money we request in dues. Furthermore, with our federal Economic Development District status, we can provide additional funds and project money to support economic development activities in the region.

SMPDC is requesting a modest 3% increase in dues this year to account for rising costs with running the organization (such as health insurance, cost of living, rent, etc.). This is the first increase in 2 years. Based on population and number of communities, our dues structure is still far less than other similar regional planning agencies across the state. These dues are for the upcoming fiscal year beginning on July 1, 2022.

Your dues amount for 2022-2023 will be \$ 9,472.00. This amount is based on a method that accounts for both valuation and population of the community. Please feel free to give me a call (571-7065) to discuss these services and how your dues money is used.

We are grateful for your continued support.

Sincerely,


Paul Schumacher, Executive Director

Benefits to All Communities

- Run a cooperative purchasing program for the region. SMPDC towns saved an estimated \$545,000 through participation in the Copy Paper and Road Salt bids alone in 2020/2021.
- Provide the needed match requirements for the former State Planning Office, federal Economic Development Administration (EDA) and DOT programs. In effect, for every dollar of dues we can leverage an additional two dollars.
- Provide free workshops, newsletters, technical memorandum, census updates, legislative updates and other educational resources to all communities, as well as immediate technical assistance on municipal land use, transportation and economic development issues. We also have the ability to provide traffic counts upon request and road service management programming.
- Community Development Block Grant, EDA and other grant writing services to your community.
- Provided 2 million dollars in low cost loans to area businesses. Provide 300,000 dollars to low and moderate income business owners.
- The dues allow us to keep our overhead rate low, and thus our hourly billing rate at a reasonable level for any larger projects we work on for your municipality.
- The ability to work on county wide initiatives that may not be funded, such as assisting the County EMA, developing regional climate change initiatives, developing new county transportation options, and developing grant proposals of a county wide nature.
- Operate a Revolving Loan Fund Program which has provided over 3.5 million dollars in environmental clean-up activities ultimately resulting in new housing, business development and stronger downtowns.
- Provide a quarterly newsletter.
- Provide demographic information for all communities.



January 25, 2022

Nichole Wood
Finance Director
City of Biddeford
P.O. Box 586
Biddeford, Maine 04005

Re: City of Biddeford – Municipal Service Funding – FY 2023

Dear Nichole;

Southern Maine Finance Agency (SMFA), formerly known as the Biddeford-Saco Area Economic Development Corporation (BSAEDC) is in the process of preparing a draft budget for review by the Board of Directors. Based on the activity and long range plans of the Finance Agency, the City of Biddeford's continued support of SMFA is critical.

Accordingly, I respectfully submit this agency's budget request for flat funding of \$10,361.00 for fiscal year 2023. SMFA's budget requests have always been based upon this agency's need for financial support. While we have increased SMFA's programs and service area, we continue to endeavor to grow in a financially responsible and self-sufficient manner that benefits the businesses and communities we serve.

SMFA greatly appreciates Biddeford's continued support of this agency and it's mission to promote sustainable economic prosperity through regional business lending, targeting underserved markets. We strive to be the preferred leader in gap financing and collaborative solutions for the entrepreneurial economy in southern Maine.

To that end, we have continued to work with the City and Matt Eddy on programs and services during the pandemic to address the ongoing needs of the City's business community. Additionally, we have added new programs to our financing capacity without increasing our need for financial support.

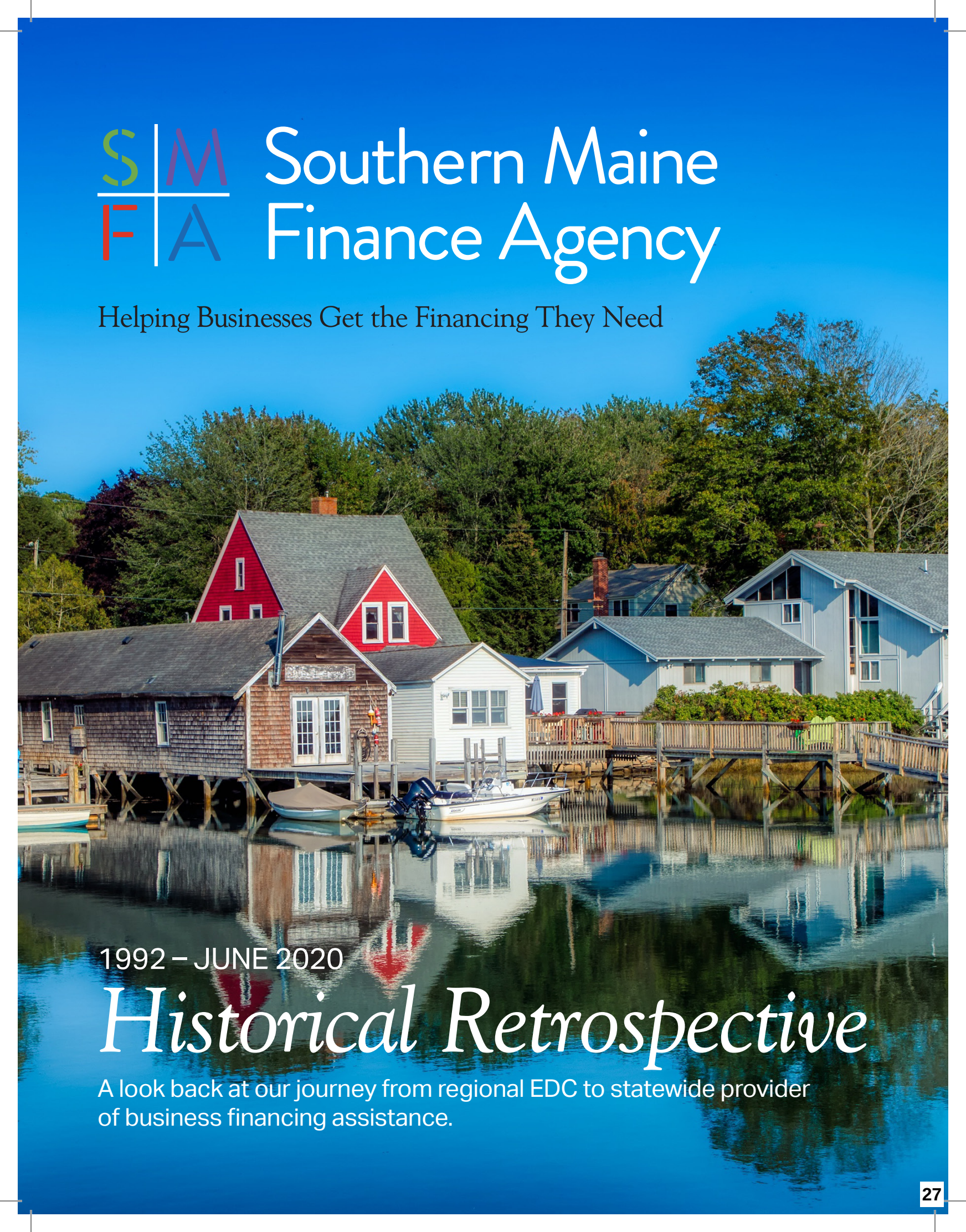
In closing, we greatly appreciate the City of Biddeford's continued support and we look forward to strengthening our partnership and economic development efforts. If you have any questions regarding SMFA's budget request, please do not hesitate to contact me at the number listed below. Thank you for your consideration and assistance with this matter.

Sincerely,

A blue ink signature of William O. Armitage II, written in a cursive style.

William O Armitage II
President

<https://bsaedc.sharepoint.com/Shared Documents/Budget/FY 2023/Budget Request - FY2023 Bidd.docx>

The logo for the Southern Maine Finance Agency is positioned in the upper left. It features the letters 'S' (green), 'M' (purple), 'F' (orange), and 'A' (blue) arranged in a 2x2 grid separated by thin white lines. To the right of the logo, the words 'Southern Maine' and 'Finance Agency' are written in a large, white, sans-serif font. The background of the entire page is a photograph of a coastal scene with several houses on stilts over water, including a prominent red house and a blue house, with their reflections visible in the calm water. A dense forest of green trees is in the background under a clear blue sky.

Southern Maine Finance Agency

Helping Businesses Get the Financing They Need

1992 – JUNE 2020

Historical Retrospective

A look back at our journey from regional EDC to statewide provider of business financing assistance.

SMFA – *Historical Retrospective*

The Southern Maine Finance Agency (SMFA) promotes sustainable economic prosperity through regional business lending. We work collaboratively with communities, financial institutions and local, regional, state and federal organizations to facilitate policies, projects and programs that help Maine businesses grow.

SMFA helps businesses, large and small, by providing gap financing for projects that require cash, fixed asset financing, start-up/working capital, and real estate acquisitions and development. In the next year we will be approved as an SBA 504 lender, which will further enhance our loan options for borrowers. Many businesses could not pursue the start-up, expansion and growth they desire without the assistance of SMFA programs and loans.

"We offer patient, flexible financing that a traditional bank loan would not be able to offer a business."

– Will Armitage, President, SMFA

Southern Maine Finance Agency
20 Pomerleau Street, Suite 300
Biddeford, ME 04005
(207)282-1748 • www.smfamaine.org

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William Armitage
President

Letter from the CEO

Dear SMFA Supporter:

This Historical Report takes a look at the evolution of the Southern Maine Finance Agency (SMFA) from our inception as the Biddeford Saco Area Economic Development Corporation (BSAEDC) in 1992 up to the close of our 2020 fiscal year. This has been a wonderful walk down memory lane for me as I celebrate nearly 25 years of leadership of this organization, and I'm excited to share this history with you.

First and foremost, it is amazing to see the impact SMFA has had on so many businesses, and the positive effect we have had on the communities we serve throughout York county. I am honored to have gotten to know so many businesses, many of whom are hidden gems in our communities that the average citizen doesn't realize exists in the industrial parks and outlying areas of their community.

To go out to dinner and see a microbrew on tap, to go to a store and see a product on the shelf, or to drive past a business that we've helped is a rewarding feeling. There is always something new to discover about the businesses in our communities, and that keeps me energized and committed to our mission.

SMFA has helped over 360 businesses in more than 20 communities throughout York county over our 28 years of operating, lending more than \$22 million dollars. Whether it's a business coming out of a bankruptcy, a business working to modernize, businesses transitioning ownership, or a startup company, we have been there to fill the financing gap. If every loan were fully bankable, we wouldn't need to be here, but we are needed. Our history demonstrates that and we've fulfilled that role!

When I look back on my years with SMFA, the word "gratifying" comes to mind. We would not be where we are today without our many supporters, volunteers, affiliates and community partners. Your support has contributed to our success and had a real influence on the region's economic growth. THANK YOU.

Sincerely,

William Armitage
President

Letter from the Board Chair

Dear Reader:

It's hard to believe that we are approaching 30 years as an organization! Since I've been around from the very beginning, this report has been a cathartic process and one that has reminded me of just how far we have come as an organization.

It all began, as they say, with an opportunity and determination by some key people. In 1992, Bob Dodge, the Economic Development Director for the City of Biddeford, saw an RFP for a regional economic development business loan program. It caught his eye and he sent it along to me, the Director of the Department of Labor for York county, to see if it sparked my interest as well. The grant would provide some much needed business loan capital for our area businesses, so we were in.

It had to be a regional program, not represented by any single municipality, so my involvement was to help facilitate that process. The application required seed money from regional partners for administration and infrastructure purposes. We were able to bring together four area partners to contribute – the area Chamber of Commerce, the City of Biddeford, the City of Saco, and the York County Department of Labor to put together our initial \$25,000 in seed capital.

To our amazement, we were approved and funded! We started with about six months of operating money, and secured some in-kind support for our office and utilities. Knowing he would have to find more funding to maintain the organization, Tom Ellsworth took on the job as our first Executive Director, and the Biddeford Saco Area Economic Development Corporation (BSAEDC) was launched.

After a few years, Tom moved on to another EDC, and we were able to lure Will Armitage to the role of Executive Director. We believed at the time Will was the best fit for our current and long range outlook for the organization, and boy are we happy we made that decision! Will continues to lead the organization all these years later, and has been instrumental in the growth and evolution of SMFA.

We know that SMFA remains a fairly unknown lending provider in Maine. We really don't blow our own horn, but rather work quietly in the background helping businesses with their funding needs that the banks can't offer them. Many generations of economic development folks have come and gone, but this program has survived and grown tremendously. Our impact on southern Maine businesses, and now the whole state, is something I consider an extremely successful venture. I'm so proud of that growth, and the excellent staff for these accomplishments.

It's been a pleasure to serve on the Board of Directors through the years, and as the Board Chair, and I look forward to our future growth as an organization.

Sincerely,

Dick Hodgdon



Dick Hodgdon



SMFA Board of Directors

(L-R) Lorraine Boston, Betty Olson, Jan Williams, Andy Kany, Dick Hodgdon, Richard Olsen, Mathew Eddy, Paul Schumacher, Jim Nimon, Denise Clavette

Executive Committee

Dick Hodgdon, Board President
Retired Manager, Maine Department of Labor Saco

Lorraine Boston, Board Vice President
Retired bank officer, Sanford, "York County Elected Director"

Keith Jacques, Esq., Board Secretary
Partner, Woodman, Edmands, Danylik, Austin, Smith & Jacques, P.A., Biddeford, "Biddeford Elected Director"

Jan Williams, Board Treasurer
Retired Accountant, Hiram & Portland

Board Members

Marshall Archer, Councilor, Ward 1, City of Saco

Alan Casavant, Mayor, City of Biddeford

Denise Clavette, Planning & Development Director, City of Saco

Mathew Eddy, Director of Economic Development, City of Biddeford

Brian Haley, President and CEO of Haley's Metal Shop, Inc.

Andy Kany, Biddeford-Saco Chamber of Commerce & Industry Representative, Biddeford

Robert Nadeau, Retired bank officer, Scarborough

Jim Nimon, Executive Director of the Sanford Regional Economic Growth Council, SREGC Sanford, Maine

Richard Olsen, CFO, Southern Maine Health Care, Biddeford

Betty Olson, Commercial Loan Officer, Scarborough

Gary Samia, Board Member of the Sanford Regional Economic Growth Council, Sanford

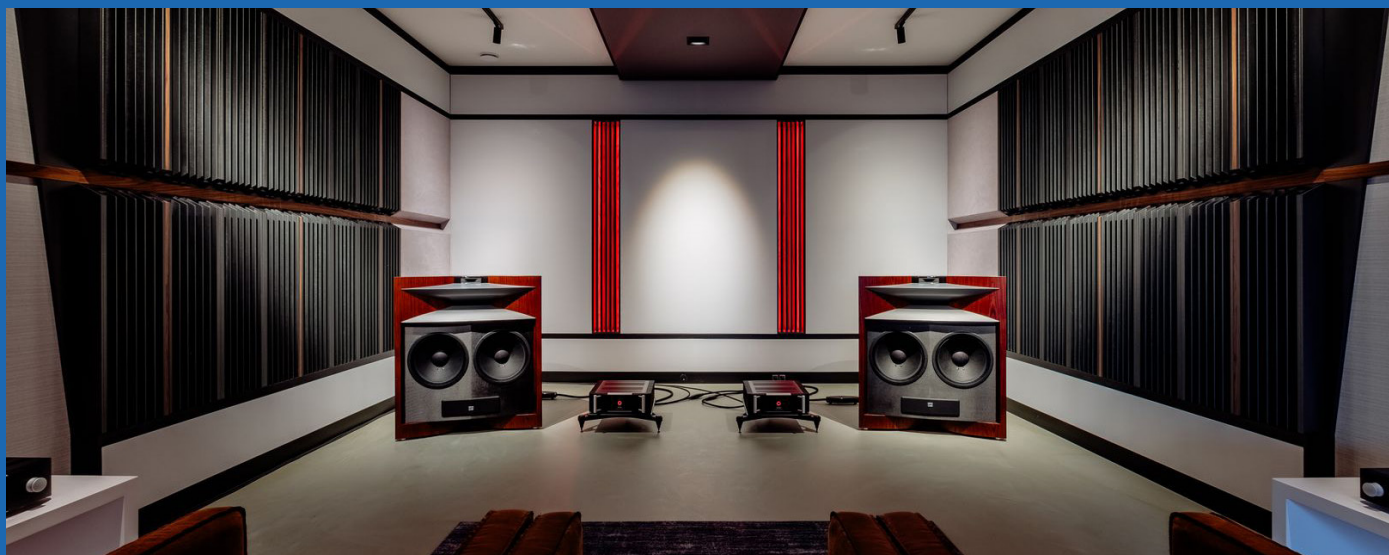
Paul Schumacher, Executive Director of Southern Maine Planning & Development Commission, Saco

Thank you to Our Past Board and Committee Member Volunteers

Marshal Archer	Kim Dennis	Ward Grossman	Alan Minthorn	Robert Quentin
Maryanna Arsenault	Dan D'Entremont	Brain Haley	James Molleau	Kevin Robert
Hans Asoera	Donna Dion	Thomas Haley	Peter Morelli	Michelle Robert
Glenn Baker	Robert Dodge	Richard Hodgdon	Andrea Moreshead	Kevin Roche
Chuck Bates	William Doyle	Lynn Howe	Ronald Morton	Gary Samia
Stephen Beaudette	Eric Doyon	Becky Jacobs	Tim Murphy	Paul Schumacher
Lorraine Boston	Aaron Drisko	Keith Jacques	Judy Nedeau	Ann Scott
Lottie Bragdon	Mathew Eddy	Anthony Jendrek	James Nimon	Wayne Sherman
John Bubier	Roland Eon	A. William Kany	Wallace Nutting	Art Stevens
Cathy Buffum	Renee Fahie	Andy Kany	Wendy O'Brien	Daniel Stevenson
Alan Casavant	Philip Fearon	Mike Knowles	David O'Connor	Peter Sylvestre
Jeff Chistenbury	Charles Galloway	Peg Lavaseur	Elaine Palmitessa	Robert Trumpler
Denise Clavette	Jeanette Garvilles	Marston Lovell	Lisa Parker	Joanne Twomey
Dan Colby	David Gould	William Mann	Jim Plamondon	Dan Watkins
Elain Collins	Eric Green	Ed McDonough	Charles Plourde	Mark Willett
Francine Cram	Conrad Grondin	Andy Michaud	Jennifer Powers	Jan Williams

Transparent Audio, Inc.

Transparent Audio, Inc.(TA) was established in 1981 in Saco as a marketing and distribution company for high-end Norwegian electronics. Today, TA manufactures and sells Transparent Cables and Well Tempered Turntables worldwide. TA is a high-end manufacturer of products whose fit and finish is recognized as the best in their industry. TA approached the City of Saco and SMFA to provide a financing package that would meet their financing needs for their expansion and relocation, which was completed in 1998.



"When we were ready to build, location was very important. It's beautiful here, with trees and space. Because we are an international business, we also need easy access to FedEx, the Turnpike, the airport and shipping facilities."

– Karen Sumner, President

A Look Back at Our History

Southern Maine Finance Agency opened its doors in 1992 as the Biddeford Saco Area Economic Development Corporation (BSAEDC), led by Board Chair, Dick Hodgdon, and Executive Director, Tom Ellsworth. The objective of the new organization was to coordinate the economic development activities of both cities in an effort to operate more efficiently and create a collaborative relationship for business growth between the cities of Biddeford and Saco.

Our first loan program was developed in 1993 with the City of Biddeford, in conjunction with the City of Saco. This was a micro-loan fund for local businesses with a focus on downtown development in both cities. The collaboration took off from there. After just a few years, the organization clarified its mission as a financing entity to help local businesses receive the financing they needed to grow. Becoming a financing entity was an ideal role for BSAEDC in this partnership with the cities of Biddeford and Saco. It allowed the cities to focus on attracting businesses to the area and developing infrastructure for growth, and BSAEDC could assist with financing businesses in an unbiased fashion.

In 1995, BSAEDC started looking at a broader service area, expanding beyond the cities of Biddeford and Saco, in an effort to access other revolving loan funding. As the organization grew, in 1995-1996 BSAEDC was able to add FAME funding and a Rural Development federal loan program.

In 1996, Will Armitage came on board as the Executive Director, and is now celebrating his 25th year leading the organization. The organization's emphasis and board dynamics remained the same throughout our early growth, with a continued focus on the cities of Biddeford and Saco and the surrounding areas. We are so grateful for our initial partners in the City of Biddeford, City of Saco, and the Biddeford-Saco Chamber of Commerce & Industry. They have invested a great deal over the years to the organization, and remain strong affiliates with SMFA today.

In 2000, BSAEDC acquired another large federal loan program, and status as a Community Development Financial Institution (CDFI). With the CDFI designation, we had the opportunity to serve a greater geographical area and fund regional businesses throughout all of York county. Because of this expansion of services, the composition of the Board of Directors evolved as well. Until this time, Board members were appointed by our affiliates, the cities of Biddeford and Saco and the Biddeford-Saco Chamber of Commerce. Under the new CDFI designation, municipalities could no longer exercise the level of control over the organization they had previously, and BSAEC went through its first Board of Directors restructuring.

With a desire to serve more businesses, BSAEDC worked to become a regional funding entity, and we began a collaboration with Southern Maine Planning & Development Commission (SMPDC) in 2007. As an organization, we had the infrastructure in place to grow, and this partnership was an opportunity for both organizations to access additional capital for more York county businesses by collaborating on funding, rather than competing for funding.

During the period of 2011-2014, BSAEDC went through more organizational changes. As the country, and Maine, were coming out of an economic downturn, we recognized our financing programs had grown to encompass more of York county, and we needed our Board to expand to truly represent the entire geographic area. We added the City of Sanford, the Sanford Regional Growth Council, Town of Kennebunk, the Kennebunk Development Corporation, and SMPDC to our partnerships and created designated Board seats for these affiliates.

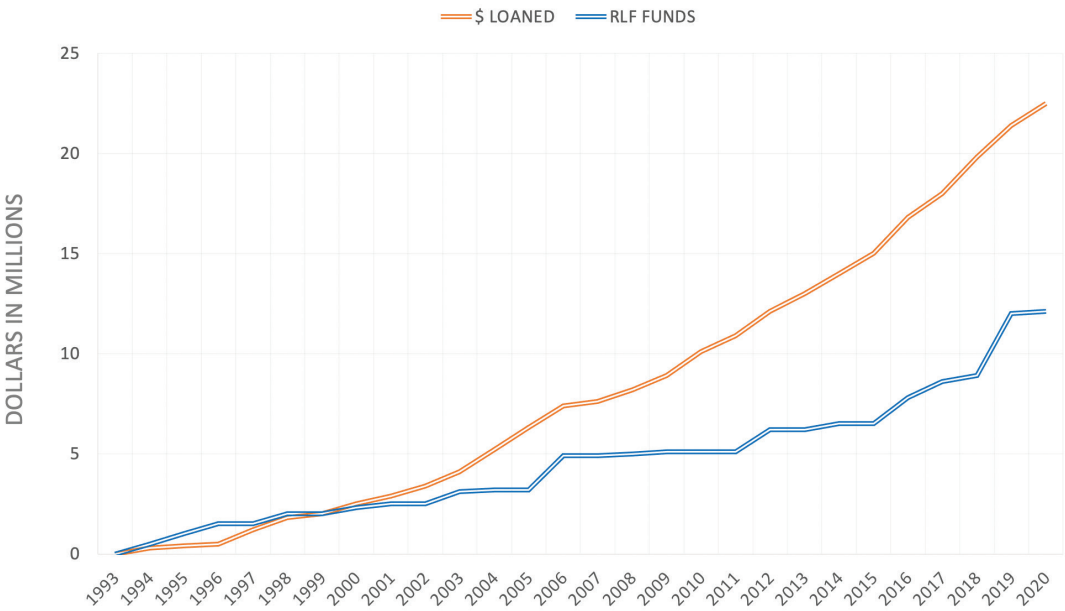
In 2017, we began the rebranding of the organization to Southern Maine Finance Agency (SMFA). Because we were truly serving all of York County at this point, it was important that our name reflect who we were really were and what we do. At first, BSAEDC remained our legal name, but in August of 2020 we legally changed our name to SMFA. This change also occurred as part of our application to become a Community Development Company (CDC) through the US Small Business Administration (SBA). This designation would allow us to expand our lending programs to include the SBA 504 Loan Program across the state of Maine. Offering SBA 504 Loans would allow us to lend long-term, fixed-rate financing to businesses so they can acquire major fixed assets such as real estate, machinery, and equipment for expansion or renovation. These loans are affordable, allowing a small business to obtain up to 90% financing on these assets, with as little as 10% coming from the business.

SMFA addresses a segment of the business community that doesn't always have access to traditional funding for capital needs. Because we don't have the same restrictions that banking institutions do, we can fill the financing gap that many businesses struggle with when attempting to get business loans.

We are not here to take the place of banks or compete with the loan products that banks offer businesses. In fact, most of our business comes from referrals from banks. Our goal is to fill the gap in financing that many businesses face when pursuing financing for start-up or expansion. We help banks and businesses complete transactions that they wouldn't otherwise be able to finance.



SMFA Historical Growth Chart



The chart above illustrates the revolving nature of our financing programs. While our funding sources have expanded through the years, another vital component of our available lending dollars has also grown considerably through the reinvestment of loan settlement. Because of the revolving nature of our programs, the amount of lending we have provided has outpaced the amount of money we have had to lend.

Precision Transmission & Auto Care

Precision Transmission opened its state-of-the-art transmission and drive train repair facility in Wells in 2003. Owner David Roy credits Southern Maine Finance Agency (SMFA) with assisting in making his business start-up possible:

“Partnering with the SMFA has had many benefits. They helped me realize my business start-up plans by securing the financing needed in a timely manner.”



SMFA Revolving Loan Program Funds

	Funding Source	Date of Inception	Initial Capitalization	Additional Capitalization	Historical Loans	Active Loans	Historical Lending	Principal Outstanding	Total Charge Offs
301	DECD-MICRO	2-Jul-93	\$100,000	\$100,000	65 *	17	\$1,210,109	\$213,603	\$70,026
303	RD-IRP	15-Jun-95	\$400,000	\$705,440	37	13	\$2,984,600	\$844,462	\$36,218
	DECD-RAF	1-Jun-95	\$100,000	\$0	N/A		See RD-IRP		N/A
304	FAME-REDRLP	5-Jan-96	\$516,000	\$2,621,385	136	50	\$12,332,045	\$3,366,631	\$637,927
	BSB Line of Credit	17-May-17	\$1,000,000	\$0	N/A		See FAME-REDRLP		N/A
	Com Bank EQ2 Invst	17-May-17	\$1,000,000	\$0	N/A		See FAME-REDRLP		N/A
305	CDFI-General	12-Apr-00	\$600,000	\$0	26	8	\$2,139,775	\$361,793	\$42,878
300	SEAC	1-Sep-92	\$20,000	\$0	5	N/A	\$39,123	See General	\$13,718
302	RD-RBEG	1-Oct-93	\$200,000	\$0	10	N/A	\$325,406	See General	\$20,150
306	Biddeford DRF	17-Jul-07	\$150,000	\$0	30 *	9	\$343,000	\$75,028	\$3,601
	Biddeford TIF	1-Sep-12	\$30,000	\$0	N/A		See Biddeford MRF		\$50,000 **
308	Biddeford SBDLP	21-Oct-11	\$20,000	\$80,000	3	N/A	\$60,000	See BDRF	\$19,769
307	SBA ILP	16-Sep-11	\$1,000,000	\$0	11	6	\$1,479,000	\$564,353	\$200,000
309	Saco DRF	21-Oct-13	\$200,000	\$0	24	23	\$355,500	\$282,262	\$0
	Saco CELF	15-Apr-20	\$187,500	\$0	N/A		See Saco DRF		\$0 **
310	YC SSBCI RLF	8-Jul-14	\$50,000	\$946,000	17	15	\$1,250,000	\$1,070,309	\$0
	Com Bank EQ2 Invst	30-Aug-18	\$2,000,000	\$0	N/A		See YC SSBCI RLF		N/A
TOTALS			\$7,573,500	\$4,452,825	362	141	\$22,518,557	\$6,778,442	\$1,044,288
			\$12,026,325						

* duplication: Two loans are funded from multiple funding sources (MRF/DRLF) totaling \$49,000 (\$20,000 MRF/\$29,000 DRLF)

4.64%

This chart shows our funding sources from our first program in 1993 to the eight revolving loan programs we offer today, including the initial capitalization amount, and what we have been able to add for additional capital through our revolving fund process. The historical activity within these different programs is also illustrated, showing just how much more lending we have been able to achieve beyond the original capitalization amount.

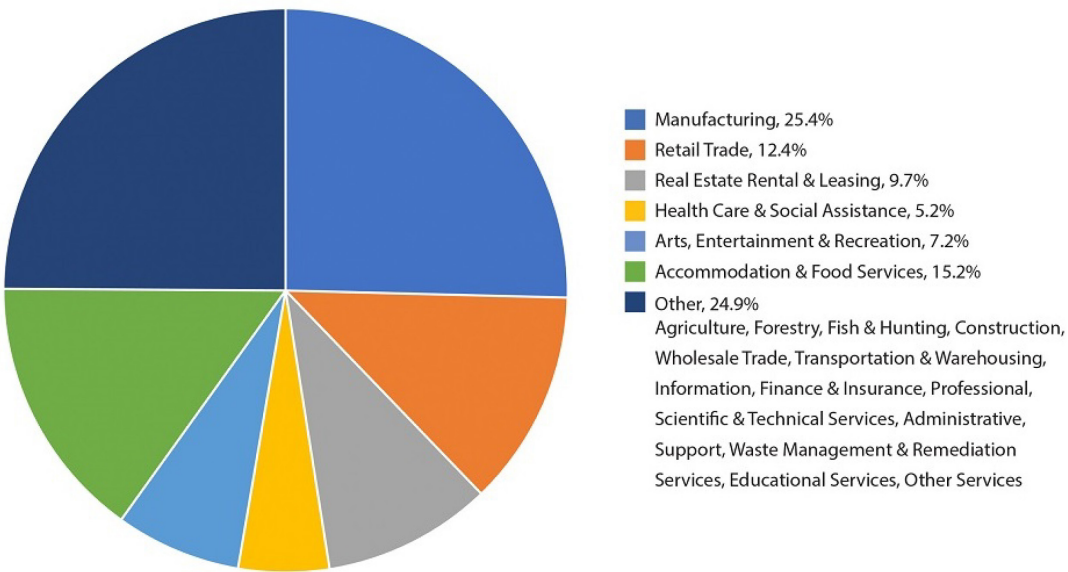
Over the years, SMFA has attracted \$12 million in investments, loaned out \$22.5 million, and leveraged \$121 million. Today, SMFA offers eight different loan programs, ranging from local, to state and federal loan programs.

Blueprints Early Learning Center

Blueprints was founded by Jennie Clavel in her own home just around the corner from Lebanon's elementary school. With a BA in Early Childhood Education and extensive experience in providing childcare, she realized that there was a real need she could meet for parents and children in her fast-growing community. When their waiting list grew to over seventy-five families, they knew they were ready to grow the business exponentially. But that meant designing and building a new building next door 100% devoted to quality childcare. Reaching out to SMFA, Jennie identified Bangor Savings Bank as a lender willing to work with her and SMFA to deliver the financing for a new building. Opened in August 2017, Blueprints now is staffed by eight specialists and accommodates 89 children for full and half days, as well as their before and after school care.

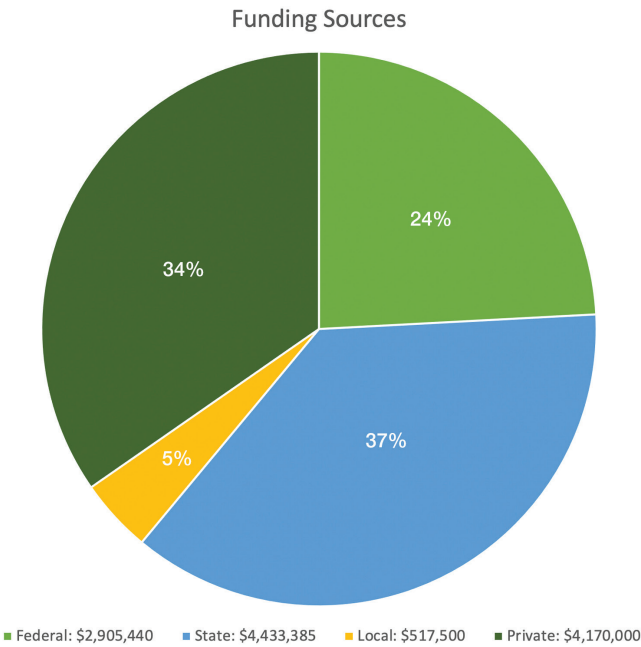
"I had a hard time understanding why some of the first financial institutions would not look at my success and my track record to provide a loan for the new building," says Jennie, "but Chris O'Brien of SMFA never let me get discouraged and urged me not to give up on my dream. In the end, SMFA's enthusiasm and financial support helped put together the deal. Just 18 months after we moved in, we are already expanding into a new addition designed specifically for infants."

SMFA Historical Lending by Industry



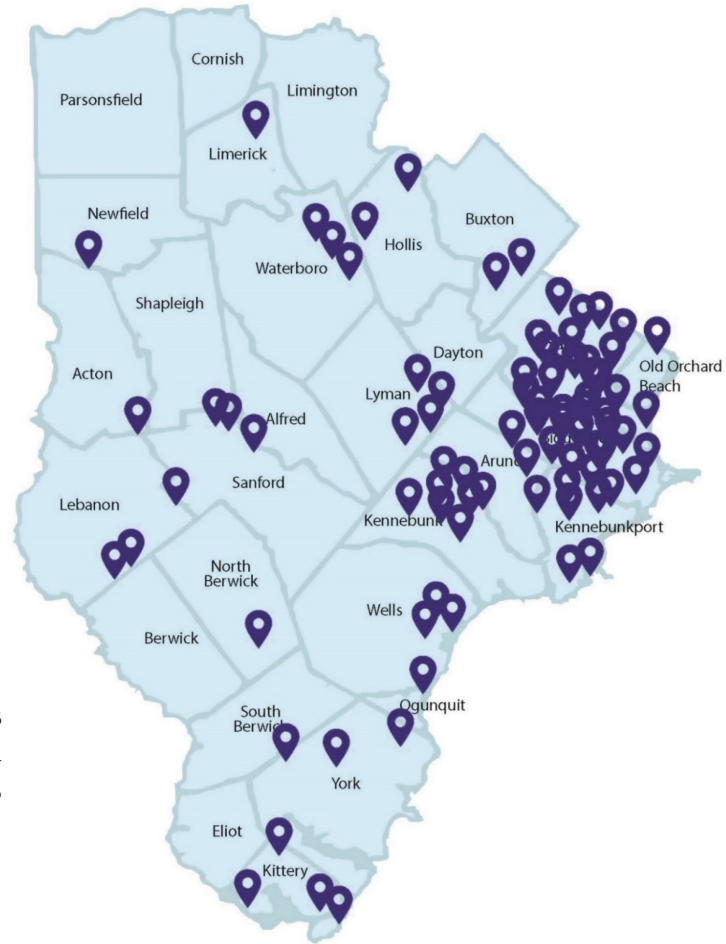
This chart demonstrates the diversity of industries we serve. Historically 25% of our lending has gone into the manufacturing sector, with the remainder going to a very broad range of business types throughout the region.

SMFA Funding Sources



This pie chart illustrates the breakdown of where our financing sources come from between federal, state, local, and private funding. Cumulative and current, this is all funds we have today, and also represents all monies we’ve attracted and built over the last 28 years.

SMFA Loan History 1993 – 2020



This map indicates the communities of the businesses we have provided financing to, a specific listing of towns are included on the following page.

Loan History by Community

York County Community	# of Loans	Dollars Loaned	Investment Leverage	Jobs Created & Retained
Acton	1	\$14,000.00	\$47,145.00	1.0
Arundel	2	\$250,000.00	\$2,064,000.00	18.0
Berwick	1	\$40,000.00	\$135,722.00	3.0
Biddeford	152	\$7,757,164.85	\$37,308,238.05	944
Buxton	2	\$147,500.00	\$665,500.00	2.5
Dayton	1	\$2,000.00	--	1.0
East Waterboro	3	\$314,333.95	\$2,934,215.00	17.0
Eliot	2	\$162,000.00	\$375,000.00	14.0
Hollis	1	\$35,000.00	\$251,000.00	1.0
Kennebunk	26	\$1,974,251.00	\$12,671,060.39	139.0
Kennebunkport	9	\$613,500.00	\$1,746,953.72	21.0
Kittery	8	\$935,000.00	\$2,100,000.00	49.0
Lebanon	11	\$1,167,500.00	\$4,092,658.06	46.0
Limerick	1	\$100,000.00	\$320,000.00	3.0
Lyman	3	\$252,826.00	\$1,070,000.00	6.0
North Waterboro	1	\$40,000.00	\$546,000.00	8.0
Ogunquit	1	\$107,500.00	\$967,500.00	13.0
Old Orchard Beach	7	\$589,872.53	\$5,109,716.42	3.0
Saco	107	\$6,253,878.67	\$36,592,320.61	1,256.5
Sanford	15	\$1,158,230.00	\$10,736,277.19	39.0
South Berwick	1	\$50,000.00	\$64,030.14	10.0
Wells	5	\$223,000.00	\$364,859.00	16.0
York	2	\$331,000.00	\$2,043,900.00	24.0
Totals	362	\$22,518,557.00	\$122,206,095.58	2,635

Our Response to the COVID-19 Crisis

SMFA had nearly 45% of our portfolio impacted by the pandemic!

Very early on we began working with our borrowers on interest-only, deferred, and flexible payment terms. Our goal was to help in any way we could to assist them in getting through the economic shutdown as a result of the pandemic restrictions, and remain open.

The Board and the Loan Committee were very supportive of us helping our borrowers, including granting staff the authorization to offer interest-only and deferred payments automatically, without having to go through the usual approval process. That enable SMFA a to be extremely responsive to our borrower's needs. Some of our other Federal, state and local programs also granted us the ability to work with businesses in the same manner. Everyone was quick to respond and supportive of us to be flexible and creative.

The City of Saco approached SMFA early in the pandemic about creating a program to help local businesses through the existing Saco Downtown Redevelopment Fund. In a span of two months, we had everything put together for this program and began accepting and processing applications. We worked with Saco to set the guidelines for the Covid Emergency Fund, which offered \$10,000 loans, with 50% of the loan forgivable when the lending guidelines were met. SMFA funded 19 loans out of this special program, with \$187,500 loaned to businesses.

One year later, 95% of our existing borrowers impacted by COVID-19 are recovering and back on track!



Hyperlite Mountain Gear

When Mike St. Pierre despaired of finding a backpack and tent that wouldn't weigh him down as he escaped from the kitchen to New York's Adirondacks, he did what any entrepreneur would do – he whipped up his own. Working in his Brooklyn apartment on his mom and grandma's sewing machines, he experimented with materials, bonding and sewing to come up with backpacks and tents that were infinitely better than he could find in the marketplace. Starting with funding from family, and later friends, Mike moved out of his apartment and into a garage in Kennebunk and Hyperlite Mountain Gear (HMG) had its first employees. Dan St. Pierre, Mike's brother, joined Mike just as Hyperlite was taking over contiguous space for manufacturing in order to meet the demand of elite mountaineers and long trail thru-hikers.

In 2011, Mike approached SMFA for financing to buildout 7,000 square feet of space in the North Dam Complex in Biddeford. Hyperlite was poised for hyper-growth. Their growth has continued to be between 50% to 70% each year since 2011.

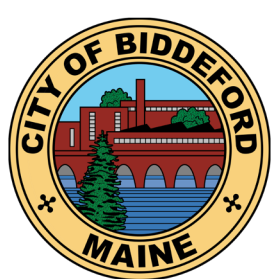
"I approached SMFA for a loan and they worked with me to find exactly the right combination of funding sources to provide my company with the money it needed, at the right rate, in a timely manner." Mike explains, "Without their expertise, we would not have been able to move ahead as quickly as we did with as much ease. Their knowledge of mill redevelopment, coupled with their access to a variety of sources of capital, really benefitted HMG."



Thank You to Our Valued Partners & Affiliates

SMFA would not be able to help the number of businesses we do without the support and collaboration of our partners and affiliates. Essential funding for the organization comes from these valued community and local banking partners:

COMMUNITY PARTNERS:



LENDING PARTNERS:



BANKING PARTNERS:



S|M Southern Maine
F|A Finance Agency

20 Pomerleau Street, Suite 300 | Biddeford, ME 04005 | (207)282-1748 | www.smfamaine.org

FY22 IMPACT REPORT

AND FY23
REQUEST FOR SUPPORT



EVENTS

While navigating a pandemic, HOB drew 7000 people downtown to enjoy or discover Biddeford through the following HOB events:

- Martin Luther King Jr. Day Clothing Drive
- WinterWeek (outdoor activities through the Eventzee App)
- Restaurant Week (restaurant related activities through the Eventzee App)
- Pride Flag Raising
- Hosted Mid-Town Court, outdoor dining
- Memorial Day Ceremony
- Foodie Tours
- Music in the Park (8 weeks)
- River Jam Festival
- 9-11 Commemoration
- 5K Road Race
- GrowSmart Maine host
- Business Poker Crawl, with local businesses
- Halloween Downtown Creepy Crawl
- Veterans Day Ceremony
- Lighting of the Hanukkah
- Downtown Holiday Fest



MARKETING

HOB drew attention to Biddeford and shared key information with the local community as well as visitors through the following marketing efforts:

- Sent 106 general and business email newsletters to 2200 subscribers.
- Increased Facebook followers by 10% and Instagram followers by 20%, and increased Instagram daily impressions by 49%.
- Promoted Biddeford through an "IG Takeover" of the Main Street America Instagram account for a day.
- Kept new HOB website up-to-date with listings of businesses, and leasing and employment opportunities.
- Designed and printed 2000 maps, placed at downtown businesses and in mill residences.
- Continued collaboration among Maine's 10 Main Street communities with our MainStreetMaine.org website and social media campaigns.
- Created social media campaigns, print ads and tv commercials for holiday shopping and various events.



BUSINESS SUPPORT

- Hosted three Business Zoom calls to share information and gain feedback, particularly related to the pandemic.
- Served as resource for business start-ups and assisted eight (8) new or expanded businesses openings.
- Designed, purchased and installed 23 "Open" flags throughout the downtown.
- Registered Biddeford for Maine Craft Weekend, prompting multiple events that drew visitors to town.
- Made property and business owners aware of a Commercial District Revolving Fund, eligible to Main Street Biddeford businesses through HOB.
- Staffed the Midtown Court to enable outdoor eating and drinking, particularly during times of higher hesitancy at indoor restaurants and bars.

PARTNERSHIPS

- Promoted City's Comp Plan surveys and activities.
- Completed holiday lighting effects including purchase of 8 new wreaths for Lincoln Street.
- Hosted 45 people from 7 organizations for Part 1 of HOB's training related to Diversity, Equity & Inclusion.
- Continued Adopt-a-Park program, recruiting, training and appreciating volunteers who maintain parks.
- Served on Biddeford Cultural Coalition, supporting completion of the new cultural plan.
- Partnered closely with Engine, Biddeford Cultural & Heritage Center, Biddeford Recreation, Adult Ed., and La Kermesse to improve and expand the River Jam Festival.
- Collaborated with McArthur Library and Seeds of Hope on a book club, featuring a historic fiction novel about a pandemic in England.
- Won a Main Street Resiliency Grant for \$8,500 to promote Biddeford's Black-owned businesses in partnership with Black Owned Maine.



Back to School... Biddeford Style!



Lakosha Evans, Owner



Tonya Smothers, Owner



Maria Ramos, Owner



KLASSICALLY KUTE
114 Main Street
Kid's clothing & accessories



STYLZ 4 LESS
65 Jefferson Street
Hip hop fashion and custom t-shirts

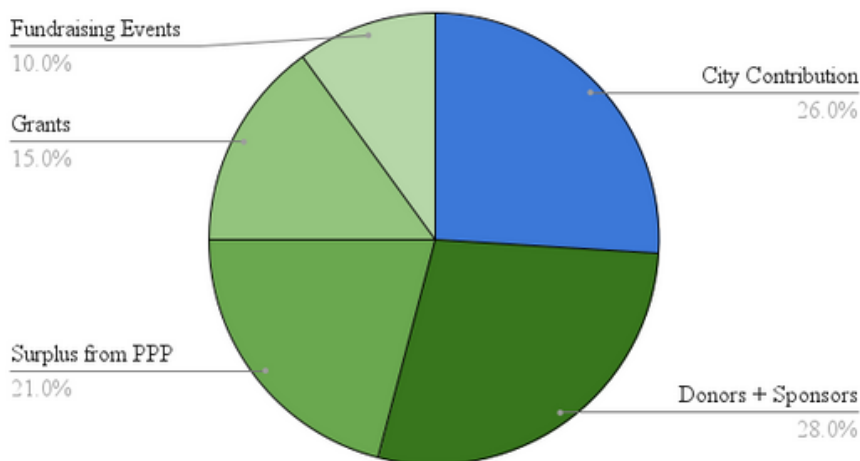


WOODGRAIN BARBERS
47 Main Street
Biddeford, ME
(207) 494-8590



Welcomes you downtown as kids prepare to go back to school, featuring these Black-owned businesses
FMI heartofbiddeford.org & BlackOwnedMaine.com

FY22 INCOME SOURCES



FOR EVERY
\$1
THAT THE
CITY
INVESTED IN
HOB IN FY22

Value of volunteer hours	\$25,900
Value of staff hours spent on	\$50,000
City-related projects and events	
Donations & Sponsorships	\$48,125
Fundraisers	\$17,650
Grants	\$36,000
TOTAL	\$177,675

HOB
LEVERAGED
\$3.95
MORE FOR
BIDDEFORD

Imagine funding a department with two employees and hundreds of volunteers that does events, marketing, beautification, outreach, volunteerism, grant winning and business support -- for \$44,000!

FY23 REQUEST

HOB respectfully requests \$45,000 in annual support for operations, programming, events and marketing, plus \$5,000 specifically for River Jam.





January 24, 2022

As in previous years, please accept this request of \$10,000.00 to the Biddeford Cultural Heritage Center. It will help us to continue to discover and promote the many cultures that is in our community. Again, we thank you for your continued support in these trying times

Feel free to contact me if any questions arise.

BFP808@gwi.net or 229-2024

Sincerely

Paul N. Gagne

Treasurer



SOUTHERN MAINE VETERANS MEMORIAL CEMETERY ASSOCIATION

83 Stanley Road, Springvale, Me 04083

southernmaineveteranscemetery.org

Email: SMVMCA198@gmail.com

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Dick Langlais

Vice Chairman
John Flagler

Treasurer
Curtis Mills

Secretary
Ron Rivard

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Ray Parent
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Penny Mills
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Jessica Violette
Alley Smith Morrissey
Kevin Warden
Linda Smilie

January 12, 2022

Ms. Nichole Wood
Finance Director
205 Main St.
Biddeford, ME 04005

Dear Ms. Wood,

2021 has been filled with many challenges but the accomplishments of the Southern Maine Veterans Memorial Cemetery Association, a 501(c) 3 has not diminished despite not being funded by the State of Maine or the federal government. It is totally dependent upon public and private donations.

The Association has worked tirelessly to maintain its efforts in beautification projects which honor those who have served. The POW-MIA memorial is a lasting tribute to the valiant warriors who have not returned to their native land for burial. The dedication of this memorable and informative site will take place as soon as it is safe to do so.

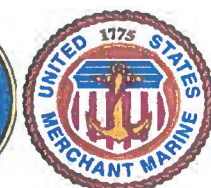
The Associations efforts are now directed to the enclosure of the Committal Shelter so that families and friends may be protected from inclement weather during burial services. The planning stages have begun and with your help we will be able to accomplish this goal as quickly as possible.

SMVMC opened in 2010 and is hallowed ground for over 1800 veterans, many of whom are from the City of Biddeford, as well as family members from Southern Maine communities and beyond.

As a service to your veteran community, we ask that you consider a donation of \$1000.00 in your budget process. Any amount would be greatly appreciated and will be displayed on a Court of Honor plaque in the cemetery's main office.

Thank you for your consideration and generosity.

Angela LeBlanc
Development





February 1, 2022

To: Finance Director, Nicole Wood
Re: Budget Request for Fiscal Year 2023

Attn: Nicole Wood and Budget Committee,

Attached you will find a budget request from the Biddeford Mills Museum for FY23.

The Biddeford Mills Museum is requesting assistance from the City in the amount of \$2500. We submitted a similar request last year and we are hoping that FY23 will provide BMM this much-needed funding from the city. We are an important and viable cultural organization in Biddeford with a unique mission. We are an all-volunteer organization and we continue to need help to accomplish our mission, maintain our new exhibit spaces, and increase our educational programming.

BMM became a recognized 501c(3) organization in 2012, but had its roots even earlier than that. Shortly after the last mill ceased operating in 2009, an early group of volunteers formed a Steering Committee and began to gather artifacts from the mills and worked with Pepperell Mill Campus with the long-term view of forming a museum. PMC was always very supportive to our stated mission of preserving the rich heritage of the Biddeford Mills for the community at large in honor of all who worked here.

- **A new 30-minute film, *A Walk Through History*.**

This enjoyable tour of the vast rooms of the mill is an artfully assembled combination of live narration, voice overlay, photographs and film clips from archives, and recent aerial footage. The project was produced by Biddeford Mills Museum and Lone Spruce Creative with support from the Davis Family Foundation, Walmart Community Grants, and a friend of Biddeford Mills Museum.

- **A new exhibit, *Immigration – They Came to Work*.**

This new exhibit will be opening soon after the 2021 holidays. It honors the diverse populations of the world who came to Biddeford at the turn of the 20th Century, and the correlation between this new workforce, the growth of the mills, and the heritage of both Biddeford and Saco. The fabric of our

community today still reflects the work of these strong people. The opening of this exhibit will be announced soon.

- **Grant awards.**

We are grateful to the Sam L Cohen Foundation and the Virginia Hodgkin Somers Foundation for grants awarded to the Biddeford Mills Museum this year. These funds have subsidized the new exhibit and allowed our work to continue during the months of closure.

- **Volunteer Staff**

The staff welcomed several new volunteers this summer. Some trained as tour guide aides, while others accepted positions inside the Museum and in the office. A portion of our archives was inventoried this summer and we have begun the monumental task of documenting every name in the collection of Pepperell Sheets to assist you in learning more about relatives who were employed in the mill.

We have also undergone some major changes in our electronic communications this year. Find us now at our new website, on Facebook and on Instagram. Look for biddefordmillsmuseum.org

The COVID-19 pandemic continues to bring challenges as we struggle to remain open. Our museum gallery in the Pepperell Mill Campus in Building 18 is currently open about 12 hours a week. We have been providing historic mill tours since 2012, and to date, many trained tour guides (most of whom were former mill workers) have led over 3500 visitors through the buildings. These tours have included everyone from school students from throughout southern Maine, to visitors and local residents, and to architectural/history academics from Stanford University.

We have compiled a rich cultural collection and continue to receive donated items, and we have recorded nearly 50 oral histories thus far of former mill workers and significant members of the Biddeford community.

We have done all of this primarily with tour revenue, as well as donations and grants, but are very hopeful that the City can continue to recognize our value and contribute to our mission with our request this year.

My fellow Board members and volunteers look forward to being able to meet with the Budget Committee and answer any questions you may have. Our doors are open for you. Please come and see what we have accomplished so far.

Sincerely,

Jon Edstrom
Acting President



November 24, 2021

James Bennett, City Manager
City of Biddeford
P.O. Box 586
Biddeford, ME 04005

Dear James,

Mainers have always been known for their courage, creativity, grit, and willingness to help a friend or neighbor in need. The past eighteen months have challenged us all in many ways, but **together** we have remained steadfast to these qualities that make Maine "*the way life should be.*" From all of us at LifeFlight of Maine, thank you for doing your part to keep Maine strong and connected. Your recent gift to LifeFlight is a vital signal about the importance of the service we provide to those in your community, as well as Mainers across the state. **As a non-profit organization, we rely on the support of many types of donors to support our mission. We hope you will continue to support LifeFlight.**

The reach and relevance of LifeFlight is stronger than ever before. It has been an extraordinarily busy and challenging year to deliver the lifesaving care and transport that is only available from LifeFlight. Since March 2020, we have cared for 1,535 positive (or presumed positive) COVID-19 patients. Since the organization was founded in 1998, we have transported 32,000 patients. These transports include Mainers of all ages, from newborn to young adult to seniors; from all points of Maine from York to Presque Isle and everywhere in between. Imagine the ripple effect that has on families, friends, generations, and communities. **Most importantly, LifeFlight cares for every patient regardless of insurance or financial status.**

Since 1998, 106 residents of Biddeford have been cared for by LifeFlight, with 7 in the past year. In addition, LifeFlight has made **3 scene calls to your community** to support local fire/rescue and EMS partners.

We rely on Maine communities like Biddeford to ensure that all Mainers have access to critical care and medical transport when they need it, 24/7/365. Last year, 184 towns supported LifeFlight for a total of \$113,876. This year we need these communities, and more, to come together so we can reach our goal of raising \$125,000. Thank you for your recent gift in September. **As you plan for your next budget year, will Biddeford once again support LifeFlight with a gift of \$2,000?**

The funds raised will help provide education and training to our crews and EMS/Fire agencies around the state, upgrade and replace medical equipment, enhance Maine's aviation infrastructure, and bring a third, new critical care helicopter to Maine in 2022.

In the attached packet we have provided additional information including: general information and FAQs about LifeFlight, a map of Maine transport locations, and a map of Maine communities that have supported us. **Please contact Ashley MacMillan at The LifeFlight Foundation at 207-300-5832 or amacmillan@lifeflightmaine.org with any questions.** If additional information or a specific town application form is required with this request, please let us know.

Thank you for your support, and for helping ensure that that your friends, families, and neighbors **have access to critical emergency care when and where they need it.**

Sincerely,

Thomas Judge
Executive Director
LifeFlight of Maine

Kate O'Halloran
Executive Director
LifeFlight Foundation

P.S. If a past request was recently approved and an invoice is required, please contact us so we may submit the invoice.



Ten Facts and Frequently Asked Questions about LifeFlight

- 1. LifeFlight is a private non-profit charitable organization with a public mission serving all of Maine.** We care for all patients regardless of insurance status or ability to pay for care 24/7/365 with helicopters based in Bangor, Lewiston and Sanford, a fixed-wing airplane based in Bangor, rapid response vehicles, and specialized ground ambulances. In FY2021 LifeFlight provided \$2.23 million of care to patients without insurance or the means to cover the cost of care, as well as significant discounts for Medicare and MaineCare patients.
- 2. 2,303 patients were LifeFlighted in FY21** from 136 communities, islands, and unorganized townships-- about 1 patient every 4 hours. LifeFlight has cared for more than 32,000 patients since September 1998.
- 3. How has COVID affected LifeFlight?** As LifeFlight cares for the most critically ill patients in Maine, we have been caring for COVID-19 patients since March 17, 2020. Since then, more than 59% of LifeFlight's patients were known positive or being tested for COVID-19 symptoms, requiring every patient to be treated as if they were COVID-19 positive. Managing highly infectious disease patients is a massive challenge requiring new ventilators, oxygen delivery systems, equipment, supplies, and biocontainment systems. The financial impact of COVID-19 to LifeFlight has been extreme and is estimated at \$4.2 million in new costs and lost budgeted revenue between March 2020 and September 2021. The overall financial ramifications from the pandemic are estimated to exceed \$5 million, which has been partially offset by various Federal relief programs.
- 4. How is LifeFlight funded?** LifeFlight operates much like a hospital emergency department, taking care of all patients and billing insurance companies. We contract with all major payers including Medicare, MaineCare and commercial insurers. Most of our operational expenses are covered by patient fees, but we rely on the LifeFlight Foundation to support the purchase of new aircraft, medical equipment, infrastructure, improvements, and to provide clinical education around the state.
- 5. LifeFlight helicopters, airplane, and specialty ground ambulances are equipped as fully functioning mobile intensive care units.** LifeFlight's critical care teams bring the trauma center intensive care unit -- skills, medical technology, pharmacy, blood, and more -- directly to a patient's side.
- 6. What types of patients do we transport?** Critically ill or injured patients of all ages needing specialized care beyond what can be provided by local hospitals - including premature infants, cardiac and stroke patients, complex traumatic injury, organ transplant, sepsis, burns, and serious obstetric complications. We use the strictest medical utilization criteria in the country to make sure all flights are medically necessary. Emergency medical providers are guided by state-mandated protocols based on the latest research and best practice.
- 7. About 87% of patients are transported from community hospitals to major specialty centers, and 13% are transported directly from the scene of an emergency - roadsides, woods, mountains, and islands.** While most patients are transported to EMMC, MMC and CMMC, about 12% of patients are transported to Boston and beyond for specialized care not available in Maine.
- 8. LifeFlight is lean.** We are among the most efficient providers in the world, we pay close attention to costs, maintaining a very small administrative team that results in some of the lowest costs and charges in New England and the country.
- 9. LifeFlight's costs and charges are the lowest in New England** and among the lowest in the country. The average charge for a LifeFlight transport is around \$19,500. Other provider charges across New England and the northeast range from around \$27,000 for non-profits providers to \$60,000-\$80,000 from for-profit air medical companies. LifeFlight participates with all major insurers, Medicare, and MaineCare, so there is no "surprise bill" for patients.
- 10. What other benefits to our town and region does LifeFlight provide besides critical care and transport?** We provide local critical care training to medical providers in specialized areas such as traumatic brain injury and pediatric trauma, critical medical diagnosis and treatment. We also support weather systems, hospital helipads, and advanced aviation navigation systems across the state.

WE'RE HERE FOR YOU, MAINE.



Photo by Mikayla Warren

Maine's Emergency Air Ambulance Helicopter Service

Critical Care Medical Services

LifeFlight operates a fleet of aircraft with advanced avionics and the technology needed to fly in Maine's complicated weather conditions, providing mobile ICU-level care when minutes matter.

Advanced Medical Training

LifeFlight staff provide advanced medical training to EMS partners and hospital clinicians across Maine, improving critical care skills throughout the entire emergency care system.

Aviation Infrastructure

LifeFlight has assisted nearly every hospital and communities across Maine to build helipads, worked with EMS agencies and other partners to develop more than 140 remote landing zones and 1,300 community landing zones, and assisted airports and hospitals install weather monitoring stations across the state.

LifeFlight of Maine is a charitable non-profit organization serving Maine since 1998.

LIFEFLIGHT OF MAINE

LifeFlightMaine.org

Critical Care Transport & Training

207.230.7092

This advertisement appeared in the November, 2021 edition of Down East Magazine.

Thomas Judge

Executive Director of LifeFlight of Maine

By Rachel Hurn

Thomas Judge, executive director of LifeFlight of Maine, says his proudest accomplishment from the past year has been the work of his team, which has been on the front lines responding to vulnerable patients every hour with grace, compassion, and skill.

LifeFlight was founded in 1998 to provide transport for gravely ill and injured patients from every community and hospital in Maine. In the past 12 months, that has meant 2,400 patients from every corner of the state have been given a second chance at life. As the scientific understanding of COVID-19 has continued to evolve, LifeFlight has had to rewrite its airway management and ventilation guidelines nine times since March 2020. Despite the demands of the pandemic, the organization has continued to grow, with additional staff as well as new aircraft and medical technologies.

They are at work with the Federal Aviation Administration to develop precise performance-based navigation flight routes, in which air traffic controllers use satellites rather than ground radars to follow and instruct aircraft. They're also adding to the fleet with "next-gen" helicopters, building new medical simulation labs, and introducing new high-tech medical equipment like new ventilators and neonatal transport systems.

"Medicine is constantly changing, and we work hard to be at the cutting edge of new care modalities for patients," says Judge. "We bring an intensive care unit to the patient's side to continue the work our EMS and hospital partners have initiated on behalf of critically ill and injured patients needing care far away."



maine.





SUPPORTING TOWNS

OF 459 TOWNS IN MAINE

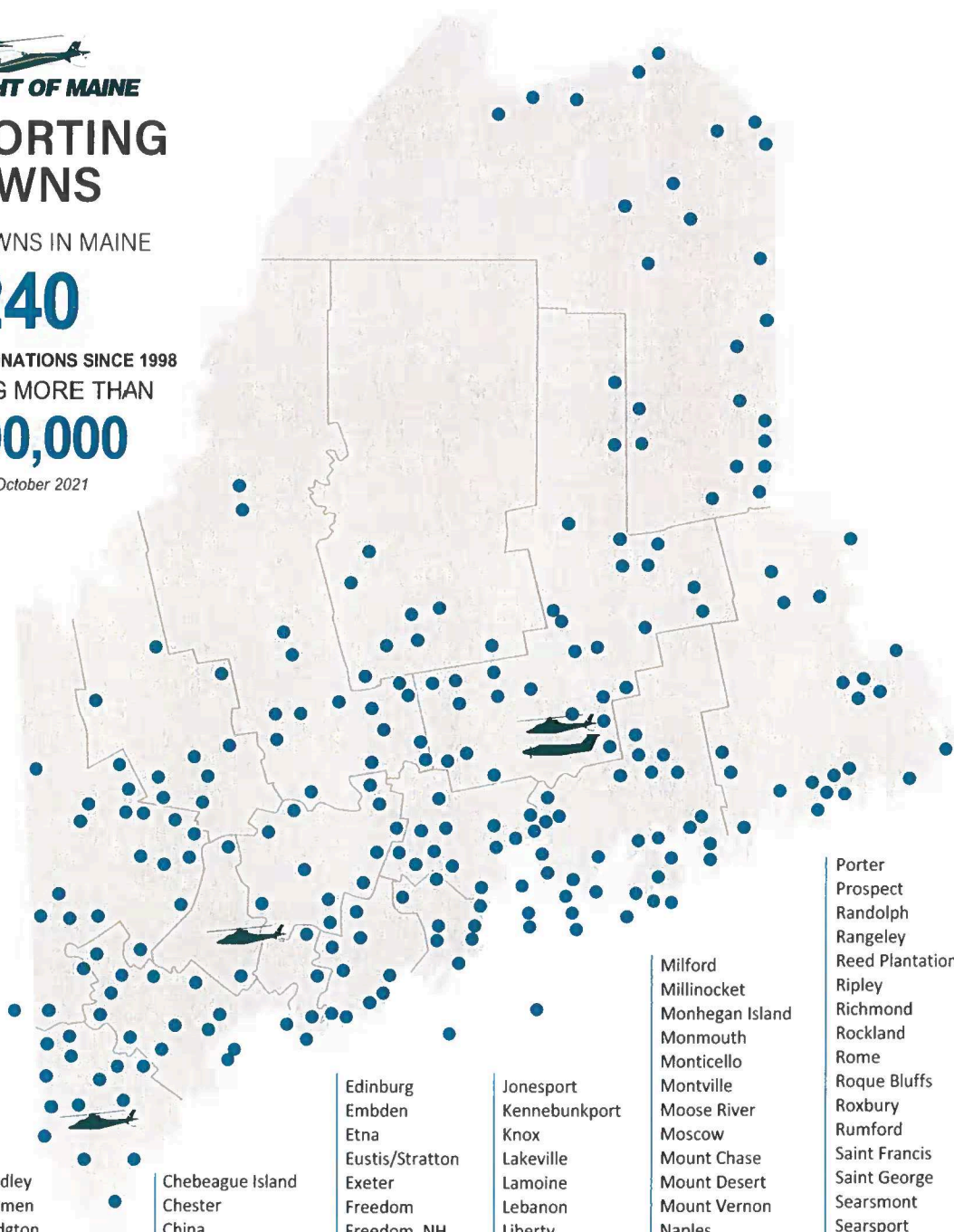
240

HAVE MADE DONATIONS SINCE 1998

TOTALING MORE THAN

\$600,000

as of October 2021



Abbot
Acton
Albion
Allagash
Alna
Amherst
Amity
Andover
Anson
Appleton
Arrowsic
Athens
Atkinson
Avon
Baldwin
Bar Harbor
Beddington
Belfast
Benton
Biddeford
Blue Hill
Boothbay
Bowerbank

Bradley
Bremen
Bridgton
Bristol
Brooklin
Brooksville
Bucksport
Burlington
Buxton
Byron
Calais
Cambridge
Camden
Canaan
Canton
Caratunk
Carrabassett Valley
Carthage
Cary Plantation
Casco
Castine
Caswell
Charleston
Charlotte

Chebeague Island
Chester
China
Clifton
Clinton
Columbia Falls
Cooper
Corinth
Cornish
Cranberry Isles
Crawford
Crystal
Cumberland
Cutler
Deblois
Deer Isle
Denmark
Detroit
Dexter
Dixfield
Dover-Foxcroft
Dresden
Durham
Eastbrook

Edinburg
Embsden
Etna
Eustis/Stratton
Exeter
Freedom
Freedom, NH
Frenchville
Garland
Gorham
Gouldsboro
Greenville
Guilford
Hamlin
Hammond
Harmony
Harpwell
Hartford
Hartland
Haynesville
Hebron
Hollis
Howland
Hudson
Isle Au Haut
Islesboro
Jackman
Jonesboro

Jonesport
Kennebunkport
Knox
Lakeville
Lamoine
Lebanon
Liberty
Limerick
Lincolnville
Linneus
Livermore Falls
Long Island
Lovell
Lubec
Lyman
Machias
Madawaska
Manchester
Mariaville
Mars Hill
Marshfield
Masardis
Matinicus Island
Mattawamkeag
Maxfield
Meddybemps
Medford
Mexico

Milford
Millinocket
Monhegan Island
Monmouth
Monticello
Montville
Moose River
Moscow
Mount Chase
Mount Desert
Mount Vernon
Naples
New Gloucester
Newburgh
Newfield
Newry
North Berwick
North Haven
North Yarmouth
Orient
Orland
Osborn
Otis
Otisfield
Palermo
Palmyra
Parsonsfield
Passadumkeag
Perham
Phippsburg
Pittston
Plymouth
Portage Lake

Porter
Prospect
Randolph
Rangeley
Reed Plantation
Ripley
Richmond
Rockland
Rome
Roque Bluffs
Roxbury
Rumford
Saint Francis
Saint George
Searsmont
Searsport
Sebago
Sedgwick
Shapleigh
Sherman
Shirley
Smithfield
Solon
Sorrento
South Bristol
Southwest Harbor
Springfield
Stacyville
Standish
Steuben
Stockholm
Stockton Springs
Stoneham
Stonington
Stow
Strong
Sullivan

Sumner
Swans Island
Swanville
Talmadge
Temple
Thomaston
Thorndike
Topsfield
Tremont
Trenton
Upton
Vanceboro
Veazie
Verona Island
Vinalhaven
Waite
Wallagrass
Waltham
Warren
Washburn
Washington
Waterboro
Waterford
Weld
Wellington
Weston
Westport Island
Whitefield
Whitneyville
Willimantic
Wilton
Windham
Windsor
Winn
Winter Harbor
Wiscasset
Woodstock
Woodville
Woolwich
York



SOUTHERN MAINE

Beach Profile

MONITORING PROGRAM



342 Laudholm Farm Road

Wells, Maine 04090

207-646-1555 x115

October 25, 2021

James Bennett, City Manager
City of Biddeford

Dear Mr. Bennett,

On behalf of the Southern Maine Beach Profile Monitoring Program Steering Committee, I want to thank the City for continuing to support the monitoring program over the past year.

Thanks to the City's backing in 2021, Maine Sea Grant has been able to expand beach profile monitoring in Biddeford to include Hills beach, as well as Fortune Rocks beach. With the addition of Hills beach, the program now involves a total of 23 community volunteers (17 monitoring at Hills, and 6 at Fortune Rocks). Our program staff have provided data oversight as well as volunteer management services to these profile monitors, and we hope to continue these services in Biddeford.

Historically, the beach profile monitoring program's data is comprehensively analyzed and interpreted every two years by Maine Geological Survey (MGS). The findings are summarized in the *State of Maine's Beaches* report by MGS and presented at The Beaches Conference. The report and the conference were both due to take place in 2021. However, the pandemic caused a postponement of the report and conference until 2022. As such, the most recent report is from 2019 can be viewed at <https://www.maine.gov/dacf/mgs/explore/marine/beaches19/contents.htm>. This report includes chapters on each monitored beaches, Fortunes Rocks among them. That report describes trends in storm impacts between 2017 and 2019. Of particular note is the caption below related to the series of 2018 northeasters.

2018 Storms (pages 10 - 14)

March 2018 was a month of repeated northeasters... The biggest March storm was the first one on March 2nd. The highest wave height of March was 28 feet (B01) and 18 feet (44007) and was accompanied by a 3-day storm surge of 2 feet in Wells, Portland, Bar Harbor and Eastport. This surge coincided with spring high tides that were just half a foot below flood stage so coastal flooding accompanied the high surf. Flood stage (12.0 feet MLLW) in Portland was exceeded for 6 consecutive high tides. John Cannon of the National Weather Service alerted the beach profile volunteers of the pending event to mobilize to capture before-and-after dune and beach surveys. On March 2nd significant flooding occurred in Boston, Massachusetts where the northeast wind piled ocean water into Massachusetts Bay. In Maine, dramatic washover occurred and Long Sands and Short Sands Beaches in York, at beaches in Wells, and at Goochs Beach in Kennebunk. Beaches in Saco experienced significant dune loss and sand transport across the entire frontal dune over 100 feet inland in many places. Waves also overtopped Surf Street in Saco and resulted in erosion in and around houses with some structural damage to a foundation. On March 3, 2018 the Portland Press Herald reported widespread damage to coastal roads and businesses (PPH, 2018). This landward beach sand transport into the dunes was one of the most significant such events since 2007 (Slovinsky, 2018a, b). Surf remained in the 8 to 14-foot range with a long, 15-second period through March 8 when a smaller storm with 20-foot waves passed through the region leaving very little time for beach recovery.

As mentioned, the next *State of Maine's Beaches* report will be released in June, 2022 and presented at The Beaches Conference 2022. The upcoming conference will take place on June 10, 2022 at Berwick Academy in South Berwick Maine. More information can be found at <https://seagrant.umaine.edu/extension/the-beaches-conference/>.

Also, you, your staff, and community members can view and graph beach profiling data directly at https://www.mgs-collect.site/mgs-collect/hooks/beach_profile_graphing.php.

In addition to the data use in the development of *The State of Maine's Beaches* report, the data are also routinely used in beach management applications such as:

- the design of dune restoration plans,
- evaluation of replacement seawall options and beach nourishment efforts,
- in the assessment of accelerated erosion and investigations of new erosion mitigation technologies,
- during review of Natural Resource Protection Act permit applications,
- analysis by National Weather Service to improve local storm forecasting capability,
- and referenced as one of the few data sources that could be used to monitor proposed beach nourishment by the Army Corps of Engineers, to name a few.

In 2022, we will begin our 23rd year of the program and continue to be the longest-running, volunteer beach profile monitoring program in the country. This longevity provides for a robust data set that becomes more valuable as time passes, since erosion can only be effectively tracked through the long-term trends that are now available through our data set. Therefore it's our intent to continue the program and provide long-term data into the future.

With this goal in mind, we respectfully request a total of \$2000 for monitoring at Fortunes Rocks and Hills beaches for the coming fiscal year (July 1, 2022 – June 30, 2023). In an effort to align with the City's fiscal year schedule, a statement will be sent in April, 2022 under separate cover, directly from the University of Maine's bursar's office. If this arrangement does not meet your needs or interests, please be in touch and we can consider options.

Across Southern Maine, beach profile monitoring can help us relate localized erosion to large-scale processes taking place along the coast, thereby helping us to make informed beach management decisions. We hope the City of Biddeford continues to view the municipal expenditure of \$2000 for profiling services for the upcoming year at Fortunes Rocks and Hills beaches as a sound investment in the future. Thank you for joining with us to make beach profile monitoring a lasting effort.

Please contact me with any further questions or comments and thank you again for your consideration.

Sincerely,



Kristen Grant, Program Manager
Maine Sea Grant and UMaine Cooperative Extension
knggrant@maine.edu
207-646-1555 x115



Saco Pathfinders Snowmobile Club
P.O. Box 27
Saco, ME. 04072
Tel: (207) 332-0017

January 13, 2022

Hello,

My name is Doug Doherty and I am the President of the Saco Pathfinders Snowmobile Club. I am reaching out to you and the city leadership team for the continuation of your donation to the snowmobile club supporting the local area.

The Pathfinders have been in existence since 1972 and have had a clubhouse in North Saco since the late 70's. We maintain approximately 45 miles of trails in Saco, Scarborough, Dayton, and Biddeford. Our trails connect to other local systems (Lyman, Buxton, and Gorham) and ultimately to the state ITS (Interconnected Trail System) trails.

Like with so many other clubs today, we face a continual struggle for existence. Our club is made up completely of volunteers from the local communities. We work on the trail system typically on Sundays in the fall up until the snow flies. This is done by walking the entire trail system with loppers and chainsaws in hand. In the winter, we have five snowmobiles to drag the trails for the snowmobile crowd.

Annually, the state sends each town/city a reimbursement for the number of snowmobiles registered. Biddeford receives approximately \$1600 annually. We are requesting a donation of these funds in order to help us survive as the local snowmobile club.

Thank you for your consideration.

Regards,
Doug Doherty, President
Saco Pathfinders Snowmobile Club

ddoherty627@yahoo.com



Engine's mission is to connect and inspire our community through art, design, and education.

February 1, 2022

Attn: Nichole Wood, Finance Director

To City Manager and City Council:

Engine respectfully requests \$15,000 for fiscal year 2022-2023 for operating funds. Engine's approved 2022 operating budget is \$253,842 and these funds represent roughly 6% of our annual operating costs. This support will enable our organization to continue to provide essential arts and cultural programs for Biddeford residents of all ages, support our creative economic development initiatives, and is a flat funding request from FY22.

Based in the heart of Biddeford's downtown, Engine has propelled cultural, social, and economic revitalization in the city for more than a decade. For every \$1 invested in arts and culture organizations, 8 times that is returned right into the local economy - supporting our small businesses, retailers and restaurants. Engine events attract around 4000 attendees every year, which means that your \$15,000 investment will result in more than \$125,000 spent right here in Biddeford. Data shows that cultural tourists spend more (on average) than other visitors, so we know that Engine is a valuable partner in supporting the economic revitalization of our City.

Beyond the "bottom line," Engine is a 501(c)3 nonprofit that brings together artists, makers, residents, and local businesses to create a culture filled with innovative exhibitions, community events, collaborative resource-sharing, diverse skill development, and educational programs. Engine is one-of-a-kind in Southern Maine, with a mission to connect and inspire our community through art, design, and education. Engine envisions a community and economy in which art, design, and education are valued, integrated, and celebrated. We believe that commerce follows culture; that art should integrate, not alienate; and that art, in its fullest expressions, not only impacts individuals but transforms communities.

Creating space for creativity benefits Biddeford by supporting a diverse, culturally-rich, and connected community. All fee-based programs are offered on a sliding scale, and our free community events are open to the public. Our long-standing collaboration with community-based, municipal, non-profit, and for-profit stakeholders has made Engine and Biddeford an arts and innovation leader in York County. In all its work, Engine applies human-centered design thinking to approach our shared challenges and uplift diverse voices. Engine's multi-layered approach to arts and culture work, as well as its deep roots in the Biddeford community, make it an indispensable community resource.

The creative spirit fostered by Engine for 11 years is alive and well, and we are committed to supporting new opportunities to connect, inspire, and learn as we imagine



Engine's mission is to connect and inspire our community through art, design, and education.

our future together in the next phases of our City's life. In the last year, with your support—and despite the pandemic—we:

- Safely gathered more than 4000 attendees, artists, makers, and vendors to propel the creative economy through events like Fringe Fest, Artwalk, gallery openings, and a film screening on the top of the parking garage;
- Inspired youth through hands-on experiential learning experiences like boatbuilding with the Compass Project, Summer Camp, and STEAM Sundays;
- Held space for art, and the artist as business-person, by offering 18 affordable studios for artists and makers, a gallery and convening space, shared makerspace (with a variety of tools and resources), and classroom spaces;
- Increased our ability to offer additional, vibrant leadership where Engine's expertise can be most effective by finding a new, local, and community-minded owner to take on the restoration of the Marble Block building; and
- Played a central role in the development of Biddeford's Cultural Plan and Public Art Policy.

What is next? Your continued support of Engine will help us:

- Lead the implementation of Biddeford's new Cultural Plan;
- Pilot our creative small business incubator (IGNITE) and extend our diversity, equity, and inclusion work with designated funding to support BIPOC makers;
- Produce safely-distanced, curbside performances activating our downtown storefronts;
- Improve our social impact through partnership with the University of New England business school;
- Continue our work on *Biddeford Blooms: Community Weaving Project*, a National Endowment for the Arts and Maine Arts Commission-funded project connecting hundreds of Biddeford families with artists to vision our future together;
- Expand public art projects in Biddeford, including bringing the aerial dance crew BANDALOOP to our city, with support from the National Dance Project; and
- Fuel new community partnerships and outreach programs powered by Engine!

Engine's work is essential to creating the 'buzz' of Biddeford's downtown, cultivating a sense of belonging through celebration, and supports the overall health and well-being of our residents. We look forward to continuing this work together with your support.

Sincerely,

Jess Muise
Executive Director, Engine



PROPELLING THE CREATIVE COMMUNITY

2021



*In the midst of movements for social, economic and environmental justice during a global pandemic, **the call is strong: we need the arts more than ever.** We know that the arts and cultural programs Engine provides are essential to our recovery from this pandemic and critical tools in addressing many of the challenges our community faces.*

IN 2021, **MORE THAN 4,000 YOUTH AND ADULTS** ENGAGED WITH EDUCATION AND OUTREACH PROGRAMS INCLUDING THE COMPASS BOAT BUILDING PROJECT, SUMMER CAMPS, AND COMMUNITY ART PROJECTS THANKS TO THE SUPPORT OF CONTRIBUTORS LIKE YOU.

ABOUT

Based in the economic heart of Biddeford, ME, Engine has propelled cultural, social, and economic revitalization with creative community programming for more than a decade. The 501(c)3 nonprofit brings together artists, makers and local businesses to knit a culture filled with creative exhibitions, events, and educational programs into Southern Maine. Engine programs are designed to ensure accessibility and inclusion, with an emphasis on free community events open to the public. Learn more about how Engine supports the creative economy at feedtheengine.org.

MISSION

Engine's mission is to connect and inspire our community through art, design, and education

163 Main Street, Biddeford, ME
207-494-7125
director@feedtheengine.org

THANK YOU FOR FEEDING THE ENGINE.

ENGINE

PROPELLING THE CREATIVE COMMUNITY



The sale of the Marble Block created space to focus on collaboration and partnerships as we prepare to launch IGNITE, a creative entrepreneurship incubator with funding to support BIPOC makers.

ORGANIZED 25 FREE COMMUNITY EVENTS INCLUDING ARTWALKS, WORKSHOPS, PERFORMANCES, GALLERY EXHIBITIONS, AND OPENING RECEPTIONS. PROVIDED OPPORTUNITIES FOR CONNECTION AND INSPIRATION.

We closed Main Street and transformed our public spaces into a world full of fire dancers, light projection art, music, painting, weaving, pottery, film, photography, poetry and more, with tables in the open air to share a pie with our neighbors, and delight in all the excitement of the community.



MORE THAN 200 ARTISTS AND MAKERS BENEFITTED FROM ENGINE PROFESSIONAL SERVICES TO CREATE AND SHARE THEIR WORK.



"My favorite part is how we were taught. They put a lot of effort into making sure all of us understood and had a chance to do something. It was great seeing what we built being launched. It was cool because we built it...I had a ton of fun!" - Youth Education Program Participant



FY23 MUNICIPAL SERVICES BUDGET REQUEST

To the honorable Biddeford City Council, I am so grateful to have the opportunity to make this request. Good evening everyone. I am Jess Muise, Executive Director for Engine. I am also proud to be a Biddeford resident and homeowner in Ward 4.

Engine is requesting \$15K from the FY23 municipal services budget to support our ongoing creative economy work here in Biddeford.



Our Mission

At Engine, our mission is to connect and inspire our community through art, design, and education.

Our Vision

Engine envisions a community and economy in which art, design, and education are valued, integrated, and celebrated.

Engine's mission is to connect and inspire our community through art, design, and education.

We envision a community and economy in which art, design, and education are valued, integrated, and celebrated.

I believe that my standing here is already proof that Biddeford is a city that recognizes the economic and social value of arts and culture, and Engine is thrilled to partner with the city and a number of the organizations presenting here tonight on serving our community.



Biddeford's transformation is great story of leveraging the assets we were left with. But then what happens? How do we leverage this infrastructure to establish Biddeford as a destination for arts and culture in the region and beyond?

**IN 2021 ENGINE SERVED 4,000
BIDDEFORD RESIDENTS WITH
OUR PROGRAMS!**

*We know we can grow that with
your continued support.*



In 2021, Engine served 4,000 residents with our programs. Founded 2010, Engine is a 501(c)3 non-profit organization with a proven track record of using arts and culture as a tool for economic and community development. We know that commerce follows culture, art should integrate, not alienate, and that art, in its fullest expression, not only impacts individuals but transforms communities.



How did we reach our community?

Fringe Festival & River Jam in partnership with Heart of Biddeford



Fringe Festival & River Jam in partnership with Heart of Biddeford



EDUCATION: COMMUNITY ARTS

Biddeford Blooms: Community Weaving Project in partnership with the City and Maines Bicentennial Fund via the Maine Arts Commission. All of our education programs are sliding scale and often free and open to the public.



EDUCATION: COMMUNITY ARTS

This year we partnered with a team of other nonprofits and community leaders to provide activities at a variety of free family and community focused events, while providing meaningful income opportunities for working teaching artists in our community. Pictured here are the results of a project led by Project Immersive to engage kids young and old in painting with their feet! A piece of this project still hangs in Engine's windows on Washington Street.



Engine is proud to host Biddeford's ArtWalk, connecting artists and businesses to host monthly third Friday evening events that draw residents, visitors, and tourists alike downtown to spend at local retail shops and restaurants.



CONVENING & CELEBRATION: GALLERY

We know that our gallery is a hub for gathering and connecting, and at least twice a month we are providing free public access to high quality visiting artists recognized nationally and internationally in a variety of media including photography, dance, new media, public art, painting, music, songwriting, poetry, jewelry and metalsmithing, woodworking, digital fabrication, fiber arts, and more. Our platform to connecting with the public, our space provides high quality support to present work in an artist led environment to growing audiences.



CONVENING & CELEBRATION: SPECIAL EVENTS

We continue to show how creative placemaking is an important strategy in a changing community, and this is one example of how we can use arts and culture to build trust and relationships in new neighborhoods. Here you see local performing artists Assasi and St6f performing music live on the roof of the city's new parking lot before a free screening of new films by Maine artists in partnership with the Maine Outdoor Film Festival and Maine Street USA.



YOUTH PROGRAMS: COMPASS PROJECT



We have been thrilled to continue running our Compass Project in partnership with the Biddeford Schools this year. Through project-based learning and mentoring relationships fostered by staff and volunteers, students build academic skills, develop self-esteem and confidence, and prepare themselves for a role in the workplace and their communities.



We ran a limited number of youth programs and summer camps during 2021 due to COVID, and are excited to expand those offerings in line with our work with Compass as a wayfinding tool for youth development as well as IGNITE to inspire youth entrepreneurship projects through the arts.



ENGINE
PROPELLING THE CREATIVE COMMUNITY

CREATIVE ECONOMY: PUBLIC ART

Commissioned new public art, and submitted the city's first public art guidelines to the Downtown Development Commission in partnership with Economic Development.



CREATIVE ECONOMY: UNE SOCIAL IMPACT

We have an ongoing partnership with UNE's school of business to improve Engine's social impact in our community. That is one way Engine applies its own mission of sharing design thinking as a strategy to develop creative responses to social, economic, and environmental issues.



Biddeford Cultural Plan

Reinholt Consulting | November 2021



CREATIVE ECONOMY: CULTURAL PLAN

We were thrilled to serve on the steering committee for this important work of listening to community needs and responding to them in a strategic and coordinated way. We are excited to continue to work with the Biddeford Cultural Coalition to implement this plan over the next five years. Your support enables us to do that important collaborative community based work.

From Maine's Arts & Economic Prosperity Study

TABLE 5: Nonprofit Arts and Culture Event Attendees Spend an Average of \$31.38 Per Person in the State of Maine (excluding the cost of event admission)

	Residents	Nonresidents	All State of Maine Event Attendees
Refreshments/Snacks During Event	\$4.29	\$5.91	\$4.51
Meals Before/After Event	\$10.82	\$19.68	\$12.00
Souvenirs and Gifts	\$3.40	\$8.41	\$4.07
Clothing and Accessories	\$1.26	\$1.45	\$1.28
Ground Transportation	\$2.66	\$7.21	\$3.27
Event-Related Child Care	\$0.28	\$0.23	\$0.28
Overnight Lodging (<i>one night only</i>)	\$2.89	\$23.01	\$5.58
Other	\$0.36	\$0.60	\$0.39
Total Per Person Spending	\$25.96	\$66.50	\$31.38

How do we measure the economic impact of our work?

One of the metrics we look at is attendee spend. In Maine, nonprofit arts and culture event attendees spend an average of \$31.38 per person in communities where they attend events, which is in addition to the cost of event admission.

\$1 investment in arts organizations
= \$8 spending in the local economy

Your \$15K investment will result in an
additional \$125K investment into Biddeford's
local economy from spending alone.

For every \$1 invested in arts and culture organizations, 8 times that is returned right into the local economy - supporting our small businesses, retailers and restaurants.

Engine events attract close to 4000 attendees every year which means that your 15K investment will result in more than 125K spent right here in Biddeford.

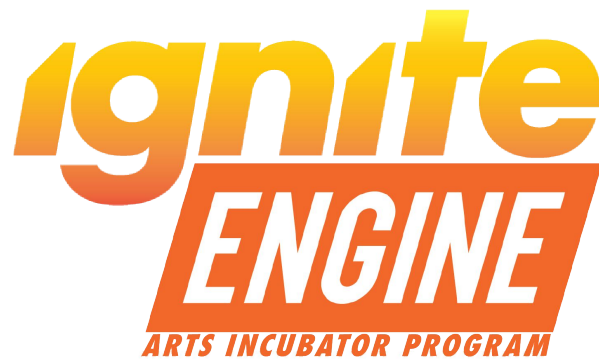
The data shows that cultural tourists spend on average more than other visitors, so we know that Engine is a valuable partner in supporting the tourism industry.

From Maine's Arts & Economic Prosperity Study

TABLE 2:
Total Economic Impact of Spending by Nonprofit Arts and Cultural ORGANIZATIONS
in the State of Maine

	State of Maine	Median of Participating Statewide Study Regions
Total Organizational Expenditures	\$92,577,604	\$423,849,454
Full-Time Equivalent Jobs	2,884	16,214
Resident Household Income	\$69,193,000	\$360,046,000
Local Government Revenue	\$3,214,000	\$14,323,500
State Government Revenue	\$4,009,000	\$20,720,500

Attendee spending is just one metric to understand the economic impact of our work. For every \$1 spent by arts and cultural nonprofits, we see a third of that returned as revenue to local governments, in addition to the jobs created and related increases in household income.



CREATIVE ECONOMY: IGNITE PROGRAM LAUNCH

In addition to increased spending for our local businesses and revenues for the city, per the Maine Arts Commission, "Maine's arts and cultural sector is our best weapon for building a 21st century economy — one that retains young people and attracts creatives, innovators, and investment to our state. The arts have played an active role in transforming many of our formerly manufacturing-based, rural towns into thriving cultural destinations. Additional investment in Maine arts and culture is a win-win for all Maine citizens."

To that end, launching this year, our new IGNITE creative entrepreneurship incubator will support design-focused small businesses like baby Hyperlites and Angelroxes, like O'Terra Designs, one of many creative small business operating out of Engine's facility as we speak.



IGNITE is a competitive ARTS, DESIGN and ADVANCED MANUFACTURING business incubator program

- **PROVIDES MATERIAL & PHYSICAL SUPPORT TO EMERGING SOCIALLY INNOVATIVE BUSINESS LEADERS**
- **OFFERS MENTORSHIP OPPORTUNITIES TO PARTICIPANTS**
- **BUILDS COLLABORATIVE SUPPORT and MENTORING NETWORKS THAT INTEGRATE BUSINESS SUPPORT RESOURCES REGIONALLY**
- **DELIVERS EDUCATIONAL PROGRAMMING WITH KEY PARTNERS**
- **CONNECTS IGNITE COHORT TO FUNDING OPPORTUNITIES AND ENTREPRENEURIAL ECOSYSTEM**

What is the IGNITE Program?



2022 IGNITE Cohort



MAINE MUSIC COLLECTIVO is an educational music collaborative that is dedicated to promoting the history of African influence in music across Maine. The project is being developed by Alejandro Graciano of Biddeford. Through IGNITE Maine Music Collectivo is developing a business plan and community networking opportunities that can help them grow their goals of regular performances, musical works and cross-cultural educational mechanisms therein.



OTERRA DESIGNS, founded and run by Erin O'toole of Biddeford is a small textile manufacturer of specialty canvas textiles for the mountain and sport climbing markets. Through IGNITE, Oterra will explore a growth strategy that considers long term sustainability goals including a system of managing employees and new value propositions that employ its existing infrastructure. Simultaneously Oterra will explore funding for advanced manufacturing equipment that can improve manufacturing of finished products and production efficacy.



THE CIRCULAR is a startup led by Saco resident Nick Schroeder, that is aiming to develop a business that acts as a "civic hub" through an evolving series of stylized arts, news and cultural events and programming. In-person events will be short-form, typically under an hour, and inexpensive (\$5 whenever possible) to the public. They will also be documented by video, archived and accessible to members virtually through a website and subscription-based newsletter.

Announcing the 2022 IGNITE Program Cohort!

Maine Music Collectivo // Alejandro , OTerra Designs, The Circular // Nick Schroeder



GENIUS BLACK is a producer, rapper, music business entrepreneur and social innovator based in South Portland. **GEM CITY** - is his brand of divas and bards who are telling a story of today's culture, and who are all defined by the unmistakably quality of place that is, the Maine Coast. Genius represents a collaborative network of musical talent that works to drive the intersection of arts, culture, quality of place and to tell the stories of the social fabric of our communities. **GEM CITY** is being honed through **IGNITE** as an adaptive business model that works to create career paths for the arts workforce through packaged content and digital media campaigns that open up career scale opportunities for talent.



BIDDEFORD COMMUNITY GARDENS, led by Biddeford resident Holly Culloton, is devoted to building and sustaining a vibrant, healthy, and equitable community through the creation of safe green spaces where residents can grow food in a supportive and educational environment. The spaces created are not just gardens, they are meeting places where the diverse population and cultures in Biddeford come together to exchange knowledge and share experiences.

Our green spaces and educational programs support the use of agriculture; and urban/suburban micro farm entrepreneurship to address issues of hunger and food insecurity in the local community.



FORGING COMMONS, lead by Rebecca Cote of Biddeford is an arts and education collaborative that creates public art works and curriculum for youth. A primary goal is the creation of vehicles for meaningful civic engagement through arts integration of public spaces in Biddeford. Our programs build a culture of Increased sensitivity about place and connection and inclusivity as part of building healthy communities.

Through **IGNITE Forging Commons** will define its business strategy and planning in support of their community based public art and education agenda. Significant collaboration with Engine and Biddeford Community Gardens, including the [Yellow Tulip Project](#).

2022 **IGNITE** Program Cohort continued

Genius Black, Biddeford Community Gardens // Holly Culloton, and Forging Commons
// Rebecca Cote



Collaborators

Content and Program Support:



Key Stakeholders:



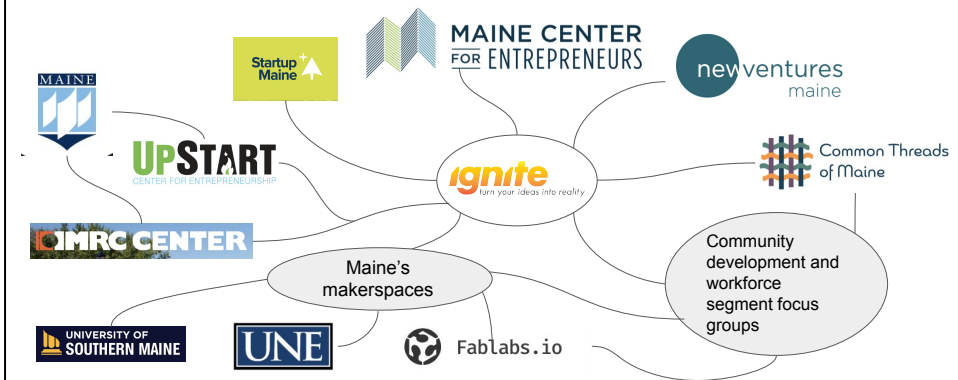
Funding:



These partners will have key contractual relationships with the IGNITE 2022 cohort's programming. We are grateful for the key partnerships we have with Heart of Biddeford and the City of Biddeford, as well as the funding support we've received for this program from the EDA, the Maine Community Foundation, and most recently Maine's Department of Economic and Community Development's Coworking Grants to support improvements at Engine's makerspace on Main Street to support the needs of small creative businesses in the downtown that will continue to support the creative economy's support of Biddeford's vitality and growth.



Key Program Goal: Connect the Arts and Culture Workforce in Biddeford to Maine's Entrepreneurial Ecosystem



Engine's work is part of a broader network of entrepreneurial ecosystem builders and we are thrilled to be offering the only incubator in the state of its kind.

THANK YOU



Engine needs the ongoing support of the City of Biddeford to thrive. Like Mayor Casavant has said, “art is so important to our ongoing renaissance.” We look forward to continuing to drive Biddeford’s economic development with your support.



February 1, 2022

Nichole Wood, Finance Director
City of Biddeford
Nichole.Wood@biddefordmaine.org

Dear Nichole,

On behalf of Biddeford families, I am writing to identify a need – and a solution. Biddeford families, especially as a result of the pandemic, have finite access to active, intentional summer programs for middle school students. While we have a wonderful recreational department that offers programs for middle school students, it cannot meet the needs of all families who seek such programs. Last year, Apex Youth Connection offered its first year of full-day summer Outdoor Adventure camps. These camps served boys and girls from grades 5-8 every day and taught outdoor skills like rock climbing, hiking, survival skills, and mountain biking. There were 90 spots available and, almost all through referral, we filled over 80% of those spots. Importantly, these full day camps had only a \$100 registration fee, with that fee waived for any family who needed it. There was no tuition.

Already this year, Apex has had multiple inquiries about this summer. Apex's camps offer a high level of adventure and exploration, with a variety of offerings so youth can participate in more than one session and learn a new skill each time. Parents remark on the quality of the programs, on the level of learning for their students, and on the accessible cost. They want another opportunity for their children to build self-confidence, problem-solving, and critical thinking skills. We are ready and able to help.

This year, our projected expenses to operate these outdoor summer programs are \$61,739 for 160 students. Through registrations we will bring in *at most* \$16,000 leaving us with a deficit over \$45,000. I have already secured \$15,000 in support of these programs; area foundations recognize the value of getting kids outside for their mental and physical health. We now need another \$30,000 to meet this need in our community. In order to keep these opportunities accessible for ALL families in Biddeford, we are asking you to allocate \$10,000 toward Apex summer Outdoor Adventure programs.

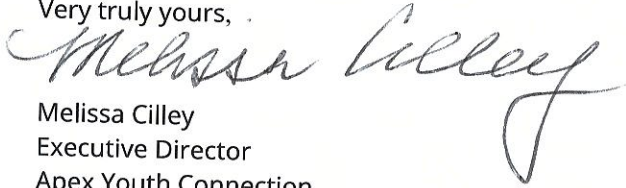
This need to support students in getting outside is more critical than ever. Recent research shows that fewer than 40% of pre-teens/teens participate in any type of activity outdoors. The impact is now recognized as "Nature Deficit Disorder," characterized by a variety of mental and physical health symptoms exacerbated by lack of time outside. There is a real reason so few kids are getting "out there," the average teen is consuming about nine hours of screen time *daily*, with up to 50% of teens reporting that they feel **addicted** to their smartphones! More teens than ever are suffering from mental health disorders, and increasing screen time has been recognized as a leading cause.

Studies show that one of the best ways to disconnect from smartphones is to get outdoors. Spending time unplugged, which is required for Apex programs, has been shown to regular unstable moods and increase nervous system responses.

As a community, we need our students to be ready to learn in the Fall. The pandemic has created massive stress on all our systems and we all need to work together to meet the needs of our children. Spending time in nature actually improves students' academic performance and Biddeford has a provider ready, willing, and able to help. That provider is Apex Youth Connection.

I look forward to the opportunity to share more. Please let me know if you have any questions or need additional information.

Very truly yours,



Melissa Cilley
Executive Director
Apex Youth Connection

Aspire. Persist. Explore.

Locations: 45 Granite Street & 46 Sullivan Street in Biddeford • Mailing: P.O. Box 783, Biddeford, ME 04005
www.apexyouthconnection.org • 207-282-9700 • director@apexyouthconnection.org



Aspire. Persist. Explore.

Youth reach the Apex when they

- Have at least two established relationships in the community *outsideschool* and family
- Have developed a written post-secondary plan
- Have a complete "Framework" for resiliency
- Have a personal plan including housing, financial wellness, mental & physical health, social and civic engagement
- Demonstrate active participation and stewardship in the natural world

Youth move up the Apex pyramid through strengths-based and youth-led strategies focused on personal responsibility, skills development, and connectedness. Youth may participate in more than one program.

Integration level:
targets grades 9-12

Apex Bike Factory — leadership level

Youth take ownership of ABF at this level, learning budgeting & finance, inventory control, customer service, marketing & media, as well as team management. ABF leadership youth are actively pursuing career connections with mentors and/or post-secondary, as well as developing their personal portfolio for independence as adults.

T2C LEAD

T2C LEADers meet weekly with peers and adult mentors to develop and plan for the excursions and expeditions for all T2C. Youth take increasing ownership of the program as they build cumulative skills, while also developing aspirations and relationships with adult mentors. T2C LEADers also take excursions of their own!

Apex Outdoor for Life

Also in development, youth at this level will explore leadership in and through outdoor education, adventure, and expeditions. Youth will have the opportunity to facilitate outdoor sessions for youth and adults, building stronger skills to pursue any career path, including those that take them outdoors.

Junior Mechanics and Apex Bike Factory

At this level, ABF introduces youth to workplace expectations and to the many opportunities available to them through career exploration and mentorship. Candidates are interviewed by ABF youth management and, on becoming members of the team, receive performance reviews and a stipend for reaching their targets.

Trek2Connect (T2C)

T2C builds aspirations through mentored excursions. Youth travel monthly to a different destination, exposing them to a wide variety of experiences with peer and adult mentors building aspirations and relationships. The excursions are free to the student, with participation earned through 2 hours of community service.

Apex Expedition

This program is in development for launch in Summer 2022. It will provide a second level of skill progression for youth in Adventure & Exploration programs. Expeditions will continue to build on the engagement skills already learned and apply them in wilderness settings.

Family Engagement

Youth can best engage in Apex programs when we have a trusting relationship with their families, so we provide support and engagement opportunities for families — even before their children are involved in our programs.

Youth & Community Engagement

Apex staff is at the schools, in the neighborhood, and active across the community in support of families and children.

Makers & Breakers

Youth connect with peer & adult mentors to learn STEM principles and creativity as they put things together...and take things apart.

Apex Does

With a focus on introducing youth to service, this program uses hands-on activities to build a connection between each youth and his/her/their community.

"One-Off" Adventures

These single-day adventure activities include everything from open cycling rides, to mountain biking, to camp-craft, to rock climbing.

Adventure Academy/Adventure Camps

These scaffolded outdoor programs help youth build skill, strength, and confidence during summer/vacations.

Outdoor Adventures

Youth explore Clifford Park and other area spaces, to increased access to the outdoors while discovering more about the natural world — and themselves!

Engagement level:
targets grades 5-6

York County
**COMMUNITY
ACTION**
Corporation

City Council
City of Biddeford
205 Main Street
Biddeford, ME 04005

November 22, 2021

Dear Biddeford City Council:

By this letter, YCCAC is requesting for year 2022 funding from the City of Biddeford in the amount of \$4,000. These funds are critically important to meeting the local cash match requirements applicable to much of the State and Federal funding, which enables us to provide a wide range of services to the elderly, disabled and low-income individuals of York County.

All of the funds we are requesting will support the direct services we provide to residents of your community, and the amount of your contribution will be multiplied many times in the value of these services. This work clearly helps to reduce reliance upon general assistance, and we trust that you have seen a positive impact from it in your community over the past year.

Please note this year that we have added to the “Services Provided” profile a new category: Rental Assistance. This records the number of households in your community that received financial assistance through the Rental Assistance Program over the past 12 months. The program is administered in York County by York County Community Action Corporation. The dollar value of the service is denoted by asterisk at the bottom of the page.

We would be happy to provide additional information at your request, and we would especially welcome an opportunity to meet with you to discuss our funding request personally.

Thank you for your consideration of this request and also for your past support.

Very sincerely,



Brad Bohon
Community Relations Manager
York County Community Action Corporation
6 Spruce Street
Sanford, ME 04073
207 408-5625

Wood, Nichole

From: Wood, Nichole
Sent: Tuesday, March 8, 2022 12:29 PM
To: Wood, Nichole
Subject: FW: Budget Item

-----Original Message-----

From: Mills, Bobby <Bobby.Mills@Biddefordmaine.org>
Sent: Tuesday, January 18, 2022 7:16 PM
To: Bennett, James <James.Bennett@Biddefordmaine.org>
Subject: Budget Item

As you may recall we had a \$500 budget item for our Halloween Festival we had in mechanics park every year. We didn't have an event in 2020 or 2021. I don't know if the line item is still there or not, but we're planning on doing it this year. Would I need to go thru the process as I did before thru the finance committee to reinstall it if it's not there.
Thanks as always.
Bob

Sent from my iPad

Wood, Nichole

From: Ron Gobeil <rjgobeil@hotmail.com>
Sent: Tuesday, January 25, 2022 2:48 PM
To: Wood, Nichole
Cc: Demers, Jeff; Charlotte Jacques; Becky Henry; Leo Letendre; Dave Gagnon; Ron Gobeil
Subject: Budget Request

To: City of Biddeford Finance Committee
From: Biddeford Project Canopy Committee
Date: January 25, 2022
Re: Request for Full Funding for FY 2023

The Biddeford Project Canopy Committee respectfully requests that the Finance Committee approve our full funding request in the FY 2023 budget.

These funds will be used in the following ways:

1. The development of a city-wide Tree Maintenance Plan and Ash Borer Mitigation Strategy.
2. Identify, maintaining and addressing all tree safety concerns.
3. Maintaining an ongoing nursery stock of trees.
4. Promoting an educational school program by working directly with teachers and students.
5. Developing a brochure for a City Tree Identification Walk.
6. Seeking grant opportunities for the city. All state grants require matching funds.
7. Work in partnership with the Rec Department, Public Works, the School Department, Heart of Biddeford, Biddeford Adopt-a-Park and many Biddeford non-profits.
- 8.

We greatly appreciate your consideration on our request.

Respectfully,
Ron Gobeil
Biddeford Project Canopy Chairman

Wood, Nichole

From: Chrystina Gastelum <chrystina.gastelum@gmail.com>
Sent: Monday, January 24, 2022 12:13 PM
To: Wood, Nichole
Subject: Municipal Services Budget Request

Dear Ms. Wood,

The conservation commission would like to request \$5000 for the upcoming budget cycle. This is the same amount of funding that our prior year's budget allowed.

Our work will include:

- * Completing, updating, and mapping our working landscape, water bodies, habitat and open space inventory (a requirement of our charter in the city's ordinance)
- * Water quality projects, especially related to Thatcher Brook
- * Climate education
- * Occasional field biologist work
- * Website update and other outreach
- * A possible intern to support some of these goals

Many thanks,

Chrystina Gastelum

Chair, Biddeford Conservation Commission

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Chrystina Gastelum (gas-TELL-um) - she/her

January 27, 2022

James Bennett
City Manager
City Hall, 205 Main Street
City of Biddeford

RE: Historic Preservation Commission FY23 Budget Request

Dear Mr. Bennett and Budget Committee,

I am writing as the Chair of Biddeford's Historic Preservation Commission.

Historically, our budget has been flat at \$800.

We are pleased to say that by FY23, we will become a Certified Local Government; our application has been approved by the State HPC and is now with the Department of the Interior.

From Maine's HPC website: *Becoming a CLG gives your municipality:*

- *Ability to preserve structures that reflect the community's heritage*
- *To promote pride in your community's history*
- *Another tool when considering planning, zoning, and land use issues using local historic properties*
- *Technical help and training from our office*
- *Access to a network of local, state, and federal preservation groups*
- *Eligibility for grants to assist local preservation programs*

This will be a major achievement for the City and full credit goes to our City Staff Liaison, Brad Favreau in the Planning & Development Department, for working so hard to make this happen. Because additional annual training is required for the commissioners as part of CLG status, our budget request for FY23 is \$2,000. This estimate for the amount that should cover training is based on conversations Brad has had with Megan Rideout and Christi Chapman-Mitchell at the Maine Historic Preservation Commission.

Thank you for considering our request.

Yours sincerely,

Jeff Cabral
Chair, Biddeford Historic Preservation Commission.

Boards/Committees/Commissions

Board/Committee/Commission	Request	Description
Historic Preservation Architectural Survey	\$25,000.00	The survey will provide an inventory of Biddeford's historic building assets, detailing the historic significance of structures in the historic district. Existing survey was completed in 1999 and is in pressing need of update. This survey will assist Historic Preservation Commissioners issue conclusive Certificates of Appropriateness for alterations to historic buildings, maintaining the architectural significance of downtown.
Historic Preservation Design Guidelines	\$25,000.00	Required under the terms of Maine Historic Preservation Commission's Certified Local Government status. The Guidelines will assist property owners in the historic district by clarifying preservation principles and encouraging appropriate alterations to buildings or structures. Design guidelines will help maintain the architectural fabric and integrity of Biddeford's historic downtown, protecting property values.
Climate Change Action Plan	\$74,000.00	Outlined in the Biddeford City Council Climate Emergency Declaration of October 2020. Will identify Biddeford's vulnerability to a changing climate and provide mitigation and adaptation recommendations that will protect public health, the built environment, and natural resources. Will help protect Biddeford's coastal property valuation, tourism based business, and fisheries. Will provide a framework to improve resilience of both man-made and natural systems to withstand future weather-related shocks.
Neighborhood Mini-Grants Program	\$14,000.00	The CAC in 2020 expanded its scope of work on more city-wide efforts that are not directly supported by CDBG funding. This program would allocate \$2000 to each Ward in Biddeford for a neighborhood generated project(s). The CAC and staff would manage this program by holding neighborhood (Ward) meetings to generate project ideas and by assisting in the selection of projects. This program will enable elected officials and staff to engage community residents for small projects with potentially large neighborhood impacts.
Citizens Advisory Committee (CAC) Intern	\$3,000.00	The CAC in 2020 expanded its scope of work on more city-wide efforts that are not directly supported by CDBG funding, and this work could greatly benefit from additional assistance through an intern. The intern would support the work of the CAC for roughly 20 hours a week for 6-10 weeks with the requested funding. The benefit to the City is better community engagement in the neighborhoods and the work would support efforts already underway by the communications department.
	\$141,000.00	

Introduction

The Citizens' Advisory Committee (CAC) has focused on expanding their work to address community and neighborhood needs and engagement. Initially, the CAC's only role was to assist with Community Development Block Grant funding – e.g. reviewing Annual Action Plans, progress of projects, amendments, etc. In past years, neighborhood engagement work was set up as a separate committee from CAC. In 2020, the CAC submitted a policy change that expanded their purview to include this engagement work. These requests have developed out of their planning process.

Neighborhood Mini-Grants Program

As an update to the information already provided*, the CAC has developed a timeline for engagement work:

1. Complete development of a neighborhood walk survey in order to have a database of information on neighborhood ideas/needs/etc (this work is nearly complete).
2. Work with UNE student volunteers, organized by Heart of Biddeford, to beta test the survey through the end of May.
3. Refine the survey based on feedback from beta testers and launch to the public. Members of the public would be encouraged to complete the survey in their own neighborhoods.
4. Hold Ward meetings in June/July – these would largely be guided listening sessions, where Ward residents (and others with a specific tie to a Ward) would share thoughts/concerns/ideas on their Ward and neighborhoods. The conversation would be guided by the initial information received during beta testing. The neighborhood survey would be promoted at these meetings.
5. Hold guided Ward/neighborhood walks in August/September, where groups would go out in their neighborhoods and discuss the information collected through the above steps.

The proposed grant program would strengthen this work, allowing Ward residents to consider projects they could tackle with the allocated amount. Staff and CAC members would assist Ward groups with this process, including information on models like participatory budgeting and on cost feasibility of projects.

Intern

To expand on the information shared above, an intern would be an asset to this work. They would assist with data processing and compilation, increased outreach and marketing efforts (supporting both Planning & Development Department and the Communications Department), and developing an ongoing plan for neighborhood engagement after this series of meetings is complete.

*Information Previously Submitted:

The CAC in 2020 expanded its scope of work on more city-wide efforts that are not directly supported by CDBG funding. This program would allocate \$2000 to each Ward in Biddeford for a neighborhood generated project(s). The CAC and staff would manage this program by holding neighborhood (Ward) meetings to generate project ideas and by assisting in the selection of projects. This program will enable elected officials and staff to engage community residents for small projects with potentially large neighborhood impacts.

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