



ECONOMIC RECOVERY IMPLEMENTATION HUB

Supporting Businesses &
Entrepreneurs Impacted by
COVID-19 in Kennebec & Somerset
Counties



Agenda



**Program
Overview**



**Four Scopes
of Services**



**Grants –
Program
Guidance &
Application**



Q&A

Meet Our Team



Garvan Donegan
Director of Planning,
Innovation,
& Economic
Development



Gabe Gauvin
Assistant Director of
Economic
Development &
Strategic Projects



Sabrina Jandreau
Development
Coordinator



Susan Ruhlin
Dirigo Labs
Managing Director



Emalee Couture
Dirigo Labs
Program Manager

Program Overview



Technical Assistance

Providing assistance to new businesses and entrepreneurs looking to grow or strengthen their operations in Kennebec and Somerset Counties



Technical Assistance – Diversity

Improving the acute disparities in economic recovery for small businesses owned by Maine's racial, ethnic, and linguistic minorities



New Business Grants

~\$700,000 in non-dilutive grant funding for eligible early-stage businesses and entrepreneurs



Entrepreneurial Training

Supporting startup and entrepreneur training and resources, including advanced pathways into Dirigo Labs' competitively selected accelerator program

ERIH New Business Grants Funding Categories



Small Business Growth Grants

Example: Prototyping, short-run MVP production, incorporation & legal costs, up-front costs for new site location/expansion, and equipment

Grant Amount:
\$5,000



Spark Enterprise Grants

Example: Scaling operations, executing a long-term lease agreement, purchasing of tech & equipment, etc.

Grant Amount:
\$10,000



Innovation Grants

Example: Designed for applicants who have identified urgent needs to enable commercialization, scaling, and/or launching of their program or product

Grant Amount:
\$25,000-\$49,000



Special Project Grants

Example: Funds for businesses looking to engage in a major project, contract, scaling goal, or capital expenditure related to space, equipment, or staffing

Grant Amount:
\$10,000-\$49,000

Eligible Activities

Equipment Needs

Manufacturing; technology; communications; etc.

Scaling

Permitting, regulatory, licensing, and/or legal costs;
Software; Distribution;

Expansion/Relocation

Construction & utility costs; local operating permits
and/or licenses

Research & Development

Hiring of New Staff

Not a comprehensive list of eligible activities



Guidelines & Eligibility

ERIH Grants



- Started operating on or after January 1, 2020, and be located in Kennebec or Somerset Counties in Maine.
- Proof of COVID-19 impact is required.
- Businesses must be registered with the Maine Secretary of State's corporate registry. Sole Proprietors can provide alternate documentation (e.g. last year's 1040 and Schedule C or self-certification)
- Must have a significant presence in Maine, with 50% or more employees based here.

Required & Encouraged Materials ERIH Grants

Required Documentation

1. Budget form / Documents
2. Completed W-9
3. Tax Year Data, Income Statements, and/or Profit and Loss Statements showing COVID-19 impact
4. Most recent financial statements (if applicable)

Encouraged Documentation

1. Supporting documents establishing need and/or future goals (e.g. business plan, revenue models, market studies, project timeline, etc.)
2. Letters of Support from relevant local partners, peer organizations and/or community organizations

ERIH Grant Budget Form

BUDGET FORM 2023

Central Maine Growth Council - ERIH Direct Grants to Businesses & Entrepreneurs

1	Organization Name:	
2	Grant Category:	
3	Total Requested Funding:	

Specific Project Tasks & Associated funds:

4	Task Description (Examples below)	Requested Funds (CMGC/Grantor)	Total Project Cost (The sum of all funding supporting the project. May be the same amount as Requested Funds)
5	<i>Equipment</i>		\$ -
6	<i>Overhead</i>		\$ -
7	<i>R&D</i>		\$ -
8	<i>Transitional Space</i>		\$ -
9	Project Total	\$ -	\$ -

ERIH Grant Application Scoring Criteria

Each ERIH Grant Program application will be competitively scored according to the following criteria:



Potential economic impact in the community/region

25 points



Negative impacts experienced due to the COVID-19 pandemic

20 points



Quality of proposed plan or project and compliance with ERIH Program Guidelines

15 points



Jobs created and/or supported

15 points



Financial feasibility

15 points



Long-term value/viability/project endurance

10 points

Grant Reporting ERIH Grants

- Reporting will occur every six months throughout the project performance period.
- Once completed, a final closeout meeting will be held. A final project report will be due at this time.

All Reports Should Include

- Relevant growth metrics (e.g. additional PTE/FTE, sales and revenue growth, new products, research & development achievements, growing market share, new stakeholders, partnerships, investment, etc)
- Updated budget tables reflecting the ongoing outlay of award funding.
- A brief narrative economic summary of project status, recent challenges, successes, and any newly developed goals for the next period.



ERIH Grant Checklist



Completed Grant Application/Questionnaire Form



Signed and dated W-9 Form



Documents showing the entity was established on or after January 1, 2020



Most recent collected financial documents, documents supporting claims of impact experienced due to Covid-19 (example documents provided in Program Guidance)



Project budget template completed



Signed and dated Agreement to comply with state and federal reporting requirements (form provided)



Case Model #1: Jane & John's Noodle Bar

Well loved family owned establishment serving Somerset County Community for 20 years

- **Requesting:** \$35,000
- **Funding use:** Purchase of new equipment: Noodle Extruder 3000, would create 2 new jobs and allow for dining room expansion
- **Impact Due to Covid:** Demonstrated and documented drop in customers and revenue from 2020-2022.
- **Application forms:** Complete

Is this an Awardable Project?



Case Model #2: Composites 'R' Us

Start-up Composites Manufacturing Facility established in 2021 supplying to industrial manufactures and R&D on novel composites for market

- **Requesting:** \$50,000
- **Funding use:** Build out and fit up of new expanded lab testing & manufacturing space. Strategically located near Portland Jetport Logistics Hub. Would retain 3 full time jobs & create 1 new part time position.
- **Impact Due to Covid:** Demonstrated and documented supply chain impacts, elevated raw material costs, and shipping delays due to pandemic.
- **Application Forms:** Complete

Is this an Awardable Project?



Case Model #3: Community Bike Hub

Downtown Bike & Gear shop and free Repair Hub, located in Kennebec County

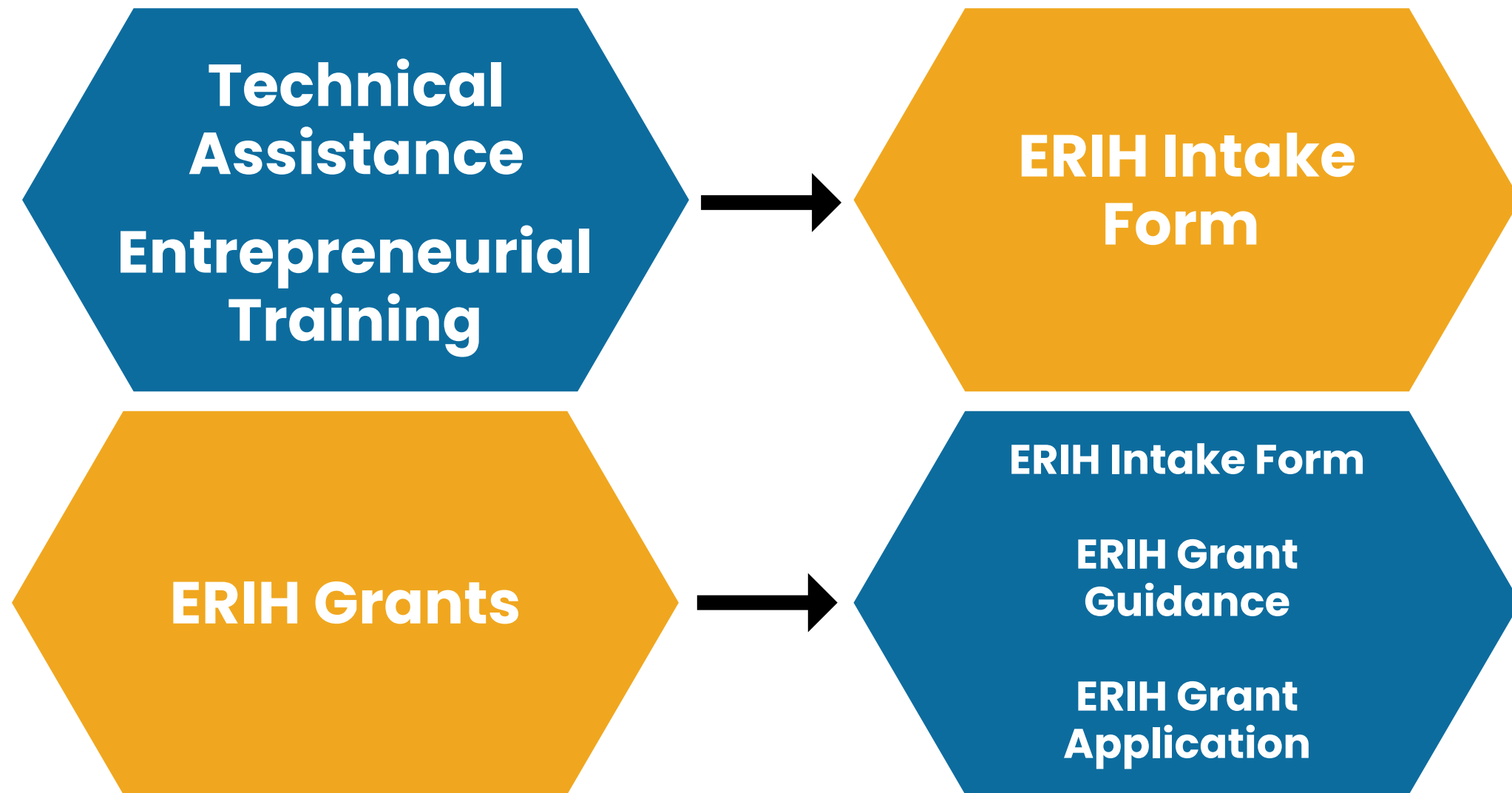
- **Requesting:** \$42,000
- **Funding use:** Funding would establish inventory & staff to provide democratized transportation access through a gear-share modeled bicycle resource. Would create 3 part time positions.
- **Impact Due to Covid:** Opening in February 2020, demonstrated revenue loss, supply chain issues, and surged prices due to pandemic. Caused programming to be narrowed from rollout for 3 years.
- **Application Forms:** Complete

Is this an
Awardable
Project?



Next Steps

For all eligible business and entrepreneurs located in Kennebec and Somerset County interested in learning more about ERIH services and grant funding, follow the steps below:



Partner Resource Hubs



Southern Maine Planning & Development Commission
Southern Maine



Greater Portland Council of Governments
Cumberland County



Eastern Maine Development Corporation
Eastern Maine



Northern Maine Development Commission
Northern Maine



Midcoast Council of Governments
Midcoast Maine



Androscoggin Valley Council of Governments
Western Maine



Questions?

For more information, please visit
<https://www.centralmaine.org/economic-recovery-implementation-hub/>

