A Strategic Partner Lender for Maine’s Small Businesses
Traditional Role of Economic Development Organizations:

- Strengthen small business
- Retain and create new jobs
- Improve economic opportunity
- Build stronger communities
New Role For Economic Development Organizations:

- Client Focused
- Diagnosis of Issues
- Social Return
- Targeted Investment
EMDC:CSI

- Sector Based (EMDC 8)
- Meets Strategic Goals of Region
- Provides Pathway for Career Advancement
- Basic Quality Jobs
Risk/Value Assessment

- High Risk
- Low Risk
- High Value
- Low Value
EMDC CSI: Client Service Investment

- More successful small businesses $$
- Partnership with Business, Employees, Educational systems, and the Region
- Advancement of Regional Strategy
- Building Capacity for Growth