



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

▶ High Value



▶ Low Risk

▶ Low Value

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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

