



# Economic Development

---

---

---

---

Introduction to Department

**Economic  
Development  
Director**

# Major Responsibilities/Duties

## Mission Statement

“The Economic Development Department (EDD) is committed to assuring high quality and sustainable development in Saco. The Department’s focus is on the expansion and diversification of Saco’s tax base and the support of quality employment opportunities for our residents, with a primary focus on the development of our commercial and industrial sectors.”

# Major Responsibilities/Duties

- Development
  - We are “Business Friendly” in our actions
  - We maintain an environment and processes that are responsive to the needs of:
    - The businesses and entrepreneurs in Saco, and
    - Those looking to establish, expand, or relocate new businesses in Saco.
  - We seek to ensure that they have access to ample resources and world class infrastructure to successfully operate in highly competitive and often global markets.

# Major Responsibilities/Duties

- Development

- We act as the “champion” for businesses and entrepreneurs looking to do business in Saco.
- We assist them in working through the development approval process within the City of Saco and to coordinate their contact with the various departments, approving boards, and commissions that may be involved in the development approval process. We do the same at the state and federal level and with our utility partners.

# Major Responsibilities/Duties (Continued)

- Business Attraction
  - The Department develops and markets business and industrial parks, promotes the downtown and larger community in conjunction with: Saco Main Street, Inc. and others, and works with property owners and developers to promote projects meeting the city's economic development goals.

# Major Responsibilities/Duties (Continued)

- Marketing
  - We employ a variety of methods and communications platforms to tell the many positive Saco stories within our community, Maine, New England, and beyond.
  - We often do this in collaboration with our downtown organization, Saco Main Street, Inc., our sister city, Biddeford, and other organizations that work to promote the Saco Bay region.
  - Our marketing efforts are targeted at businesses, residents, and visitors.

# Significant Accomplishments

- Complete Revision and Enhancement of Economic Development Protocols, Procedures and Policies, including but not limited to:
  - **Economic Development Protocol**
    - No poaching from neighbors
  - **Economic Development Prospect Procedure**
    - If we can't help we'll refer you to others who might be able to
  - **Development Districts and Tax Increment Financing Guidelines**
    - More City Centric
  - **Financial Disclosure Protocol**
    - If you want an incentive you have to provide greater disclosure



# Significant Accomplishments (Continued)

- Development of Expanded Downtown Development District
  - Submitted and pending State approval
- Submission of two MeDOT Pedestrian Way Grant Applications
  - Awaiting decisions from the State of Maine
- Settlement: Defosses/WWS Lawsuit-likely 2 \$7-10 developments
- Sale of Mill Brook Lot #5 and Lot #6 to close 11/07/17
- Approval of 16-28 Cutts Ave. Redevelopment
- Disposition - Sale of Unit 91 - Tax Acquired Property - Resolution Proposal to be presented to the City Council on 11/02/17
- Approval of several other development projects of smaller scale

# Current/Ongoing Projects

- Working on several development opportunities - some of them include:
  - Logistics Firm-Saco Industrial Park \$10 to \$12 MM and 50 to 80 jobs
  - Unnamed Firm-Portland Road - \$10 to \$12 MM and 150 to 200 jobs
  - Existing Firm Expansion - Up to \$10 to \$12 MM and additional 15 jobs
  - Multi-Use Development Saco Island - \$30MM to \$40MM
  - Negotiating Sale of Lot #4 Mill Brook - \$1.0MM+/- and 16 to 21 jobs
  - Negotiating Sale of Lot #14 Spring Hill - \$ investment and # of jobs TBD
  - Two other City owned lots in discussion/negotiation for sale - early stage
  - Negotiating ROW between Lots #3 and #4 in Mill Brook Business Park
  - Working with Planning Department on update of Comprehensive Plan
  - In discussion w/several other parties re: developments/expansions
  - Finalization of go forward Marketing Plan

# Building Permits- a quick look

- Numbers up by 10% over Year to Date thru October.

Year	Building permits	Cost of Construction	Permit fees collected
2014	359	\$18,568,542	
2015	425	\$23,056,561	\$251,339.00
2016	428	\$40,589,992*	\$454,643.00*
2017	467	\$30,526,518	\$336,742.00

\*Chinburg (Saco Mill 4) was one permit with a construction value of almost \$12,000,000 and a permit fee of \$130,795

# Housing - a quick look Approved & Pending

Project Name	Number / Type	Approval Date
West Side Village subdivision	90 lots	5/16/2017
300 Bradley St	11 lots	9/6/2016
Duross Place	8 condo units	6/6/2017
Cutts Street LLC	77 apartments	1/17/2017
Libby's Landing	11 lots	2/7/2017
Clark's Hill	5 lots	5/16/2017
Lombard Estates	10 lots	6/20/2017
32 Market Street	10 units	10/18/2016
Hilltop on Jenkins	6 lots	12/20/2016
Saco Island West, Bldg. 3 only	24 residential micro-units	10/17/17
Projects waiting for approval		
Brick's Cabins	7 units + 1 commercial bldg.	
Sandy Brook subdiv	25 lots	
64 Ocean Park Rd	6 units	
43 Cumberland Ave	3 units	
Settler's Landing, Phase 2	20 units	
T&T Leasing	8 lot commercial subdivision	

# Recognized and/or Potential Obstacles/Limitations

- Internal Staffing Level
  - Time to consider adding a 2<sup>nd</sup> Economic Development Position?
    - This is in annual budget / work plan to due as set forth in budget following the approval of Downtown Plan by the State
- Workforce Adequacy, Training, and Development
  - We have more folks leaving the workforce than are entering and we have a growing number of job opportunities
    - Leadership Maine project and other initiatives.

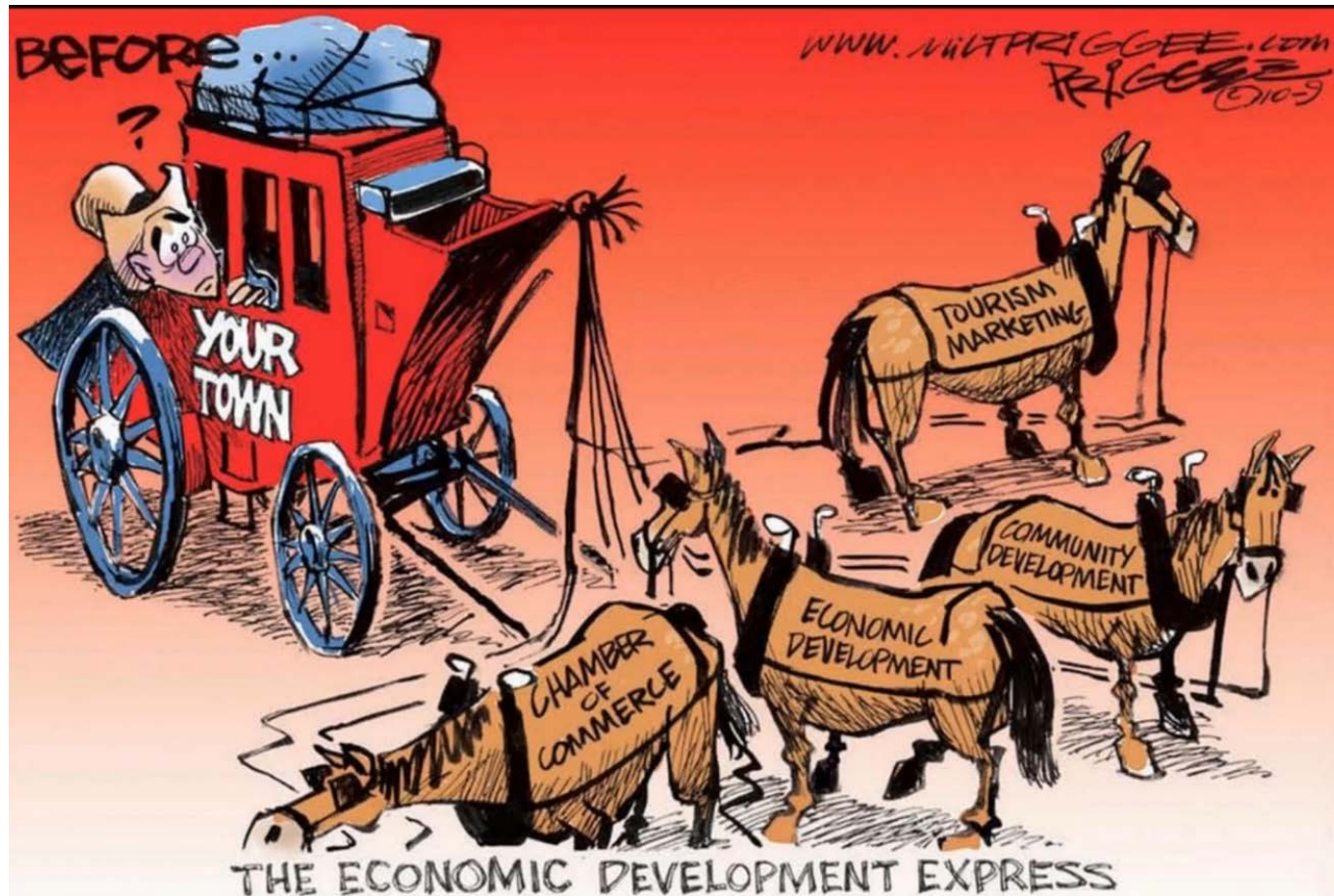
# Looking Forward

- Staying on top of development opportunities
- Becoming more selective with opportunities
- Seeking additional development land for future growth
  - Looking at a few options.
- Enhance Marketing and Communications
  - Council Update sent earlier today - negotiating with vendors
  - Sharing Saco's natural assets, growing assets (hospitality, restaurants, events) to grow tourism sector of Saco's economy

# Challenges and the Path to Success

- Clarity of Expectations, Roles, and Goals
- Collaboration, education, and patience are essential
- There are only three things that will stand in our way:
  - Local politics
  - Lack of champions
  - Lack of money
    - If we have the right champions on board, we will get past the politics and we will find the money to make the investments that will result in our collective success!

Get everyone on the same page,  
pulling in the same direction!





We are far more effective as one loud voice than a number of independent small voices.



Questions &  
Thank you,  
All of YOU!