



ECONOMIC DEVELOPMENT

2018 BUDGET PRESENTATION

CITY OF SACO

RECOMMENDED BUDGET

	FY 2017 BUDGET	FY 2018 BUDGET	\$ CHANGE	% CHANGE
Appropriations	210,110	210,103	(7)	0%
Revenue	0	0	0	0%
Net Amount	210,110	210,103	(7)	0%

MAJOR INFLUENCES – FY'17 AND ONGOING

- **Business Development / Advocacy, Retention / Attraction, & Marketing**
 - Several approved projects moving forward
 - Cutts Avenue, LLC – should begin in June, 2017
 - Saco Mill NO. 4 – 150 Market rate Apartments – All pre-leased 90 come online April 1, 2017
 - Caldwell Banker has leased office space
 - Search for Restaurant / Brewery continues 26,000+ sq. ft. Retail, Commercial / Office/ Light Manufacturing remain available .



MAJOR INFLUENCES – FY'17 (CONTINUED)

- **New Development Activity**

- Several Expansions

- Notables include:

- POC Collision (RP Bell) on Ocean Park Road
- KOA Campground On Spring Hill Road
- Sure Winner Foods on Lund Road
- 89 Industrial Park Road – several new businesses including seaweed farming and Medical Marijuana



MAJOR INFLUENCES – FY'17 (CONTINUED)

• Expansions in Process / Sale Discussions

- More activity in the Industrial and Business Park than in last 5 years combined.
 - Expansions:
 - Cape Seafood – 84-86 Industrial Park Road
 - Bosie (former Wood Structures) 70 Industrial Park Road \$2.0MM Expansion) 10 to 20 jobs ½ relocated & ½ new
 - 3 businesses in the Spring Hill section of Saco Industrial Park
 - New Gym Businesses at 15 Lund Road
 - 3 other buildings / business in the Saco Industrial Park
 - Sale / Development discussions about:
 - “Brockway Smith” Lot on Industrial Park Road – 40 to 50 jobs – possible subdivision
 - 3 lots in Mill Brook Business Park - 30 to 35 jobs with one employer & 15+ with another related firm
 - Discussions with manufacturer, distributor, and a few other early stage conversations about space in Mill Brook.
 - New activity on Elliott Chamberlain’s Commercial lots on Portland Road

FOR SALE : MILL BROOK BUSINESS PARK
Saco, Maine 04072

Mill Brook Business Park, the newest of Saco's business parks, is an impressive 24.5+ acre park with ten ranging from 2 to 8 acres each. All lots are served by public water and sewer. The park is well located off I-95. Please One stop gas one mile from Interstate 95, Exit 85.

LOT	IDEAL ACRES	TOTAL ACRES	ASKED PRICE
1*	0.40	0.40	\$160,000
2*	2.80	2.70	\$170,000
3	0.17	0.72	\$170,000
4	1.80	0.80	\$100,000
6*	0.20	0.81	\$100,000
8	0.50	4.20	\$111,000
7	7.00	10.01	\$100,000
9	0.24	10.10	\$100,000
10*	7.00	11.00	\$100,000

For more information, please visit www.saco.biz

The Dunham Group
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SPRING HILL SECTION SACO INDUSTRIAL PARK
MAINTENANCE (INTERSTATE)

Located in the progressive, vibrant business community of Saco, Maine, Spring Hill Park is a 24 lot business park with one lot remaining. The Park is conveniently located just off I-95, Maine Turnpike Exit 25. Spring Hill Park's attractive sites are zoned I-1, which permits a wide variety of uses. Sites are fully serviced by water, sewer, natural gas (coming Summer 2016), and modern communication infrastructure (multiple broadband provider choices).

Saco Industrial Park

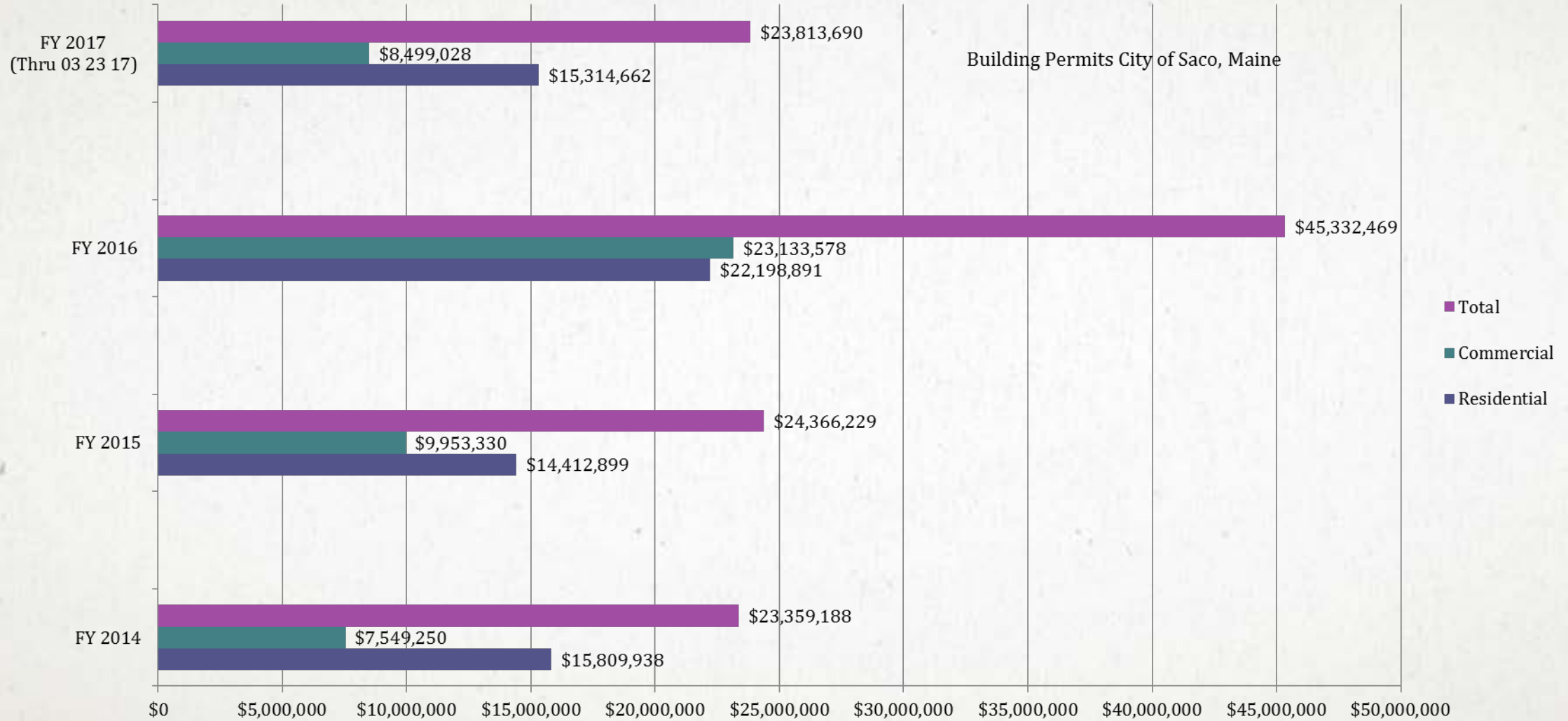
ONLY ONE LOT LEFT

LOT	USABLE ACRES	TOTAL ACRES	PRICE
14	7+	13.33	\$289,000

- Efficient local planning/approval process expedites permits and construction.
- Proactive covenants ensure maintenance of uniformly high quality aesthetic appearance and atmosphere.
- Training and tax benefits under the State of Maine's Free Zone Program.
- Saco Area Economic Development Corporation can assist with loan programs.

Contact: William J. Shann, Economic Development Director • (207) 282-3487 • wshann@sacomaine.org

CITY OF SACO BUILDING PERMITS FY '14 THRU FY '17 (THRU 3/23/17)



MAJOR INFLUENCES – FY'17 AND ONGOING

- **Unit 91 Resolution**

- Many Complex Issues

- Working to resolve easements, heating issues and sell in next 2/3 months
- New Development in Building #3 = 24 Residential Units

- **Defosses Settlement**

- Should be finalized within next month

- **Issues and Challenges**

- **Aging and adequacy of workforce**
 - **Anti-Blight Ordinance – with penalties**
 - **Building tool box to compete effectively and timely**
 - **Minimum wage (Maine different than other states)**
 - **Education surcharge on higher earners**
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MAJOR INFLUENCES – FY'17 AND ONGOING

- **Downtown & Tools**

- Saco Main Street – rebuilding going well – much more activity
 - New Board & Director working to build relationships with downtown business and develop broader community support
 - Downtown Development District
 - Retain local Tax Dollars Locally (Est. \$38MM over next 30 years)
 - Proposing Economic Development Grants to mitigate Impact Fees
 - Proposing Commercial Façade Matching Grant Fund for Downtown
 - Proposing Revolving Loan (Needs based Grant) Fund for Residential owner occupied 1 to 4 unit buildings in downtown
 - Shift budget to be funded by Development District Revenues not General Fund.
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MAJOR INFLUENCES – FY'17 AND ONGOING

- **Marketing**

- Several cable TV commercials
- Saco Brochure highlighting events and attractiveness of community
- Several media buys to support and get Saco noticed beyond the immediate area
- Continued collaboration on this with Biddeford
- RFP – Delayed due to workflow – going to get done in April
 - Want to do and do well - not rush.

- **Comprehensive Plan Update**

- Bring the Comp Plan up to date and focus on Downtown and Waterfront at beach.
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Economic Development Organization Chart

Economic
Development
Director

Administrative
Assistant
(0.5)

ORG CHART

Total FTEs 1.5

REQUEST ABOVE DIRECTIVE (RAD) NOT SUPPORTED BY RECOMMENDED BUDGET

Page #	RAD #	Priority	Required RAD	Required Source	Purpose
S4 P20	1813	1	0	Ongoing	Moving shared employee to Planning Dept
S4 P21	1814	2	26,019	Ongoing	Additional of Economic Development Associate
S4 P21	1815	3	-210,102	Ongoing	Economic Development Fund to support the Economic Development function
S4 P22	1816	4	75,000	Ongoing	Creation of Revolving Loan/Grant Fund
S4 P22	1817	5	50,000	Ongoing	Assist with the enhancement and aesthetic appeal of our downtown commercial buildings