

CONTACT

Ronald L. Phillips
rlp@ceimaine.org
207-882-7552
www.CEIMaine.org

CEI BY THE NUMBERS

(1977 TO PRESENT)

→ JOBS CREATED OR RETAINED:
27,181

→ NUMBER OF ENTERPRISES
SERVED: 2,251

→ NUMBER OF AFFORDABLE
HOUSING UNITS DEVELOPED:
1,483

→ NUMBER OF INDIVIDUALS
AND SMALL BUSINESSES
TRAINED: 41,044

→ TOTAL DOLLAR AMOUNT OF
FINANCING PROVIDED:
\$958M

→ TOTAL DOLLAR AMOUNT
LEVERAGED: \$2.4B

CDFI
COALITION
WWW.CDFI.ORG

CEI

WISCASSET, MAINE

CEI is a private, nonprofit, Community Development Corporation (CDC) and Community Development Financial Institution (CDFI). CEI's mission is to help create economically and environmentally healthy communities in which all people—especially those with low incomes—can reach their full potential. With offices statewide—and in partnership with other CDCs and CDFIs—CEI also serves communities throughout rural New England, upstate New York, and rural America with its New Markets Tax Credit (NMT) program, which manages allocations totaling \$858 million.

CEI provides flexible and patient financing and investments for small business, community facilities, affordable housing, commercial real estate, renewable energy, and natural resource businesses and projects. Loans and investments range in size from thousands to millions of dollars to businesses and projects that face a variety of challenges accessing traditional sources of financing and investment.

CEI has received several Financial Assistance and Technical Assistance awards from the CDFI Fund. These awards have played a key role in building CEI's capacity over the years by providing flexible, equity-like capital, and operating support.

CEI recognizes that although capital is almost always necessary for the growth and development of successful projects and businesses, it is not sufficient on its own. Capital is not the sole obstacle in rural development. Technical assistance to potential borrowers is almost a *sine qua non* of finance. Therefore, CEI's financing goals are complemented by technical assistance and related policy programs that advocate for private and public resources.

CEI's Business Development Services (BDS) group offers key interventions that, together with capital, create more sustainable outcomes for businesses and people. BDS involves general counseling on matters including pricing, marketing, and business planning. It also includes targeted expertise in workforce and training, renewable energy, fisheries, forestry, and food systems. CEI counsels some 2,000 individuals and businesses annually.



COASTAL MAINE BEHAVIORAL HEALTH

In 2010, Ms. Dawn Ward wanted to launch Coastal Maine Behavioral Health to provide in-home support to adults diagnosed with mental illness. The new business would serve the residents in and around Belfast, Maine. This small, economically distressed, rural community has an unemployment rate of 8.6 percent and a poverty rate of 14.5 percent.

To develop a business plan, Ms. Ward worked extensively with one of CEI's Women's Business Center counselors. In addition to one-on-one counseling, CEI provided Ms. Ward with a \$50,000 Small Business Administration (SBA) microloan in 2011 and a follow-on loan using a CDFI Fund Financial Assistance Award in 2013 to allow her to move to a new location and expand her programmatic offerings.

Together, these loans—along with ongoing counseling from CEI's Women's Business Center—have helped Coastal Maine Behavioral Health mobilize additional financing to help the business become a success.

To date, Coastal Maine Behavioral Health has helped numerous clients—100 percent of whom are low-income—avoid costly residential treatment centers. In addition, Ms. Ward has been able to hire 19 additional employees.