



Androscoggin Valley Council of Governments

AVCOG Updates

Maine Procurement Technical Assistance Center

AVCOG has joined the Maine Procurement Technical Assistance Center (PTAC) delivery network. Brad Straight has been hired as Procurement Counselor for the AVCOG region and can provide assistance to small businesses looking to do business with Federal, State and Local governments.

The Maine PTAC offers several services to small businesses including identifying appropriate federal, state and local agencies and developing marketing strategies. The Maine PTAC also provides guidance to businesses going through the process of government registrations and assisting them in becoming qualified government contractors.

For more information on PTAC and the services they provide, contact **Brad Straight, Procurement Counselor** or visit the Maine PTAC website at www.maineptac.org.

Since June 1, 2009, the Maine Procurement Technical Assistance Center (PTAC) located at AVCOG, has assisted over 160 active clients in Androscoggin, Franklin and Oxford counties, with completing government registrations, accurate bid match services, and one-on-one counseling assistance, GSA assistance, competitive knowledge and procurement history. PTAC has worked with businesses with training sessions, networking opportunities and how to sell goods and services to the government. Since June, PTAC has provided (203) counseling sessions, (4) training seminars, a matchmaker event in Lewiston and (2) workshops with prime vendors (BIW and Raytheon) who were looking for qualified businesses for their suppliers.



Maine Lakes and Mountains Tourism Council

AVCOG submitted a grant on behalf of MLMTC and the Council was awarded \$96,330 to market the region for FY10 (July 2009 through June 2010). Following is the Council's scope of work for the next year: advertisements in *Maine Invites You*, *AAA Horizons Southern New England*, *Yankee Magazine* and *AMC Outdoors Magazine*; attendance at key trade shows - Boston Globe Travel Show, N.Y. Times Travel Show and a few others to be determined;

participation in the Office of Tourism's Maine Media Marketplace in New York; support of statewide Public Service Announcement campaign; purchase of additional regional photography; Web site enhancements, sponsorship and coordination of a Packaging Lab seminar, and support of the 2010 Western Mountains Winter Carnival and Northern Forest Canoe Trail's 16-page supplement in *Paddlers Magazine*.



Environmental Planning

Medical Waste Collection

Working with a number of partners including Healthy Androscoggin and the Lewiston Police Department, two more pharmaceutical waste collections were undertaken for Androscoggin County. Of particular note was generous donations from Hannaford Pharmacies and both time and funding from the Medicine Shoppe in Lewiston.

The **Western Maine Environmental Depot** program continued to grow during the past year. More people have been bringing more waste to the permanent facility in Lewiston and the number of towns undertaking one-day satellite collections has also increased. Participation has been excellent at the satellite collections, and many very toxic wastes have been collected including large quantities of old

pesticides that would have been persistent had they entered the environment.

Joint Purchasing

This year's cooperative purchase of road salt was extremely successful with the 49 participating member towns in the region receiving some of the lowest prices in the state for road salt. With the price of fuel going down and the availability of salt increasing, Morton Salt submitted the lowest bid price at more than \$10.00 a ton less than last year. Good news for

*40,396 tons of SALT purchased
49 Towns & Counties participated
With a savings of \$194,672*

municipalities. AVCOG prices were significantly less than the state bid prices for the region. In addition to salt, joint purchases were made for calcium and magnesium chloride for winter maintenance operations and for culverts and cutting edges.

Maine Small Business Development Center

At the Maine Small Business Development Center (SBDC), located at AVCOG, business counselors provide one-on-one counseling to existing businesses and individuals contemplating starting a business.

During the past year, SBDC counselors met with 369 clients in the AVCOG Region and made 18

workshop presentations. AVCOG's counselors were also based in outreach offices located in Rumford, Farmington and South Paris.



Maine Manufacturing Extension Partnership

The Maine Manufacturing Extension Partnership staff, working from the AVCOG office, has assisted approximately 33 companies over the past year. From this assistance, many proposals have been delivered, resulting in many completed projects. Many more projects are in the works

including, but not limited to, the following:
Manufacturing Assessments, ERP Enterprise Resource

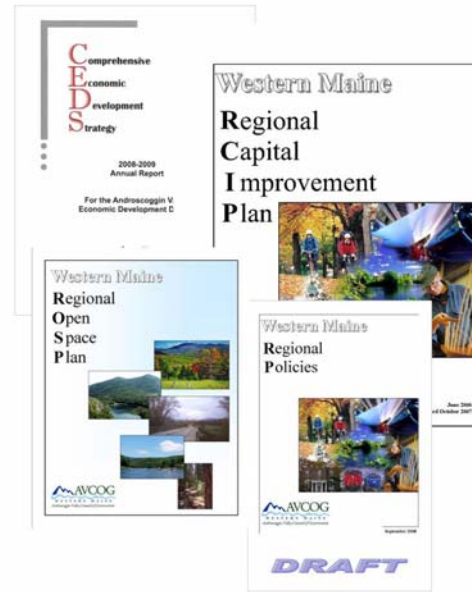
Planning software implementation, ERP software training, ISO9000 Internal Auditing, Plant Layouts, Inventory Control Assessments, Marketing Assistance, Strategic Planning, Team Building, Person Organization Skills, Lean Manufacturing including Introduction to Lean Manufacturing Classes - Value Stream Mapping, Set-up Reduction - 5S; Sort, Set-in-Order, Sustain, Standardize, Shine - TPM Total Productive Maintenance - Cellar/Flow Manufacturing, Kaizen Process and Lean Accounting.



Mobilize Maine/Quality of Place

Staff has been working with Vital Economy, consultant for FairPoint Communications, on the roll out of the Mobilize Maine asset based development strategy initiative. Staff has provided grant writing assistance to the Maine Economic Development District Association to secure funds to implement the statewide program and will continue to work with the districts to do fundraising for this project.

Staff has prepared a draft grant application to be submitted to EDA to help support the EDD's efforts in support of this project. The next Phase of Mobilize Maine in this region will look at asset mapping of industry sectors, how resources can be leveraged and who can benefit from that leverage.



"To strengthen local self government while combining total resources for meeting regional challenges beyond individual capacities..."

AVCOG Bylaws

Transportation

Bicycle/Pedestrian Facilities Plan Update

The objective of this plan was to develop a new Bicycle and Pedestrian Facilities Plan to meet the socioeconomic, land use, development and environmental needs of the region and be consistent with the requirements set forth in Federal legislation. The consultant was asked to determine the



status of planned projects, analyze the existing conditions and identify future trends and needs. This plan was completed and has been incorporated into the ATRC 20-Year Transportation Plan.

The final version of the plan can be found on the web site at www.atrcmpo.org.

Regional Transportation

Walkable Community Audits

The staff secured funding to aid 5 communities in making them more walkable. The communities were **Lisbon, Sabattus, Livermore Falls/Jay and Mexico**. The staff worked with community leaders and residents to walk through their respective communities and identify the areas that were good, and those that needed help. A report was generated for each town with areas for improvement identified and responsibility.

By-Ways Are Coming

AVCOG has been awarded a \$32,000 federal grant to begin a planning effort on two scenic byways in the region. Staff will work with local committees to update the 2000 Corridor Management Plan for the Grafton Notch Scenic Byway on Route 26 in the Newry/Upton area, and update the 2000 Corridor Management Plan for the Route 27 Scenic Byway in the Kingfield-Coburn Gore area. Staff will also assume responsibility for coordinating and managing each scenic byway.

Finance and Lending

Over the past 12 months, AVCOG loaned \$1,000,000 to 18 businesses throughout the region using its various loan pools. The goal is to provide flexible capital that can be leveraged with other sources of funding in order to facilitate job creation and retention, start-ups, expansions, and modernizations. AVCOG's direct lending programs leveraged nearly \$1,800,000 in other financing and created or retained approximately 120 jobs.

Loans were made in the following municipalities:
Jay, Lewiston, Livermore Falls, Wilton, Auburn, Oxford, Rumford, Canton, Dixfield, and Sabattus.

AVCOG's lending staff also packaged and underwrote four loan requests totaling more than \$532,000 for local development corporations and municipalities. Staff provides loan underwriting services for the Lewiston-Auburn Economic Growth Council, the cities of Lewiston and Auburn, the Town of Lisbon, the Mechanic Falls Development Commission, the River Valley Growth Council, the Town of Wilton and the Town of Paris.

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* **Maine DECD employee located at AVCOG**

