

**2011~2012
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Environmental Planning

Western Maine Environmental Depot

The **Western Maine Environmental Depot** program continued to be highly successful during the past year. The permanent facility operated twice a month from **May through November**, and nine one-day satellite collections were held. The set-up costs for the satellite collections was subsidized by a one-time grant from the State Planning Office. A combination of the permanent facility (that allows consolidation of materials from the satellite collections) and these grants allowed the collection costs for the region to be among the lowest in the state.

37,610 tons of SALT purchased
51 Towns & Counties participated
With a savings of \$174,350

The HHW collection activities removed **10,470 gallons** of HHW from the solid waste stream.

Universal Waste Collection

AVCOG's regional **Universal Waste Collection** program helped towns **save approximately 10%** of the collection and disposal/recycling costs for these wastes. The vendor

was changed near the beginning of the summer. Their pricing continues to be excellent and rebates on certain electronic devices are provided. It is also expected that we will see improved service and accuracy in the administrative requirements of Maine law.

Joint Purchasing

The Road Salt purchase was again extremely successful with **51** participating municipalities saving an estimated **\$174,350** over what municipalities would pay on an individual or small group basis.

Our agreement with Morton, now International Salt (ISCO) was extended at a \$1.50 per ton lower than last year's prices. Again, AVCOG prices were lower than the state bid prices and were some of the lowest in the state.

Other commodities ordered include **Plow Cutting Edges, Calcium Chloride and Magnesium Chloride** for ice control.

Regional Marketing and Development

Maine Lakes and Mountains Tourism Council (MLMTC)

The Council worked with flyte new media to create a social media strategy to tap into the enormous social media market. The first step in the strategy was to create a Facebook presence. With the help of flyte, Maine's Lakes & Mountains regional Facebook page was launched in March 2011. You can check it out at www.facebook.com/mainelakes.

The Council updated the look (the homepage now changes with the seasons), changed the name and added more features to its website, in order to meet the needs and expectations of the visitor. The redesigned site went live in May 2011. You can check it out at www.mainelakesandmountains.com.

Scenic Byways Update

AVCOG is in the process of reestablishing the Corridor Advisory Groups for the Grafton Notch and Route 27 Scenic Byways.

Letters were sent to municipal officials located in the towns the byways traverse asking them to select a few people to represent their community's interests on the new committees. Representatives' names and contact information are to be sent to AVCOG by November 18.

The first task of each byway committee will be to work with AVCOG to update the corridor management plans. This will include but will not be limited to reviewing the existing plans' strengths and weaknesses, establishing new goals, creating a capital investment and sustainability plan, and determining a marketing strategy for the byways.

Maine Small Business Development Center

At the **Maine Small Business Development Center (MSBDC)**, 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 **338 clients** for a total of **2,265 hours** and made **8 workshop presentations** in the AVCOG Region. SBDC counselors helped create **82 jobs**

and retain an additional **49 jobs**. The Maine SBDC at AVCOG also had a hand in securing the approval of **38 loans** for a total capital formation of **\$6,556,982**.

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 **48 companies** over the past year. From this assistance, many proposals have been delivered, resulting in completed projects. Additional 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.

Maine Procurement Technical Assistance Center

The **Maine Procurement Technical Assistance Center (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.

Over the past year the Maine PTAC located at **AVCOG**, has assisted 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. Last year, Maine PTAC clients reported sales of over **\$194.8 million** in goods and services to the government market.



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

Transportation

Traffic Signal Management System

The **Androscoggin Transportation Resource Center (ATRC)** has developed a plan to provide guidance in establishing a Traffic Signal Management System. That plan provided ATRC with software, hardware and upgrades, to integrate signals/signal systems into the management system.

The use of \$325,000 approved by the ATRC Policy Committee has resulted in improvements to the following corridors; Center Street/Auburn Mall Area, East Avenue, Lewiston, Main Street-Lewiston/Court Street-Auburn, Russell Street, Lewiston, and the Main Street/Mollison Way, Lewiston, intersection. These corridors have been connected into the system via fiber optics and will be managed at the



AVCOG building. ATRC staff continues to review and update signal timing plans for each of the signalized intersections within the MPO.

Walking Audits

Working with staff from the communities, staff conducted walking audits in Lisbon Center, New Auburn, Farmington, and Wilton. 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. These audits are aiding in community awareness, both staff and citizens, as to what they have as well as where improvements are needed. A report was generated for each town with areas for improvement, and responsibility, identified.

www.atrcmpo.com

Finance and Lending

Over the past 12 months, AVCOG loaned **\$320,000** to **10 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 more than **\$338,000** in other financing and created or retained approximately **35 jobs**. Loans were made in the following municipalities: **Lewiston, Mexico, Sabattus, Auburn, Wales, Rumford, Peru, Bethel, and Strong.**

AVCOG's lending staff packaged and underwrote **15 loan requests** totaling approximately **\$1,000,000** 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, Mechanic Falls Development Commission, River Valley Growth Council, the Mid Coast Council of Governments the Town of Wilton and the Town of Paris. AVCOG is also providing **loan servicing** for the Mechanic Falls Development Commission, the Town of Paris, and the Town of Wilton.

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