

MAINE SMALL BUSINESS DEVELOPMENT CENTERS
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APPLIED TECHNOLOGY DEVELOPMENT CENTERS
MAINE DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT
59 STATE HOUSE STATION – AUGUSTA, ME 04333

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BUSINESS ASSISTANCE SERVICES STRENGTHENED FOR NEW HIGH TECH FIRMS

Orono, Maine: Maine Small Business Development Centers (Maine SBDC) and the Applied Technology Development Center (ATDC) program, administered by the Department of Economic and Community Development (DECD), has strengthened their partnership to deliver focused entrepreneurial counseling and training to new technology businesses. The partnership under a December 2001 Memorandum of Understanding has been assisting each of the seven Applied Technology Development Centers coordinated by the Department of Economic and Community Development. Now under a more detailed agreement, recently signed at the Target Technology Center in Orono, the ATDCs, which each focus on emerging businesses in the State's seven targeted technology sectors, will have their Executive Directors trained by the Maine SBDC under a distinctive series of trainings designed specifically for the ATDC Directors, often referred to as business incubator managers

“This training and the resulting joint efforts by the Maine SBDC and the ATDCs will create a powerful combination of technical and business know how”, accords Phil Helgerson, Director of the Maine's Applied Technology Development Center program. John Massaua, State Director for the Maine SBDC added, “The strengthened partnership is a real opportunity for emerging technology businesses to leverage their technology expertise with Maine SBDC Business Counselor management savvy. The Maine SBDC is dedicated to helping Maine's small businesses succeed and the partnership illustrates ways to make this happen.”

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The Maine SBDC complete and extensive professional training, created especially for technology business counseling, will qualify the ATDC Directors to be Authorized Associate Maine SBDC Business Counselors. Subject matter includes tech commercialization, business planning, financing options and the like. Upon completion of training, expected by June '04, ATDC directors will work with local and regional full time Maine SBDC counselors to determine the best combination of services and expertise for client firms. This may include referrals and co-counseling arrangements for clients. Maine SBDC counselors may also introduce their individual client companies to the ATDC centers to broaden the scope of resources available to the companies, and then maintain the business counseling relationship during the company's engagement with the ATDC.

All ATDC's will also have direct access to the Maine SBDC data resource bank, business counseling software and servicing applications, as well as other Maine SBDC resources. ATDC's and the Maine SBDC's will collaborate to develop and present relevant and timely workshops and special educational programs at each of the ATDC's.

“By creating this partnership and the underlying foundation of mutual support, the ATDC program and the Maine SBDC network ensure that Maine's small business community is well served”, according to Massaua; with Helgerson adding, “Maine’s SBDC program has a strategic interest in its focus on technology business counseling. In partnership with the Maine Technology Institute, Maine SBDC offers technology commercialization assistance that is a perfect complement to Maine's ATDC resources. The Applied Technology Development Centers and Maine's SBDC arrangement is a great partnership!”



Shown signing agreement between Maine's Applied Technology Development Centers and the Maine SBDC in Orono at the Target Technology Incubator, UMaine is from left to right: Jake Ward, UMaine's Director of Industrial Cooperation; Bridget Bean, SBA's Associate Administrator; Small Business Development Centers; Phil Helgerson, Director: Maine ATDC; John Massaua, State Director: Maine SBDC; Beth Dumbald, Business Counselor: Maine SBDC at EMDC; and Deb Neuman, Director: Target Technology Incubator.

Photo available by contacting Scott Robinet at the Maine SBSC: srobin@usm.maine.edu or 207-780-4420.

About Maine SBDC: *Maine SBDCs provide comprehensive business management assistance, training, resource and information services to Maine's micro, small and technology-based business communities. Maine SBDC is a partnership program of the U.S. Small Business Administration (SBA) in association with the SBA/SBDC, Maine Department of Economic and Community Development (Maine DECD), the University of Southern Maine (USM), and leading economic and/or community development hosting organizations, including the Androscoggin Valley Council of Governments (AVCOG), Coastal Acadia Development Corporation (CADC), Coastal Enterprise, Inc. (CEI), Eastern Maine Development Corporation (EMDC) and the Northern Maine Development Corporation (NMDC); with support from the Maine Technology Institute (MTI) and the University of Maine (UMaine). Administered by USM's School of Business, Maine SBDC operates a network of services centers and outreach offices located conveniently throughout the State.*

More information about Maine Small Business Development Centers can be found at www.mainesbdc.org.

About Maine's Applied Technology Development Centers: *Information, innovation and technology are the keys to succeeding in today's rapidly transforming economy. Maine has addressed those elements through its system of Applied Technology Development Centers. The system is an integral component of the state's efforts to further develop a technology-based economy and consists of a network of seven self-managed, state-coordinated centers, located strategically throughout Maine. Together, the centers comprise a system of business incubators aimed at accelerating the early-stage development of technology-based companies through continual and focused business assistance, information exchange, technical relationships, shared services and reduced overhead. Coordinated by the Maine Department of Economic and Community Development, the centers operate as independent corporations, each with its own board of directors and advisors. The goals for these centers include retention of successful start-up businesses, improvement of opportunities for workers through the creation of technologically advanced jobs, encouragement of private sector initiatives, renovation and/or utilization of vacant commercial buildings and generation of new sources of public revenue.*

More information about Maine's ATDC's can be found at www.atdcmaine.org.

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