



**EMDC** EASTERN MAINE  
DEVELOPMENT CORPORATION



**MAINE**  
**APEX** **ACCELERATOR**  
AN EMDC PROGRAM

**ANNUAL REPORT**  
**2022**



**Lee Umphrey**  
President & CEO



**Bryan Wallace**  
APEX Director



## Helping Maine Businesses Since 1986

In 1985, Congress created a program to help businesses sell goods and services to the Department of Defense (DoD). One year later, EMDC launched the Maine Procurement Technical Assistance Center (Maine PTAC) as part of that program. The scope has expanded over the years to include purchases by all Federal, State, and local government entities, as well as Federal research and development projects.

Throughout its history Maine's Congressional delegation has been a strong supporter of the program which has helped thousands of Maine businesses compete in the government marketplace; assisting them in winning tens of billions of dollars in contracts; creating or retaining an untold number of jobs; and contributing greatly to Maine's economy.

In July 2023, the national program moved to the senior levels of DoD, bringing with it increased national visibility, an expanded mission, and a direct role in supporting national policies, including growing the industrial base. The program was rebranded and received a new name, APEX Accelerators. The next 36+ years are going to be even better!

## A MESSAGE from the CEO and the APEX DIRECTOR

Maine APEX serves Maine businesses Port to Port. From the Land Port of Entry project in Madawaska, down to the Portsmouth Naval Shipyard in Kittery, the Maine APEX 2022-2023 program year was exhilarating. Our team takes great pride in helping businesses thrive.

While there are many great examples of our success, we chose Kathie Leonard, Founder and CEO of Auburn Manufacturing Inc. (AMI) for the cover. A longstanding client of the program, AMI was one of the earliest Maine businesses to see the value of EMDC's Maine APEX back in 1988. Since then, we have consistently provided AMI with individualized guidance on various government contracting topics, helping them expand.

Together with our subcontractors; Northern Maine Development Commission, Sunrise County Economic Council, and Four Directions Development Corporation, we are thrilled to continue guiding new and existing businesses in accelerating innovation while promoting economic prosperity statewide.

## THE MAINE APEX TEAM

- Bryan Wallace - Director
- Miranda Pelkey - Deputy Director
- Dana Delano - Counselor
- Morgan Rocheleau - Counselor
- Jessica Greeley - Counselor

- Preston Thomas - Native Counselor
- Christopher Paradis - Counselor
- Mandie Umel - Program Assistant
- Patience Wilson - DTI Program Assistant
- Sam Updike - DTI Business Specialist
- Kristen Brown-Donovan - DTI Data Analyst



# COUNSELING

**Maine APEX prepares Maine businesses to compete in the local, state and federal government marketplace.**

Our counselors guide local businesses by walking them through each step of government contracting. Maine APEX individualizes support by acknowledging that every business we work with is unique, and that every owner has their own vision and priorities. Client needs are met by delivering in-person or virtual technical assistance, contracting support, and training. Our team works with Maine businesses to help identify opportunities and develop strategies by assisting with; registrations, service/ product delivery requirements, invoicing and reporting, and post-award assistance.

## OUTCOMES

- Maine APEX counselors provided thousands of hours of one-on-one counseling to hundreds of Maine businesses statewide.
- Key industries supported: Machine Shops, Engineering, Construction, Management Consulting, Professional Development Training, Scientific and Technical Consulting, Janitorial Services, Computer Programming and Systems Design, Landscaping, Human Resources, Site Preparation, and more.
- Maine APEX counselors assisted businesses become more competitive by applying for and obtaining the following certifications:
  - Women-Owned Small Business
  - Veteran-Owned Small Business
  - Disadvantaged Business Enterprise
  - Cybersecurity Maturity Model Certification
  - Historically Underutilized Business Zone (HUBZone)
  - Joint Certification Program (JCP)





# TRAINING & EVENTS

**Training and community outreach is an essential part of what we do. We educate businesses on a wide range of technical subjects through dozens of training workshops and webinars.**

Maine APEX hosts Industry Day events for large Prime Contractors and Maine institutions, bringing small business sellers together with large buyers. Participation in events around the state gives us the opportunity to learn about local issues, to inform potential new clients about what we do, and to network and build strong relationships.

- Group training reinforces our personalized one-on-one counseling by introducing broader topics of interest to clients. Through this process businesses explore new strategies and discover market opportunities they have never considered before. Recent topics include: Subcontracting; Selling to the State of Maine; Designing Quality Capability Statements; Conducting Market Research; Teaming Agreements and Joint Ventures; and Doing Business with GSA.
- Our Industry Day events bring large sellers and small buyers together to expose millions of dollars in subcontracting to smaller businesses. This year we coordinated events with Cianbro for work at the Portsmouth Naval Shipyard and with the University of Maine Advanced Structures and Composites Center in Orono.
- We participated in a combined 136 events this program year with over 3,000 attendees, including multiple sessions with 11 different chambers of commerce around the state. We have partnered with a number of outside entities for our trainings including, the Veteran Business Outreach Center (VBOC) and the US Small Business Administration (SBA).



# CLIENTS

## Serving business across Maine

At the core of Maine APEX’s mission lies a dedication to empowering businesses of all sizes to compete effectively in the government marketplace. Through personalized counseling, specialized training, and access to invaluable resources, the APEX team equips clients with the knowledge and tools necessary to secure and fulfill government contracts.

“Thanks to Maine APEX, we are now an SBA Certified HUBZone company and will utilize this new designation to compete on federal opportunities.”

*-Cory LaPlant, President, Northern Prosthetics P.C.*

“The Maine APEX team walked me through the SAM registration process and have been by my side every time renewals were due. I highly recommend them.”

*-Jeffrey Plourde, Gallery Leather Manufacturing, Inc. and Gallery Leather Direct, Inc.*

“Maine APEX happily answered my seemingly endless number of questions and were always available to help with any snags in the registration process. They are a great resource.”

*-Sherry Wilbur, Insulsafe Textiles*

“APEX has taken a lot of the guesswork out of the procurement processes.

We look forward to continued coordination.”

*-Rick Dunton, P.E., Director of Engineering, Main-Land Development Consultants, Inc.*



“The services at Maine APEX are the ‘Google maps’ for small businesses to navigate government contracts!”

*-Jennifer Litteral, CEO, Coffee Hound*



# RESULTS



Provided guidance to **554** Maine businesses

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More than **\$484 million** in contract awards reported by clients

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Worked with **191** new clients

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Logged **3,095** hours of counseling with Maine businesses

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Delivered **44** technical trainings

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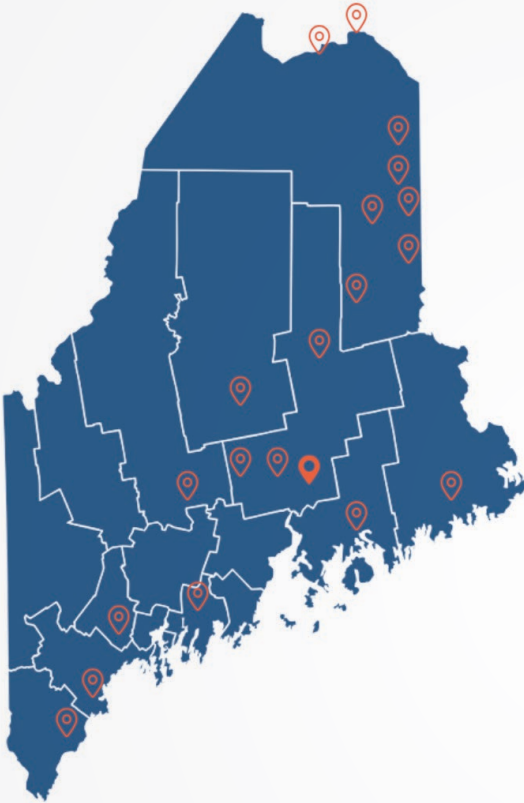
Participated in **135** outreach events



# APEX ACCELERATOR LOCATIONS



Maine APEX provides in-depth understanding of government contracting to businesses statewide. We give businesses the tools necessary to sell their goods/ services to local, state and federal government entities. Partnerships throughout the state allow us to deliver these services locally.



## CENTRAL MAINE

- Kennebec Valley Council of Governments (KVCOG) *Fairfield*

## COASTAL MAINE

- Midcoast Regional Redevelopment Authority (MRRRA) *Brunswick*
- Lincoln County Regional Planning Commission *Wiscasset*

## DOWNEAST MAINE

- Sunrise County Economic Counsel (SCEC) *Machias & Calais*

## EASTERN MAINE

- EMDC *Bangor, Ellsworth, Dover-Foxcroft, East Millinocket*
- UpStart Center for Entrepreneurship *Orono*
- Four Directions Development Corporation (FDDC) *Orono*
- Upper Valley Economic Council (UVEC) *Sherman*

## NORTHERN MAINE

- Northern Maine Development Commission (NMDC) *Caribou*
- Presque Isle Industrial Council
- Southern Aroostook Development Corp *Houlton*
- Town of Fort Kent *Fort Kent*
- Town of Limestone *Limestone*
- Town of Madawaska *Madawaska*

## SOUTHERN MAINE

- Biddeford-Saco Area Economic Development Corp (BSAEDC) /Southern Maine Finance Agency (SMFA) *Biddeford*
- Greater Portland Council of Governments (GPCOG) *Portland*

## WESTERN MAINE

- Androscoggin Valley Council of Governments (AVCOG) *Auburn*

# OUR PARTNERS



## EMDC

**EASTERN MAINE  
DEVELOPMENT CORPORATION**

### Headquarters

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emdc.org  
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*Graphic Design By: Melissa Sands, Creative Insight*