Good jobs.
Environmentally sustainable enterprises.
Shared prosperity.
At CEI, we are building an economy that works for everyone.

We help to grow good jobs, environmentally sustainable enterprises, and shared prosperity in Maine and in rural regions across the country by integrating financing, business and industry expertise, and policy solutions.

As a mission-driven investor, CEI works closely with the businesses we finance and advise to address operational, workforce, and environmental challenges, while deepening our impact in key industries, such as farming, aquaculture, and food manufacturing, that can contribute to an inclusive and environmentally sustainable economy. We also provide counseling and training for individuals and families, recognizing that building skills and assets, managing debt, and having a good job are key ingredients for family financial security.

Over its 40-year history, CEI has grown from a small community development innovator in mid-coast Maine to a family of organizations working throughout Maine and parts of New England. Through our subsidiaries, we invest in businesses and enterprises in rural communities and small gateway cities across the U.S.

Thank you for your interest in, and support for, our work.

Betsy Biemann
CEO

Keith Bisson
President

GOOD JOBS
We believe that good jobs help people, companies, and communities prosper. CEI leverages our financing and advisory relationships, workforce development know-how, and network of partners to grow good jobs and improve the quality of existing jobs. We also share data and stories, and advocate for state and national policies and programs that support good jobs.

ENVIRONMENTALLY SUSTAINABLE ENTERPRISES
The changing climate disproportionately impacts people with low incomes. We channel an increasing share of our financing into environmentally sustainable enterprises focusing on energy efficiency, renewable energy, marine and coastal resources, food, and farming. The green businesses we finance and advise support quality jobs in rural regions and small gateway cities undergoing economic transitions.

SHARED PROSPERITY
Economic growth and the creation of jobs, particularly in distressed communities, are the building blocks of an economy that works for everyone. Yet growth alone is insufficient to confront rising levels of inequality and reduced economic mobility. CEI increases more broadly shared prosperity by improving access to capital, skills, information, and opportunity, particularly for people with low incomes.
Innovative solutions for businesses and communities

Charting a new course in Maine—and the nation

Forty years ago, CEI put down roots in Maine’s rocky soil. Thriving in a rural state takes ingenuity, which is core to CEI’s DNA.

Every day, we tackle tough problems in non-traditional ways. We listen to our neighbors and colleagues, roll up our sleeves, and work together to advance pragmatic solutions that:

- Bring capital to people who can’t secure financing and want to start or grow businesses.
- Connect people with training and jobs that enable them to support their family and save for the future.
- Build stronger rural communities and small gateway cities through smart and fair public policies.
- Overcome barriers, fill gaps in services, and get markets to work fairly.

Over the years, our innovations have made a measurable difference:

**DEVELOPING NEW TOOLS** Innovating employment and training agreements that connect jobseekers with low incomes with skills and good jobs

**FILLING FINANCING GAPS** Establishing one of the first socially-responsible rural venture capital funds and launching fee-only lending for Muslim entrepreneurs seeking capital

**PARTNERING TO GROW NATURAL RESOURCES-BASED INDUSTRIES** Creating the Aquaculture Development Workshop, Maine Small Farms & Fisheries Projects and forestry management initiatives

**COLLABORATING TO GROW NEW PARTNERS** Partnering with the Penobscot Nation to help create Four Directions Development Corporation

**ADVOCATING FOR KEY FEDERAL POLICIES THAT EXPAND ECONOMIC OPPORTUNITY** Helping to forge the SBA Microenterprise Program and New Markets Tax Credit Programs

**PARTNERING TO BUILD OUR FIELD** Helping to organize national network groups like the Community Development Venture Capital Alliance and the National Association of Women’s Business Centers
CEI started fiscal year 2018 in strong financial position, with 2017 income exceeding expenses by $2.3 million, and total assets approaching $100 million for the first time in our 40-year history. In 2017, earned income (excluding grants and donations) totaled $7.1 million, resulting in a self-sufficiency ratio of 65%. CEI continues to invest in strategies to diversify revenue across income streams and increase self-sufficiency.
40 years of good jobs, sustainable enterprises, and shared prosperity.
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At CEI, we are building to a family of organizations working throughout Maine community development innovator in mid-coast Maine and training for individuals and families, recognizing that can contribute to an inclusive and environmentally expertise, and policy solutions. As a mission-driven investor, CEI works closely in Maine and in rural regions across the country with the businesses we finance and advise to address sustainable enterprises, and shared prosperity.

IMPACT 2017
CEI cultivates an impressive— TRACY KARTYE, DIRECTOR, SOCIAL INVESTMENTS, to invest in businesses and enterprises in rural families to become financially more than 4,000 jobs, helping CEI ultimately supported children’s healthy development— THE ANNIE E. CASEY FOUNDATION

INCOME & EXPENSES

Outreach & other 1,784,128
Occupancy, business & admin 1,513,940
Salaries & fringe 5,261,232
Lending & investing 2,410,337
Grants & donations 6,170,137
Other earned income 2,959,874
Subsidiaries 997,969

Unrestricted net assets 33,147,044

Total Liabilities 60,483,267
Other liabilities 2,563,305
Loans receivable, net of Loan Loss Reserve 40,671,117
Restricted cash 5,689,025

Total Assets 99,037,759
Land, property & equipment 8,819,255
Other assets & receivables 3,766,586
State Historic Tax Credits receivable 17,547,772

Financials

FY 2017

ASSETS

OPERATING

9 months

39%

8.9%

22%

8%

INCOME

OTHER EARNED

EQUITY

FINANCIALS

TOTAL ASSETS

NET ASSETS /

KEY FINANCIAL METRICS

81%

20%

83%

EQUITY

TOTAL EQUITY

46%

11%

39%

TAX CREDIT

STATE HISTORIC TAX CREDIT

SOLAR INVESTMENT TAX CREDIT

ADVOCATING FOR KEY FEDERAL POLICIES THAT create Four Directions Development Corporation Partnering with the Penobscot Nation to help COLLABORATING TO GROW NATURAL RESOURCES-BASED INDUSTRIES

PARTNERING TO GROW NEW PARTNERS Projects and forestry management initiatives Creating the Aquaculture BASED INDUSTRIES

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• Build stronger rural communities and small gateway

• Connect people with training and jobs that enable

• Bring capital to people who can’t secure financing

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