## Annual Report: 2023



Helping to create a Maine workforce with good-paying jobs by focusing on the nexus of
economic and educational development.


## Table of Contents

Tab 1: FAME programs and services
Tab 2: Description of businesses assisted, including jobs created and retained

Tab 3: Natural resource-based business activity
Tab 4: Description of student financial assistance provided
Tab 5: FAME Fiscal Year 2023 Independent Audit Report

## TAB 1

FAME PROGRAMS AND SERVICES


## Commercial \& Education Divisions Programs and Services

FY 2023

## Mission and Vision Statement

To Maine people, the Finance Authority of Maine (FAME) is the leading financial resource that creates business and educational opportunities through our willingness to invest at greater risk based on public benefit. FAME's mission is to provide financial solutions that help Maine people achieve their business and higher educational goals. FAME's vision is to help create a Maine workforce with good paying jobs by focusing on the nexus of economic and educational development.

## Business Division Programs and Services

FAME's Business Division helps Maine businesses grow, create, and retain jobs by taking managed risk in order to leverage capital. In FY 23, FAME supported the issuance of over $\$ 104$ million in debt capital to 264 Maine businesses, helping to create and retain 3,078 Maine jobs. This activity does not include other financing facilitated by FAME through bonds and tax credits (detailed below). FAME is celebrating our $40^{\text {th }}$ Anniversary in 2023. During our first 40 years, FAME has helped nearly $\mathbf{1 0 , 0 0 0}$ Maine companies with approximately $\$ 2.5$ billion in financing, helping to create and retain over 200,000 Maine jobs.

Below (by category) please find descriptions of our business financing programs.

## Thrive Maine and Grow Maine

As a result of federal American Rescue Plan (ARPA) funds and appropriations by the Legislature through the Maine Jobs \& Recovery Plan, FAME has been administering with its partners the Thrive Maine and Grow Maine Programs, which are designed both to assist Maine businesses in recovering from losses attributable to the COVID pandemic, but also assist them in moving forward and growing. These programs represented nearly $\mathbf{\$ 6 0}$ million in funding for Maine businesses in FY 23.

Thrive Maine offers forgivable loans to eligible Maine small businesses negatively impacted by the pandemic (part of the Maine Jobs \& Recovery Plan). Awards for the first round were communicated to applicants in October of 2022. Approximately $\mathbf{\$ 2 6}$ million in awards were made through 148 forgivable loans in FY 23. The program launched its second application cycle in May of 2023. Awards for the second round were communicated to applicants in September of 2023. A total of $\$ 31$ million will be available in the second round. To receive funding, companies must be in compliance with all state and federal laws. They must stay in business, remain in good standing with the state, pay yearly taxes, and complete the yearly reporting related to the program. For more information on the program, please visit:
https://www.famemaine.com/business-financing/for-business-owners/fame-financing-programs/direct-loan-programs/thrive-maine-pandemic-recovery-business-loan-program/

Grow Maine, a forward-looking program, is intended to provide broad access to capital to help Maine businesses grow and provide jobs for Maine people that will have long-term positive effects on Maine's economy. Funding is available through FAME and its intermediary partners across the state via loan guarantees, direct loans, and equity capital. In partnership with Maine commercial lenders, community development financial institutions and other community economic development finance organizations. The program, which utilizes federal State Small Business Credit Initiative (SSBCI) funds, has thus far closed \$29 million in loans and equity investments and an additional $\$ 1$ million in loans and equity investments have been approved or committed. In April we submitted to the U.S. Department of the Treasury our request for the second-round of funding (approximately $\$ 20$ million) but have not yet received it. For more information on the program, please visit: https://www.famemaine.com/business-financing/for-business-owners/fame-financing-programs/grow-maine-small-business-loan-capital-program/

## Credit Enhancement

## Risk Reduction

Commercial Loan Insurance Program: Loan insurance helps to cover a bank's credit risk. For a business, it may mean the difference between obtaining a loan, going out of business, or never getting the opportunity to start a business. Loan insurance is available for almost any prudent business activity and insures up to 90 percent ( 100 percent for veterans) of a loan to a maximum FAME insurance exposure for any one relationship of $\$ 7.5$ million. This amount is set at least annually in accordance with FAME's Direct Loan and Loan Insurance Credit Policy. Since inception, the state has invested in this program approximately $\$ 40$ million in funding, which in turn has resulted in over $\$ 764$ million in loan insurance offered by FAME over the years. This insurance has supported approximately $\$ 1.5$ billion in commercial loans to Maine businesses in partnership with local Maine lenders and has helped to create and retain over 100,000 Maine jobs.

In FY 23, FAME provided approximately $\$ 54$ million in loan insurance to lending institutions for loans to $\mathbf{2 4 6}$ Maine businesses, leveraging approximately $\$ 97$ million in additional financing. This helped to create and retain over 2,700 Maine jobs.

In FY 23, FAME made a total of $\$ 456,313$ in payments on its loan insurance obligations for six separate insurance claim payments. This represented less than one percent of FAME's total insurance obligations.

FAME offers up to $\mathbf{7 5 \%}$ pro rata insurance for up to $\mathbf{\$ 1 , 5 0 0 , 0 0 0}$ of FAME exposure through our Online Answer (OLA) insurance platform, through which lenders can apply and receive almost immediate approval.

## Rate Reduction

Linked Investment Programs for Agricultural Enterprises: This program enables a qualified borrower to obtain a 2 percent interest rate reduction on bank loans up to $\$ 200,000$ for agricultural businesses. In FY 23, this program experienced no activity.

Linked Investment for Commercial Enterprises: This program enables a qualified borrower to obtain a 2 percent interest rate reduction on bank loans up to $\$ 200,000$ for non-agricultural businesses. In FY 23, this program experienced no activity.

## Direct Loans

## General Purpose

> The FAME Direct Loan (f/k/a Economic Recovery Loan Program): Provides subordinate or gap financing to businesses affected by their current economic situation. For larger loans, up to $\$ 1$ million may be available if substantial public benefit is demonstrated and sufficient funds are available. Most often, however, FAME Direct Loans are less than $\$ 500,000$. We now offer a fixed rate: Wall Street Journal Prime plus $2 \%$ at time of loan commitment, currently capped at $8 \%$. Over the years, the state and Maine voters have provided $\$ 19.5$ million to this program. In return, approximately $\$ 107$ million in direct loans has been extended by FAME to Maine businesses. This in turn has helped to create $\mathbf{5 , 1 5 6}$ Maine jobs and retain $\mathbf{2 2 , 2 6 0}$ Maine jobs. In FY 23, FAME provided 20 loans to Maine businesses totaling approximately $\$ 6.1$ million. This helped to create 109 Maine jobs and retain 107 Maine jobs.

## Focused Purpose

Nutrient Management Loan Program: Provides 2 percent fixed rate loans up to 100 percent of an eligible project up to $\$ 450,000$ for various agricultural nonpoint source pollution abatement projects, such as diversion, irrigation, anaerobic digesters, composting or treatment facilities in the state of Maine. Projects must be deemed eligible by the Maine Department of Agriculture, Conservation and Forestry. Approximately $\$ 6$ million is available through this program. In FY 23, FAME provided no loans through this program.

Compliance Assistance Loan Program (formerly known as Oil Storage Facility and Tank Replacement Program): Helps businesses finance the renovation, removal, disposal or replacement of all or any part of certain oil storage facilities or tanks and certain air quality improvement equipment, in conjunction with the Maine Municipal Bond Bank and the Maine Department of Environmental Protection. In FY 23, this program provided no loans.

Regional Economic Development Revolving Loan Fund Program for Day Care: Provides quality childcare projects with loans up to $\$ 100,000$ for physical site improvements. In FY 23, this program provided no loans.

Partner-Focused Purpose (FAME provides services to other entities such as: contractor management, loan underwriting and servicing, fund management, as well as board administrative support):

Maine Department of Agriculture, Conservation and Forestry - Agricultural Marketing Loan Fund (AMLF): Provides 5 percent fixed-rate loans to natural resourcebased businesses that employ new and innovative technologies and processes in order to improve, expand, and enhance the manufacturing, marketability, and production of Maine-made agricultural products. Funds may be used for the design, construction or improvement of facilities such as commodity storage buildings and packing and marketing facilities. Funds may also be used to purchase or retrofit machinery and equipment. In FY 23, AMLF provided one loan totaling $\mathbf{\$ 2 5 0 , 0 0 0}$. This helped to create and retain a total of fifteen Maine jobs.

Maine Department of Agriculture, Conservation and Forestry - Potato Marketing Improvement Fund Program (PMIF): The interest rate on loans made through this program have changed from a fixed rate of $5 \%$ to the prime rate on the date of loan commitment or up to a maximum of $5 \%$. Existing loans in good standing may be refinanced at the same rate. Funds may be used by borrowers for the construction and/or retrofitting of potato packing and storage facilities. They also may be used for new construction or improvements to storage and/or centralized packing facilities, as well as for the acquisition of packing, sizing, washing and drying equipment. In addition, PMIF funds may be used to fund programs that improve the economic viability of the potato industry. Such improvements may include irrigation equipment and water source development projects. The program is administered by the Maine Potato Board in conjunction with the Commissioner of the Department of Agriculture, Conservation and Forestry and FAME. In FY 23, PMIF provided no loans.

Maine Department of Agriculture, Conservation and Forestry - Maine Dairy Improvement Fund: Helps farms and other dairy enterprises fund capital improvements to maintain and enhance the viability of their farms. In FY 23, this program provided one loan for $\$ 187,500$. This helped to retain four Maine jobs.

The Maine Rural Development Authority (MRDA): FAME provides underwriting and administrative services to the Maine Rural Development Authority (MRDA). The MRDA was established by the Maine Legislature in 2002 to provide financial assistance to communities and their development partners to help develop speculative commercial and industrial buildings and to help develop/redevelop underutilized commercial industrial properties. The primary focus of the MRDA's activities is in the rural areas of Maine that have traditionally not experienced the
same level of economic development success regions as other parts of the state or have experienced major economic losses, such as plant closings and downsizings or are economically distressed. In FY 23, two loans totaling $\mathbf{\$ 5 5 0 , 0 0 0}$ were closed through this program, helping to create 119 Maine jobs.

## Revenue Bonds and Tax-Exempt Bonds

Revenue Obligation Securities Program: Provides an opportunity for manufacturing businesses to access the tax-exempt bond market for funds to build and/or acquire real estate or machinery and equipment using tax-exempt Industrial Revenue Bonds issued by FAME. In FY 23, the program provided one tax-exempt bond totaling $\$ 85,795,000$ for Dirigo Center Developers, LLC, developer of the Rock Row project in Westbrook.

## Equity Capital

Maine Seed Capital Tax Credit Program: The Maine Seed Capital Tax Credit Program is designed to encourage equity and near-equity investments in eligible Maine businesses, directly and through private venture capital funds. FAME may authorize state income tax credits or re-fundable tax credits to investors for 40 percent of the cash equity they provide to eligible Maine businesses. Investments may be used for fixed assets, research or working capital. Between January 1 and December 31, 2022, FAME issued $\mathbf{\$ 6 . 1}$ million in tax credits to various investors. This benefitted 35 Maine companies and represented total investments of nearly $\mathbf{\$ 1 5 . 3}$ million in these Maine companies. This activity helped to leverage nearly $\mathbf{\$ 8 0}$ million of private and public investment in Maine companies.

Maine New Markets Capital Investment Tax Credit Program: Modeled after the federal tax credit, this state program is designed to attract investment in economically distressed areas of Maine. An allocation of tax credits may be provided for businesses that invest in "qualified community development entities." The credit is equal to 39 percent of the qualified amount invested, and is spread over a seven-year period, with 7 percent allowed in year three and 8 percent in each of years four through seven. The credit may not be taken in the first two years after investment. "One-day loans" are prohibited pursuant to statute and rule. The maximum aggregate amount of tax credit authority is set forth at $\$ 250$ million, and the amount of tax credits claimed per fiscal year is limited to $\$ 20$ million. In FY 23, FAME issued no credits through this program.

## Cooperative Programs

Regional Economic Development Revolving Loan Program: Provides subordinate and/or gap financing up to $\$ 350,000$. The program is offered through the various regional economic development agencies throughout the state. In FY 23,

# REDRLP agencies lent approximately $\mathbf{\$ 1 . 2}$ million as part of eighteen loans to Maine businesses, leveraging an additional $\$ 5.1$ million of investment. This activity resulted in the creation and retention of 132 Maine jobs. 

Municipal Securities Approval Program: Provides an opportunity for municipalities to issue tax-exempt Industrial Revenue Bonds for non-profits or manufacturing borrowers wishing to develop and/or acquire real estate or machinery and equipment. In FY 23, no bonds were issued by FAME through this program.

## Natural Resource-Based Business Outreach

FAME annually engages in a variety of natural resource-based business outreach efforts. We continue to support Department of Agriculture, Conservation and Forestry (DACF) in administering the Agricultural Marketing Loan Fund (AMLF) and the Dairy Improvement Fund. We also partner with the Maine Potato Board by administering the Potato Marketing Improvement Fund (PMIF).

This past fiscal year, through FAME's direct loans, commercial loan insurance, and the Agricultural Marketing Loan Fund and Dairy Improvement Fund, we provided fifty-five natural resource-based loans totaling approximately $\mathbf{\$ 1 4 . 2}$ million. This financing in turn leveraged approximately $\mathbf{\$ 1 9 . 8}$ million in additional private funding. This helped to create 93 Maine jobs and retain 184 Maine jobs. Some of the companies benefitting from this financing include Springworks Farm Maine; Bayhaven Lobster, Inc.; North Hills Maples, LLC; Tim Flood Cattle Company; The Milkhouse, LLC; and Silver Maple Farms, Inc. Note: the fiftyfive natural resource-based loans referenced above are also included in the totals reported in the Commercial Loan Insurance and FAME Direct Loan sections above.

As noted above, FAME partners with the DACF in administering the Dairy Improvement Fund. The supplemental budget enacted at the end of last session, LD 258, An Act Making Unified Appropriations and Allocations from the General Fund and Other Funds for the Expenditures of State Government and Changing Certain Provisions of the Law Necessary to the Proper Operations of State Government for the Fiscal Years Ending June 30, 2023, June 30, 2024 and June 30, 2025, includes an additional allocation of $\$ 65,292$ for the fund thanks to upward reprojections of casino revenues. Another bill of interest was carried over for consideration during the Second Session. LD 220, An Act to Support Maine's Farmers in the Development of Sustainable Irrigation, sponsored by Representative Guerrette, would provide one-time funding of $\$ 6$ million from the unappropriated surplus of the General Fund with $\$ 3$ million appropriated to the Potato Marketing Improvement Fund, administered by FAME, to be used for grants to potato farmers for the development of sustainable irrigation water sources that meet the requirements of Department of Environmental Protection rule relating to in-stream flows and lake and pond water levels. It also would appropriate $\$ 3$ million to the Department of Agriculture, Conservation and Forestry, Farmers Drought Relief Grant Program Fund to be used exclusively for farmers who are not eligible to apply for grants for sustainable irrigation from the Potato Marketing Improvement Fund.

## Recap of Past Year and Projected Activities for Ensuing Year

As with the previous fiscal year, much of FAME's efforts on the commercial lending side during Fiscal Year 2023 was devoted to helping Maine businesses recover and succeed going forward following the detrimental effects of the COVID-19 pandemic. In addition to our regular finance programs, we continue to administer two major business assistance programs made possible through federal and state pandemic relief funding, Grow Maine and Thrive Maine. These programs are discussed above in greater detail. Staff has been busy standing-up the programs, promoting them, conducting information sessions for interested parties, receiving and scoring applications, and communicating with applicants and responding to numerous questions.

Some notable business financing transactions were approved by FAME during the past fiscal year. Springworks Farm Maine has benefitted from FAME commercial loan insurance, as well as forgivable loan funding through the second round of the Thrive Maine program. Springworks was founded in 2015 and operates an aquaponics organic farm in Lisbon growing over three-million heads of lettuce varieties and producing approximately 200,000 pounds of fish annually. Aquaponic farming involves the science of combining fish and plants in recirculating water-based systems. The process uses less water than traditional soil farming and is considered organic since the closed loop system it utilizes eliminates the need for chemicals. The greenhouse system used at the farm extends the growing season in Maine as the produce can be grown and harvested year-round. Springworks is currently the largest aquaponics greenhouse operation in the northeast.

Standard Biocarbon Corporation is another FAME customer. The company has benefitted from Grow Maine funding, as well as a FAME Direct Loan. Maine's first biochar facility, Standard Biocarbon is a clean-tech startup producing biochar at industrial scale to supply demand in agriculture, remediation, and materials and to generate carbon removal credits. Located in Enfield, the company uses low-grade wood, which has experienced declining demand due to closures of biomass power plants and paper mills, helping to sustain a complex local and regional forest products economy. FAME is pleased to support this project, which promotes utilization of Maine's natural resources, adding value to produce biochar. It also will help to reduce Maine's carbon footprint and employ individuals in the Millinocket region.

FAME approved bond financing of approximately $\$ 86$ million for Dirigo Center Developers, LLC ("Dirigo"), a subsidiary of Waterstone Properties, Inc, and developer of the Rock Row project in Westbrook. The conduit bond financing will help to finance public infrastructure costs and to refinance other bonds that FAME previously authorized. Planned infrastructure improvements will include roads, utility upgrades, public equipment acquisition, trails, and a parking garage to support additional development on the property.

During the First Session of the $131^{\text {st }}$ Maine Legislature, FAME sponsored three agency bills and collaborated with lawmakers and stakeholders on various other legislation. The agency bills FAME sponsored were:

- LD 32: An Act to Update the Maine State Grant Program (sponsored by Senator Daughtry): Following enactment of federal legislation related to Free Application for Federal Student Aid (FAFSA) simplification, the governing program statute needed to be updated to reflect usage of the new term "Student Aid Index" instead of "Expected Family Contribution."
- LD 46: An Act to Amend the Statutory Balance Limit on the Finance Authority of Maine's Loan Insurance Reserves (sponsored by Senator Curry): The $\$ 40$ million statutory cap governing the overall balance limit allowed in FAME's Commercial Loan Insurance Reserve Fund has nearly been reached, soon prohibiting FAME's loan insurance reserves from receiving the $\$ 1$ million transfer per "the Cascade" in fiscal years with state budget surpluses. We were able to increase the statutory cap from $\$ 40$ million to $\$ 50$ million to allow us to meet business financing needs and help finance larger transactions.
- LD 184: An Act to Provide for the 2023 and 2024 Allocations of the State Ceiling for Private Activity Bonds (sponsored by Senator Daughtry): Annually submitted on behalf of state private activity bond issuers (FAME, Treasurer, MSHA, Bond Bank). This allocation allows for the issuance of tax-exempt bonds for purposes determined by Congress to be for the public's benefit.

FAME also appreciates the Legislature's support in continuing funding for two higher education workforce development programs that were initially funded through federal ARPA funds and the Maine Jobs \& Recovery Plan. The first program involves an additional appropriation of $\$ 1$ million in state funds to continue the Nursing Education Loan Repayment Program. Eligible applicants must: be a nurse; be currently enrolled in a master's or doctoral degree program in nursing or have completed a master's or doctoral degree in nursing; possess an outstanding education loan relating to the master's or doctoral nursing degree; and agree to work as part-time or full-time nursing faculty in a nursing education program in the state for a minimum of three years after acceptance to the program. FAME will repay the loans of eligible nurse educators in the amount of up to $\$ 20,000$ over three years for a master's degree and up to $\$ 40,000$ over three years for a doctoral degree. Selection of thirty-four recipients occurred over two application cycles in November 2022 and May 2023. Last session the Legislature amended the program to include part-time nursing educators. An additional application cycle will launch in October 2023 in an effort to commit all MJRP funds by December 31, 2024 as required under federal law.

The Legislature also voted to provide an additional $\$ 2$ million in state funding for the Maine Health Care Provider Loan Repayment Pilot Program. FAME will make loan repayments up to $\$ 25,000$ per year and, in aggregate, the lesser of $\$ 75,000$ and $50 \%$ of the recipient's outstanding loan balance, for selected professionals who commit to living and working in Maine for three years. The program is designed to address critical workforce shortages exacerbated by the COVID-19 pandemic, including, but not limited to, the behavioral health and oral care sectors. The program began accepting applications in June, as well, and will make awards this fall. During the first round of funding, FAME received over 1,000 applications for what ended up being just eighteen selections due to limited funding. The program is very
popular and competitive, and the new funds should help meet more of the demand. We anticipate opening a new application cycle early third quarter FY 24.

The Doctors for Maine's Future Scholarship Program benefitted from additional state funding of $\$ 1$ million. The program offers $\$ 25,000$ per year scholarships over four years for medical students participating in either the MMC/Tufts MaineTrack Program or UNE's med school, UNECOM. This continued funding will support the funding of four scholarships per year per school, with four more to be matched by the schools annually through academic year 202526. Interested applicants must apply to (and are selected by) the medical schools.

Last session the Legislature modified a FAME-administered program to make it more attractive and effective. LD 1169, An Act to Amend the Laws Governing the Foreign Credentialing and Skills Recognition Revolving Loan Program, sponsored by Representative Cloutier, changed the Foreign Credentialing and Skills Recognition Revolving Loan Program to a grant program. The bill also increases the maximum allowable distribution of funds per applicant from $\$ 700$ to $\$ 1,000$. This program, established by the Legislature in 201920, is designed to assist eligible immigrants living in Maine, but who are not yet eligible to work in the United States, to pay for certain expenses related to obtaining their work permits and becoming work ready.

LD 1256, An Act to Increase Access to Oral Health Care by Expanding the Maine Dental Education Loan Program, was sponsored by Representative Mastraccio and also enacted into law. It expands eligibility for the Maine Dental Education Loan and Loan Repayment Programs, which are administered by FAME, to include dental hygienists, dental therapists, expanded function dental assistants, and dental assistants. If funds permit, which they do not currently, FAME will be able to award up to three loans or loan repayment agreements annually for dentists, and also award up to six loans or loan repayment agreements annually for dental hygienists, dental therapists, expanded function dental assistants, or dental assistants, and may award additional loans or loan repayment agreements annually.

We very much appreciate the support of the bill sponsors, Governor Mills, legislators from both parties, and our business, higher education, and workforce development partners, for supporting these bills' enactment.

In the coming months, FAME will be undertaking a new round of strategic planning with our board of directors, staff, and various stakeholders. FAME has enjoyed forty years of success in supporting higher education and business financing in Maine, and as we consider the future, we will rigorously explore whether our existing programs are sufficient to meet the needs of the state. We will continue to identify ways our business finance programs can fill needed gaps in the Maine economy.

We are pleased to report that we are making progress with the help of stakeholders and customers advancing the concept of a funding portal for any business to utilize when seeking financing in the state. The mission of the Maine Funding Portal is to improve the experience of Maine business owners seeking funding from public and non-profit funding organizations. We
plan to do this by providing a central intake platform, common application, and automated lender matching. We aim to accomplish this with three key strategies:

- Streamline business application, matching, and funding from Maine's public and non-profit providers
- Aggregate data to improve understanding of demand/need within Maine's business community
- Improve collaboration between public, non-profit, and for-profit agencies using the cloud-based funding platform

FAME is currently working through product design and implementation with a software firm and plans to have the portal live and active in early 2024.

FAME is committed to ensuring that the state's resources are used most effectively for Maine businesses and utilizes customer reviews and evaluations to improve our services to the citizens of Maine. We are especially pleased to report that this past year, FAME scored a 4.72
out of a maximum possible 5-point score on commercial borrower customer satisfaction for all our commercial programs. This was our highest score ever! We also were again named for the ninth straight year as one of the Best Places to Work in Maine. The FAME staff is deeply committed to providing superior customer service to its customers, the people of Maine, and believe that being a Best Place to Work creates a positive and productive work environment.

## Higher Education Finance Programs and Services

FAME's Education Division helps to create the workforce of the future by increasing the number of Maine residents with credentials of value. We do so in a variety of ways, including by seeking to become the one-stop shop for student financial aid resources; expanding our financial education programs; and increasing higher education savings rates. Since we began administering the state's higher education programs in 1990, FAME has awarded over $\$ 470$ million in state-funded grants and loans to over 285,300 Maine students. Below please find information about our education financing and other programs.

State Funded/Supported Programs: Information regarding awards made in FY 23 is located at Tab 5.

## Maine State Grant Program

- This is the state's basic need-based undergraduate grant program awarded to approximately 14,441 Maine students annually.
- Students apply using the Free Application for Federal Student Aid (FAFSA). Historically the FAFSA filing eligibility deadline was May 1, but that has been extended in recent years due to the pandemic.
- To mitigate the impact of COVID-19 on enrollment, FAME funded eligible students for the 20222023 academic year who filed the FAFSA after May 1, 2022 and who met the EFC cut-off of 10,000.
- Award levels for academic year 2022-23:
- $\$ 2,500$ for full-time study at Maine institutions (public and private)
- \$1,250 for part-time study at Maine institutions (public and private)
- $\$ 2,500$ for full-time study under a New England Board of Higher Education (NEBHE) program at an eligible institution
- \$1,250 for part-time study under a NEBHE program at an eligible institution


## Maine State Grant Program - Adult Learners

- This program is based upon the traditional Maine State Grant Program but targeting Maine's adult learner population.
- In FY 23, FAME awarded adult learners under the terms of the above Maine State Grant Program. With the elimination of the FAFSA filing deadline, we did not differentiate between Maine State Grant and Maine State Grant for Adults.


## Tuition Waiver Program (Foster Care) and Tuition Waiver Program (Public Servant)

- Thirty new tuition waivers each year are available to students who were foster children under the custody of the Maine Department of Health and Human Services and for adopted persons whose adoptive parent(s) received a subsidy from the Department when they graduated from high school.
- Recipients must be Maine residents attending a school within the University of Maine System, the Maine Community College System, or Maine Maritime Academy.
- For those individuals not selected for the Foster Care Tuition Waiver Program, FAME and its partners (UMS, MCCS, MMA, and JMG) have added additional assistance through outreach and individualized counseling regarding other financial aid options.

Tuition waivers are also available for children and spouses of firefighters, law enforcement officers, and emergency medical services personnel who have been killed in the line of duty, or who died resulting from injuries received during the performance of their duties. Individuals who apply for a waiver in the Public Servant Program are funded by request. Recipients must be Maine residents attending a school within the University of Maine System, the Maine Community College System, or Maine Maritime Academy.

## Educators for Maine

- Merit-based forgivable loans for Maine students pursuing initial certification as a teacher, including speech pathology or a career in child development.
- Award amounts are based on available funding and are subject to change annually, but not less than $\$ 3,000$ for undergraduate students and not less than $\$ 2,000$ for graduate students. For academic year 22-23, awards were $\$ 4,000 /$ year for undergraduates and $\$ 3,000 /$ year for graduate studies.
- Loans are forgiven if the recipient is an educator or speech pathologist in an eligible elementary or secondary school or a quality childcare program in the state of Maine. Loan recipients who are Jobs for Maine's Graduates Specialists may also be eligible for forgiveness in this program.


## Maine Health Professions Loan Program

- The Maine Health Professions Loan Program is a need-based loan of up to $\$ 25,000 /$ year for Maine residents pursuing post-graduate medical, dental, or veterinary education. The program offers tiered interest rate loans depending on the type of return service rendered.


## Maine Health Care Provider Loan Repayment Pilot Program

- Geared toward certain health care professionals to address critical workforce shortages exacerbated by the COVID-19 pandemic, including, but not limited to, the behavioral health and oral care sectors. Selection of 18 eligible recipients from a pool of 1,021 applications occurred in October 2022.
- FAME will pay up to $\$ 25,000$ per year and, in aggregate, the lesser of $\$ 75,000$ and $50 \%$ of the recipient's outstanding loan balance beginning in November 2023.
- Program was to terminate when the funds allocated by Legislature (currently $\$ 1$ million) were fully expended or by December 31, 2024, whichever occurs first. However, additional funds ( $\$ 2$ million) were approved by the Legislature in the supplemental budget. We anticipate opening a new application cycle early third quarter FY 24.


## Maine Veterinary Medicine Loan Program

- This is a need-based forgivable loan for students enrolled in a program leading to a Doctor of Veterinary Medicine degree.
- Loans in the amount of $\$ 25,000$ annually are available to students.
- Beginning in academic year 2023-24, the program will be expanded (funds permitting) as follows: increased number of loans that may be awarded from two per year to eight per year, with overall aggregate program loans increased from eight to thirty-two; at least half of these (and no fewer than two) must be awarded to livestock veterinary students, unless we do not receive enough applications, in which case we may award remaining loans to other eligible applicants; increased maximum loan amounts from $\$ 25,000$ per year to $\$ 35,000$ per year; expanded program eligibility to veterinarians who practice "emergency and critical care" (to be defined by the Department of Agriculture,

Conservation, and Forestry (DACF), but to include non-livestock animals like cats and dogs); and expanded program eligibility to veterinarians of any kind who practice in "underserved geographic regions" (to be defined by DACF, but priority must be given to Aroostook, Oxford, Penobscot, Piscataquis, Somerset, and Washington Counties).

## Maine Dental Education Loan and Loan Repayment Program

- The Maine Dental Education Loan provides a forgivable loan to Maine residents who are pursuing a postgraduate degree in dentistry. The Maine Dental Loan Repayment Program provides practicing dentists loan repayment. Under both programs, the dentist must provide dental services to Mainers living in underserved population areas without regard to their ability to pay.
- An education loan and/or loan repayment recipient with a new agreement signed January 1, 2020 and later can receive up to $\$ 25,000$. An education loan and/or loan repayment recipient with an agreement signed before January 1, 2020 can receive up to $\$ 20,000$.
- The Legislature recently amended the program to include dental hygienists, dental therapists, expanded function dental assistants, and dental assistants.


## Doctors for Maine's Future Medical Scholarship Program

- Provides a $\$ 25,000$ scholarship annually for up to four years to Maine residents attending medical school at either University of New England College of Medicine or at Tufts University School of Medicine-Maine Medical Center Program (Maine Track Program).
- Schools must provide an equal number (match) of $\$ 25,000$ scholarships to Maine resident students attending the school.


## Nursing Education Loan Repayment Program

- Loan repayment program for nursing educators who must: be a nurse; be currently enrolled in a master's or doctoral degree program in nursing or have completed a master's or doctoral degree in nursing; possess an outstanding education loan relating to the master's or doctoral nursing degree; and agree to work as full-time nursing faculty in a nursing education program in the state for a minimum of three years after acceptance to the program.
- Selection of 34 recipients occurred over two application cycles in November 2022 and May 2023.
- FAME will repay the loan of eligible nurse educators in the amount of up to $\$ 20,000$ over three years for a master's degree and up to $\$ 40,000$ over three years for a doctoral degree.
- Additional application cycle to launch October 2023 in an effort to commit all MJRP funds by December 31, 2024 as required under federal law.
- The Legislature recently approved in the supplemental budget additional funding ( $\$ 1$ million) for the program and expanded eligibility to include part-time nurse educators (repayment amount up to $\$ 10,000$ for master's degree and up to $\$ 20,000$ for doctoral degree). We anticipate opening a new cycle early third quarter FY 24.


## Foreign Credentialing and Skills Recognition Revolving Loan Program

- Provides interest-free loans up to $\$ 700$ to foreign-educated or foreign-trained experienced immigrants who need assistance while awaiting federal employment authorization to pay the costs of certain expenses related to improving their work-readiness once they receive their work permits. To date the program has been undersubscribed.
- During the most recent legislative session, the statute was amended to change the program into a grant program instead of a revolving loan program. Grant amounts were increased to $\$ 1,000$, as well.


## Foreign Credentialing and Skills Recognition Grant Program

- Program funded by grant from the Maine Community Foundation.
- Launched in January 2023, the program is providing grants up to $\$ 700$ to foreign-educated or foreign-trained new Mainers for the purpose of credential evaluation.
- Note: this is a different program from the recently amended state-funded program (discussed above), which now provides grants instead of loans.


## NextGen 529 ${ }^{\circledR}$

- NextGen 529 is Maine's Section 529 education savings plan, providing an opportunity for investors, including Maine residents, to save for eligible education expenses while realizing potential tax advantages.
- Earnings grow and withdrawals are federal and Maine state income tax-free when used for qualified education expenses.
- Accounts can be set up for any child or grandchild, friend or relative regardless of income, residency, or the age of the beneficiary.
- Assets can be used for eligible K-12 tuition purposes, for rollovers to ABLE accounts, and at eligible U.S.-accredited postsecondary institutions, including graduate schools, trade schools and some foreign institutions.
- FAME administers the program with input from the Advisory Committee on Education Savings.
- The Harold Alfond College Challenge (also known as the Alfond Grant) provides a $\$ 500$ grant to eligible Maine resident babies to be used for future higher education expenses.
- As of June 30, 2023, there are 51,725 Maine children with an Alfond Grant who have a NextGen account. A total of 147,089 Alfond Grants have been awarded to Maine children over the years.
- FAME provides a $\$ 100$ Initial Matching Grant to eligible Maine NextGen accounts upon opening.
- FAME provides a one-time $\$ 100$ grant to eligible Maine NextGen beneficiaries with qualifying automatic contributions made directly from a bank account or via payroll deduction.
- NextGen offers a self-directed series as well as an advisor-sold series.
- Beginning January 1, 2023, eligible residents of Maine who make a contribution to any Section 529 Program, including NextGen 529, are entitled to a Maine income tax deduction of up to $\$ 1,000$ per designated beneficiary.
- Vestwell State Savings, LLC is the program manager; The Bank of New York Mellon is the program custodian; BlackRock Advisors, LLC is the program investment manager, and BlackRock Investments, LLC is the program distributor and underwriter.


## The Maine Loan

- Provides a low, fixed interest rate loan option for Maine students and families who need to borrower for undergraduate or graduate education expenses. The loan is a credit-based program; therefore, students and/or co-borrowers need to meet established credit criteria to qualify for the loan.
- Students apply for the loan annually and may borrow up to the entire cost of attendance for their academic program less any financial aid received from their college or university.
- Since October 2015, when FAME assumed management of this program from the former Maine Education Loan Authority, the program has made 11,252 loans totaling \$91,437,616.


## Student Loan Insurance (In-school and Refinance)

- Provides Maine-based lending options for Maine students pursuing higher education or Maine student loan borrowers in repayment who would like to refinance/consolidate all or part of their existing student loans.
- FAME provides a loan guarantee (insurance) on loans made by participating Maine lenders. Loans are credit-based, therefore borrowers and/or co-borrowers need to meet established credit criteria to qualify for the loan and for the lender to receive the loan guarantee. Interest rates and fees are set by the Maine-based lender in conjunction with FAME.
- FAME administers the guarantee fund, insurance claims for defaulted loans and facilitates the relationship between Maine-based lenders and loan origination as well as loan servicing vendors.


## Alfond Leaders Program

- This is a privately funded program administered by FAME on behalf of the Harold Alfond Foundation. This student debt reduction program provides loan repayment assistance to people who live and work in Maine in a Science, Technology, Engineering and Math (STEM) - designated occupation at a Maine-based employer. Alfond Leaders may qualify for loan repayment up to half of their outstanding student loan balance at the time of application to the program, not to exceed $\$ 60,000$.
- Since the program's inception in 2017, there have been nine completed application cycles where over 2,500 applications have been received in aggregate. Since 2017, over $\$ 6$ million in student loan debt reduction has been awarded to slightly more 200 Alfond Leaders. The Harold Alfond Foundation, Alfond Leaders Advisory Committee, and FAME are pleased to have helped these Maine STEM professionals who work for Maine-based employers live and work in Maine.
- The first cohort of Alfond Leaders, selected in the Spring of 2017, has received their second and final debt reduction payment this past August. For this cohort alone, 19 STEM professionals received a total of $\$ 547,350$ in student loan debt reduction assistance for an estimated average award of $\$ 28,800$.
- Note: Alfond Leaders has paused applications since the spring of 2021 while the Harold Alfond Foundation evaluates the program's future.


## Maine Medical Education Trust Medical Student Loan

- This is a privately funded program administered by FAME on behalf of the Maine Medical Education Trust (formerly Maine Medical Education Foundation/Maine Medical Association).
- The program was established in 1959 by the Maine Medical Association (MMA) to make loans available to Maine residents enrolled in or accepted to approved medical schools.
- Loans range from $\$ 2,000$ to the full cost of an education based on available funding. These loans can be used to fill the gap between federal loan programs and the full cost of education.
- Over the past 50 years, over $\$ 5.5$ million has been loaned to deserving medical students.


## Student Loan Repayment Program (SLRP)

- Formerly known as the Educational Opportunity Tax Credit (EOTC) or "Opportunity Maine," this newly revamped and simplified tax credit provides up to $\$ 2,500$ per year or up to $\$ 25,000$ lifetime
for eligible Maine residents who work and pay taxes in the state after they graduate from higher education.
- New program terms apply to taxable years beginning on or after January 1, 2022.
- Unused credit carryover amounts may be claimed and applied to the new credit by a qualified individual for tax years beginning before January 1, 2027, subject to the annual credit limit of \$2,500.
- Phases out the refundable STEM credit over four years that was available under prior program.
- FAME administers the marketing funds only; the overall program is administered by Maine Revenue Services.
- Questions? Contact Maine Revenue Services at (207) 626-8475 or income.tax @ maine.gov


## College Access and Financial Education (CAFÉ)

FAME's College Access and Financial Education (CAFÉ) Team provides comprehensive college access and financial education services to students and schools throughout the state of Maine. FAME offers students, families, counselors, and advisors a variety of college access, financial aid, financial education, and education debt management services that support higher education aspirations and attainment in Maine. Helping students and families prepare to file for financial aid and supporting them through the entire process is a primary focus for the CAFÉ Team. Though the FAFSA itself has become easier, significant challenges continue to exist.

The FSA ID: Students, and one parent if parent information is required on the FAFSA, must create and use an FSA ID (username and password) to access all Federal Student Aid websites, including the FAFSA. The FSA ID is also required to retrieve federal tax information and serves as an electronic signature. Multiple challenges exist surrounding the creation, use and retrieval of the FSA ID. The FSA ID is tied to the individual's Social Security Number, so when there are issues, it is not possible just to create a new one. Significant support is often required to resolve problems associated with the FSA ID.

Performance of the StudentAid.gov website: The FAFSA has become easier, but the antiquated website, administered by the U.S. Department of Education, has been challenging, especially when traffic is heavy. Progressing through the form can be painfully slow and there are times when students are "kicked out" without warning. With patience, people can get through this process, but it is frustrating and often they worry that they are doing something wrong. FAME has expanded our outreach to let people know about these challenges, reassure them it is not because of what they are doing, and provide support as needed to ensure the FAFSA is successfully submitted.

Both before and after the FAFSA filing process, the CAFÉ Team focuses on helping families prepare and pay for education after high school. This is done by sharing information on saving, financial fitness, researching and identifying affordable schools, and by providing tools to compare financial aid awards and tips on smart borrowing, with a focus on the return on investment.

In FY 23, FAME's CAFÉ Team coordinated and participated in:

- 190 financial aid information sessions and workshops for 4,169 Maine students and families
- 45 training workshops for 2,984 counselors and advisors
- 47 workshops attended by 929 individuals to help students complete the Free Application for Federal Student Aid (FAFSA)
- 156 financial wellness focused events for 6,642 students

As COVID-19 cases declined in FY 23, the CAFÉ team was able to participate in many more in-person events. This was welcomed as in-person events allow for more interaction and often include more students than we were seeing when events were limited to virtual setting. Despite the return to "more normal," we have continued to offer virtual events. Parents, in particular, appreciate the convenience of virtual events and these sessions are a helpful supplement to our in-person events. We continue to explore ways to meet students and families where they are. Our texting program, which parents and students must opt into, has been very well received. Parents appreciate the personalized interactions and the ability to get information via their phones. Individualized thirty-minute Zoom appointments continued to be offered throughout the year and have provided a convenient and helpful way for parents and students to receive the support they need to navigate financial aid processes and programs in place to afford higher education. We continue to rely heavily on school counselors and other trusted professionals to share information about our events and available resources. These professionals are overworked and stretched incredibly thin, making it challenging for them to do more but they have continued to be excellent and supportive partners. We also worked closely with the Maine Community College System (MCCS) in support of their Free College Initiative. We regularly share information on the initiative during our events and via social media, as well as provide support at open houses and FAFSA training for MCCS staff.

## FAFSA Completion Efforts

FAME's FAFSA Completion Portal was made available in 2016 for all Maine high schools. Schools that sign a data use agreement with FAME are granted access to the FAFSA completion status of their students. This information allows schools to follow-up with students who have not yet completed the FAFSA. In 2017, access to this data was made available to all Maine Career and Technical Education Centers, and in 2018, access was further expanded to selected college access partners.

Maine's Class of 2022 FAFSA filing rate was approximately $60 \%$ at the end of the 2022-2023 FAFSA cycle. During this same period, the federal average was closer to $52 \%$, so Maine compares favorably. Note: we report this information a year later because the FAFSA cycle runs for more than twelve months.

The 2024-2025 FAFSA is being completely overhauled and delayed by the federal government until December (it normally is released on October 1). To ensure that our partners are aware of the changes and able to support their students and families, we've offered an increased number of FAFSA Simplification trainings. In the spring we also updated our website and added a FAFSA Simplification section, revised our publications and resources, and created new tools to share with students, families, and our partners.

## Financial Education and Debt Management

## Claim Your Future ${ }^{\circledR}$

Created by FAME, Claim Your Future is a program that encourages exploration into education after high school, future careers, and money management. FAME provides free Claim Your Future program kits to any interested Maine school or educational nonprofit organization. Students can also play online at ClaimYourFuture.org and FAME's College Access and Financial Education Team conducts Claim Your Future sessions in Maine classrooms upon request. In FY 23, Claim Your Future reached an important milestone with one million users playing the game online. In addition, we partnered with Carly Urban, Professor of Economics at Montana State University to conduct an extensive study to help us determine the impact of Claim Your Future on student knowledge and behavior. We were pleased to report that students who play Claim Your Future are:

- More likely to answer financial literacy questions correctly.
- More likely to say planning for the future and budgeting are important.
- Less likely to say they are unsure about their postsecondary training plans.
- Report that they have plans to attend some type of training after high school, and in particular, students become more likely to say they will attend a four-year school after high school.

FAME has fostered several statewide partnerships to make Claim Your Future available outside of Maine and educators from across the country have purchased the Claim Your Future program for use in their classrooms. Over the past year, more than 180,000 individuals have played Claim Your Future online across every U.S. state and in over 90 countries.

## Invest in ME Reads

In FY 23, FAME launched its third year of Invest in ME Reads, a statewide financial education initiative developed in partnership with the Consumer Financial Protection Bureau (CFPB) to support family financial wellness. An educational webpage, InvestinMeReads.com provides families with fun activities and resources. In the fall of 2022, 42,000 Maine second, third, and fourth graders received free books and materials that included information about saving, giving, and delayed gratification, as well as information about the CFPB Money as You Grow Bookshelf program. We continued to offer virtual book events featuring the author of Those Shoes. In FY 23, over 1,200 users visited InvestinMeReads.com.

## Online Financial Education and Borrower Counseling

In FY 23, FAME continued its partnership with $\mathrm{iGrad}^{\prime}$ Enrich to provide online financial education to Maine students and adults, including K-12 and college going students. 10,055 individuals have utilized iGrad/Enrich to strengthen their financial knowledge and decision-making.

In addition to the statewide financial education efforts, FAME continued its partnership with Maine colleges and universities to bring ECMC's student loan services to support Maine borrowers. ECMC Solutions provides counseling, education, and proactive outreach to borrowers before they enter repayment. Despite the student loan repayment pause in place since March 2020, ECMC provided direct counseling to 3,956 borrowers during FY 23.

## Employer Financial Wellness

In FY 23, FAME continued its Financial Check-in With FAME webinar series, an outreach program designed to support public and private employees across Maine who are seeking to improve their financial capability. 451 Mainers viewed the webinars live and 994 viewers watched a recorded session.

## Repayment Restart

Over the past year, FAME has provided extensive support to Maine student loan borrowers as they navigate the ever-changing federal student loan landscape, including the COVID-19 emergency relief/repayment pause, Public Service Loan Forgiveness Waiver, Biden-Harris Debt Relief, the Income-Driven Repayment Account Adjustment, and repayment restart. In addition to direct counseling, FAME has hosted six loanrelated webinars with 1,639 registrants and 4,818 views. To provide further support to borrowers, we have launched a new Student Loan Repayment Restart Webpage to guide borrowers as they prepare for and navigate repayment restart.

## Financial Educator Virtual Academy

FAME, in partnership with the Office of the Maine State Treasurer, the Maine Jumpstart Coalition for Personal Financial Literacy, and Champlain College Center for Financial Literacy, offered a free, virtual, ondemand personal finance and economics training to Maine educators, administrators, adult educators, and others. The Financial Educator Virtual Academy, which ended on December $31^{\text {st }}$ was a huge success, with 375 educators and professionals registering for the training.

## Breaking Down Barriers to College Affordability

In FY 23, FAME supported a year-long partnership with ideas 42 to develop solutions that leverage evidence-based behavioral research to eliminate key behaviors and make college more affordable for families in Maine. Our engagement with ideas42 resulted in the publishing of the following studies and the learnings will be utilized by our Education and Marketing teams to support Maine students and families:

- Summary on helping families save for college and, specifically, the project brief of our work on 529 contribution rates.
- Summary on college affordability and financial aid and, specifically, the project brief of our work on FAFSA filing.
- A design guide for 529 program administrators - Improving 529 plans to Drive Savings.


## TAB 2

## DESCRIPTION OF BUSINESSES ASSISTED, INCLUDING JOBS CREATED AND RETAINED

# PROGRAM KEY 

| AMLF | = | Agricultural Marketing Loan Fund |
| :---: | :---: | :---: |
| CALP | $=$ | Compliance Assistance Loan Program |
| CLI | $=$ | Commercial Loan Insurance Program |
| CLI-FFF |  | Commercial Loan Insurance Program made as part of Farming, \& Forestry Program |
| DAYCARE |  | Loan made to daycare facility through Regional Economic pment Revolving Loan Program |
| DIF |  | Dairy Improvement Fund |
| ECLP |  | Energy Conservation Loan Program |
| ERLP |  | Economic Recovery Loan Program (also known as Direct) |
| ERLP-FFF |  | Economic Recovery Loan made as part of Farming, Fishing \& y Program |
| ERLP PARTICIPATION=ERLP Loan made in partnership with other lender |  |  |
| ERLP-SSBCI |  | Economic Recovery Loan made in conjunction with State Small ss Credit Initiative (SSBCI) Program |
| MRDA | = | Maine Rural Development Authority Loan |
| NMLP | $=$ | Nutrient Management Loan Program |
| PMIF | = | Potato Marketing Improvement Fund |
| UOSF | $=$ | Underground Oil Storage Facility |
| VRIP | = | Venture Capital Revolving Investment Program |




| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| BELLADOON LLC, | \$240,000.00 | 0.25 | \$60,000.00 | \$240,000.00 | \$60,000.00 | Maine State Credit Union | Troy | CLI | - | 5 |
| Belmont Market \& Variety, LLC | \$28,500.00 | 0.90 | \$25,650.00 | \$17,719.17 | \$15,947.25 | Camden National Bank | Belmont | CLI | 2 | 2 |
| Belmont Property Holdings, LLC | \$400,000.00 | 0.25 | \$100,000.00 | \$371,015.65 | \$92,753.91 | Camden National Bank | Limington | CLI | - | - |
| Benners Landscaping Inc, | \$145,000.00 | 0.60 | \$87,000.00 | \$120,469.41 | \$72,281.65 | Machias Savings Bank | Waldoboro | CLI | - | 5 |
| Bennett Radio Group, LLC | \$450,000.00 | 0.25 | \$112,500.00 | \$427,350.62 | \$106,837.66 | Androscoggin Bank | Norway | CLI | 8 | - |
| Ben's Trading Post, LLC | \$140,000.00 | 0.50 | \$70,000.00 | \$8,486.18 | \$4,243.09 | The County Federal Credit Union | Presque Isle | CLI | - | 5 |
| Berkley Investments, LLC | \$240,000.00 | 0.75 | \$180,000.00 | \$215,933.30 | \$161,949.98 | First National Bank | Union | CLI | 5 | - |
| Bernosky Properties, LLC | \$182,000.00 | 0.25 | \$45,500.00 | \$157,605.13 | \$39,401.28 | Bangor Savings Bank | Swanville | CLI | - | 8 |
| Bert's Machine Shop, LLC | \$116,250.00 | 0.25 | \$29,062.50 | \$101,902.00 | \$25,475.50 | Camden National Bank | Rockland | CLI | - | 4 |
| Better Living Center | \$260,000.00 | 0.50 | \$130,000.00 | \$236,253.84 | \$118,126.92 | Franklin Savings Bank | Farmington | CLI | - | 8 |
| BFA Holdings LLC, | \$344,000.00 | 0.75 | \$258,000.00 | \$342,821.03 | \$257,115.77 | Evergreen Credit Union | Harrison | CLI | 3 | 8 |
| bHive LLC, | \$10,000.00 | 0.75 | \$7,500.00 | \$10,000.00 | \$7,500.00 | Evergreen Credit Union | Naples | CLI | - | 8 |
| Biddeford Internet Corporation | \$2,450,000.00 | 0.90 | \$2,205,000.00 | \$384,293.00 | \$345,863.69 | Skowhegan Savings Bank | Biddeford | CLI | 2 | 53 |
| Big Blue Box LLC, | \$30,000.00 | 0.60 | \$18,000.00 | \$28,893.05 | \$17,335.83 | Evergreen Credit Union | Windham | CLI | 1 | - |
| Big Blue Box LLC, | \$30,000.00 | 0.60 | \$18,000.00 | \$28,893.05 | \$17,335.83 | Evergreen Credit Union | Windham | CLI | - | - |
| Big Cat's Catering, LLC | \$320,000.00 | 0.50 | \$160,000.00 | \$262,210.14 | \$131,105.07 | Maine Savings Federal Credit Union | Hancock | CLI | 3 | 2 |
| Biodiversity Research Institute, | \$200,000.00 | 0.75 | \$150,000.00 | \$200,000.00 | \$150,000.00 | Camden National Bank | Portland | CLI | - | 43 |
| Biodiversity Research Institute, | \$300,000.00 | 0.75 | \$225,000.00 | \$22,639.10 | \$16,979.32 | Camden National Bank | Portland | CLI | - | - |
| Birdsall, Nicholas | \$95,000.00 | 0.75 | \$71,250.00 | \$57,207.29 | \$42,905.47 | Machias Savings Bank | Lamoine | CLI | - | 1 |
| Bisson Transportation, Inc., | \$1,400,000.00 | 0.50 | \$700,000.00 | \$1,400,000.00 | \$700,000.00 | Camden National Bank | Westbrook | CLI | - | 210 |
| Black Bear Ladder, Inc. | \$165,000.00 | 0.50 | \$82,500.00 | \$77,154.69 | \$38,577.35 | Camden National Bank | Lisbon | CLI | 1 | 5 |
| Black Tie, Inc. | \$300,000.00 | 0.90 | \$269,999.99 | \$164,989.21 | \$148,490.29 | Gorham Savings Bank | Yarmouth | CLI | 2 | 26 |
| Blackbird Baking Company LLC, | \$50,000.00 | 0.40 | \$20,000.00 | \$50,000.00 | \$20,000.00 | Gorham Savings Bank | South Portland | CLI | - | 17 |
| Blackbird Baking Company LLC, | \$108,000.00 | 0.75 | \$81,000.00 | \$36,558.41 | \$27,418.81 | Gorham Savings Bank | South Portland | CLI | - | - |
| Blackbird Baking Company LLC, | \$126,000.00 | 0.40 | \$50,400.00 | \$64,950.73 | \$25,980.29 | Gorham Savings Bank | South Portland | CLI | - | - |
| Blais, Michael W | \$45,928.00 | 0.50 | \$22,964.00 | \$38,846.50 | \$19,423.25 | Machias Savings Bank | Milford | CLI | - | 1 |
| Blue Hill Co-op | \$250,000.00 | 0.75 | \$187,500.00 | \$250,000.00 | \$187,500.00 | Bar Harbor Banking \& Trust Company | Blue Hill | CLI | 15 | 30 |
| Blue Lobster Urban Winery LLC, | \$82,000.00 | 0.50 | \$41,000.00 | \$22,499.96 | \$11,249.98 | Norway Savings Bank | Portland | CLI | - | 1 |
| Bob's Service Center, | \$215,000.00 | 0.57 | \$122,550.00 | \$187,139.12 | \$106,669.30 | Acadia Federal Credit Union | Madawaska | CLI | - | 9 |
| Boothbay Sea and Science Center, | \$960,000.00 | 0.75 | \$720,000.00 | \$960,000.00 | \$720,000.00 | First National Bank | East Boothbay | CLI | 3 | 13 |
| Bottles 'N Cans, LLC, | \$30,000.00 | 0.75 | \$22,500.00 | \$30,000.00 | \$22,500.00 | Bar Harbor Banking \& Trust Company | Harrison | CLI | - | 6 |
| BOUCHARD PROPERTIES LLC | \$540,750.00 | 0.75 | \$405,562.50 | \$502,661.71 | \$376,996.28 | Machias Savings Bank | East Orland | CLI | - | 11 |
| BOUCHARD PROPERTIES LLC | \$412,000.00 | 0.75 | \$309,000.00 | \$291,532.49 | \$218,649.37 | Machias Savings Bank | East Orland | CLI | - | - |
| Bowerman-Shedyak LLC, | \$150,000.00 | 0.25 | \$37,500.00 | \$148,439.19 | \$37,109.80 | Camden National Bank | Unity | CLI | - | 2 |
| Bray-Pey Holdings LLC, | \$850,000.00 | 0.23 | \$195,500.00 | \$794,882.16 | \$182,822.90 | Kennebec Savings Bank | Rome | CLI | 2 | 15 |
| Bread and Friends, LLC | \$450,000.00 | 0.75 | \$337,500.00 | \$450,000.00 | \$337,500.00 | Norway Savings Bank | Freeport | CLI | 9 | 4 |
| Bread and Roses Bakery, Inc, | \$75,000.00 | 0.75 | \$56,250.00 | \$75,000.00 | \$56,250.00 | Bangor Savings Bank | Ogunquit | CLI | - | 15 |
| Breda, LLC | \$6,000,000.00 | 0.25 | \$1,500,000.00 | \$5,908,633.66 | \$1,477,158.42 | Camden National Bank | Camden | CLI | 1 | 33 |
| Brickhouse Kitchen | \$200,000.00 | 0.25 | \$50,000.00 | \$181,905.17 | \$45,476.29 | Skowhegan Savings Bank | Skowhegan | CLI | - | - |
| Brickyard Skowhegan LLC | \$100,000.00 | 0.60 | \$60,000.00 | \$91,612.66 | \$54,967.60 | Skowhegan Savings Bank | PORTLAND | CLI | 7 | - |
| Brion Rieff Boatbuilding Inc. | \$275,000.00 | 0.49 | \$134,750.00 | \$235,750.27 | \$115,517.63 | First National Bank | Brooklin | CLI | - | 4 |



| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| Central Inc | \$4,500,000.00 | 0.33 | \$1,485,000.00 | \$3,937,972.82 | \$1,299,531.07 | Norway Savings Bank | Sanford | CLI | 6 | 40 |
| Central Maine Archery, LLC | \$125,000.00 | 0.65 | \$81,250.00 | \$49,435.63 | \$32,133.16 | Maine Community Bank | Auburn | CLI | 2 | 2 |
| Central Maine Equipment \& Motorsports, | \$100,000.00 | 0.75 | \$75,000.00 | \$100,000.00 | \$75,000.00 | Maine State Credit Union | Winslow | CLI | 2 | 3 |
| Central Maine Equipment \& Motorsports, | \$200,000.00 | 0.25 | \$50,000.00 | \$199,861.23 | \$49,965.31 | Maine State Credit Union | Winslow | CLI | - | - |
| CG Enterprises, Inc. | \$130,000.00 | 0.75 | \$97,500.00 | \$53,948.39 | \$40,461.29 | Evergreen Credit Union | South Portland | CLI | - | 3 |
| Chilton Holdings Co | \$243,584.07 | 0.60 | \$146,150.44 | \$131,750.71 | \$79,050.43 | Norway Savings Bank | Scarborough | CLI | 2 | 13 |
| Chilton Holdings Co | \$506,415.93 | 0.53 | \$268,400.44 | \$322,516.45 | \$170,933.71 | Norway Savings Bank | Scarborough | CLI | - | - |
| Chinchilla Capital LLC, | \$873,000.00 | 0.11 | \$96,990.30 | \$858,171.88 | \$95,342.90 | Evergreen Credit Union | Westbrook | CLI | 2 | 7 |
| Christopher and Stacey, LLC | \$160,000.00 | 0.75 | \$120,000.00 | \$109,034.11 | \$81,775.58 | Kennebec Savings Bank | Readfield | CLI | 2 | 4 |
| Christopher Leeman Building Contractor, | \$75,000.00 | 0.40 | \$30,000.00 | \$75,000.00 | \$30,000.00 | First National Bank | New Harbor | CLI | - | 2 |
| CHUTE, TIMOTHY | \$300,000.00 | 0.50 | \$149,550.00 | \$255,164.05 | \$127,199.28 | Machias Savings Bank | WINDHAM | CLI | 2 | - |
| Clamar Floats, Inc, | \$150,000.00 | 0.50 | \$75,000.00 | \$150,000.00 | \$75,000.00 | Androscoggin Bank | Brunswick | CLI | 1 | 3 |
| Clark, Patrick A | \$90,000.00 | 0.60 | \$54,000.00 | \$32,359.83 | \$19,415.90 | Camden National Bank | Bingham | CLI | 2 | - |
| Clark, Patrick A | \$135,000.00 | 0.25 | \$33,750.00 | \$113,735.77 | \$28,433.94 | Camden National Bank | Bingham | CLI | - | - |
| Clemens, Betsy A | \$210,000.00 | 0.25 | \$52,500.00 | \$186,137.70 | \$46,534.43 | Skowhegan Savings Bank | New Vineyard | CLI | - | 3 |
| Coast to Ridge Construction LLC | \$28,800.00 | 0.75 | \$21,600.00 | \$26,339.19 | \$19,754.39 | Maine State Credit Union | Farmingdale | CLI | - | 4 |
| Coaster Co., LLC | \$300,000.00 | 0.60 | \$180,000.00 | \$283,130.13 | \$169,878.08 | First National Bank | Camden | CLI | 7 | - |
| Coastline Wireless, LLC | \$125,000.00 | 0.60 | \$75,000.00 | \$59,971.14 | \$35,982.69 | Camden National Bank | Portland | CLI | 2 | 1 |
| Cobscook Community Learning Center | \$510,000.00 | 0.25 | \$127,500.00 | \$378,543.46 | \$94,635.87 | Machias Savings Bank | Trescott Twsp | CLI | 4 | 12 |
| Cold Stream Creation LLC, | \$25,000.00 | 0.75 | \$18,750.00 | \$25,000.00 | \$18,750.00 | Machias Savings Bank | Enfield | CLI | 2 | - |
| Collins Cakes \& Bakes Inc. | \$82,450.00 | 0.60 | \$49,470.00 | \$56,129.29 | \$33,677.58 | Franklin Savings Bank | Wilton | CLI | 2 | - |
| Comfortable Waters, LLC | \$250,000.00 | 0.50 | \$125,000.00 | \$163,643.81 | \$81,821.91 | Gorham Savings Bank | Portland | CLI | 6 | 2 |
| Common Wealth Poultry Company, LLC | \$850,000.00 | 0.90 | \$765,000.00 | \$657,994.06 | \$592,194.64 | Farm Credit East, ACA | Gardiner | CLI | 25 | 40 |
| Complete Hydraulics, Inc. | \$350,000.00 | 0.25 | \$87,500.00 | \$304,504.60 | \$76,126.15 | Bangor Savings Bank | Plymouth | CLI | - | 21 |
| Complete Hydraulics, Inc. | \$500,000.00 | 0.50 | \$250,000.00 | \$225,173.92 | \$112,586.96 | Bangor Savings Bank | Plymouth | CLI | - | - |
| Complete Hydraulics, Inc. | \$750,000.00 | 0.50 | \$375,000.00 | \$750,000.00 | \$375,000.00 | Bangor Savings Bank | Plymouth | CLI | - | - |
| Conarys Creative Curiosities, LLC | \$50,000.00 | 0.20 | \$10,000.00 | \$50,000.00 | \$10,000.00 | Machias Savings Bank | Bangor | CLI | 1 | 2 |
| Conley Holdings, LLC | \$940,000.00 | 0.75 | \$705,000.00 | \$905,492.13 | \$679,119.10 | Machias Savings Bank | Hermon | CLI | 8 | 8 |
| Conroy's Oil Service Inc., | \$382,500.00 | 0.75 | \$286,875.00 | \$255,525.79 | \$191,644.34 | M\&T Bank fka People's United Bank, NA | Saco | CLI | - | 4 |
| Conroy's Oil Service Inc., | \$100,000.00 | 0.75 | \$75,000.00 | \$100,000.00 | \$75,000.00 | M\&T Bank fka People's United Bank, NA | Saco | CLI | - | - |
| Convet, Inc. | \$164,826.27 | 0.25 | \$41,206.57 | \$86,022.18 | \$21,505.55 | Kennebunk Savings Bank | Wells | CLI | - | 1 |
| Cooks LAH Inc, | \$300,000.00 | 0.75 | \$225,000.00 | \$187,186.71 | \$140,390.03 | Androscoggin Bank | Bailey Island | CLI | - |  |
| COOR, RACHEL | \$64,000.00 | 0.75 | \$48,000.00 | \$32,397.91 | \$24,298.43 | Machias Savings Bank | WARREN | CLI | 6 | - |
| Core Cutter LLC | \$511,400.00 | 0.25 | \$127,850.00 | \$212,006.68 | \$53,001.67 | Kennebec Savings Bank | Farmingdale | CLI | 1 | 5 |
| Corey Electric Inc, | \$200,000.00 | 0.75 | \$150,000.00 | \$200,000.00 | \$150,000.00 | Camden National Bank | Westbrook | CLI | 5 | 7 |
| Corgan Technologies, LLC | \$1,000,000.00 | 0.75 | \$750,000.00 | \$407,608.30 | \$305,706.23 | Kennebec Savings Bank | Winthrop | CLI | - | 8 |
| County Ag \& Turf Supply, Inc. | \$125,000.00 | 0.70 | \$87,500.00 | \$36,813.27 | \$25,769.29 | Machias Savings Bank | Caribou | CLI | 4 | 4 |
| Cousins Exchange, LLC | \$1,100,000.00 | 0.90 | \$989,999.97 | \$570,786.73 | \$513,708.05 | Machias Savings Bank | Baring | CLI | - | 18 |
| Coventry Eagle LLC | \$520,000.00 | 0.25 | \$130,000.00 | \$410,701.00 | \$102,675.25 | Maine Community Bank | kennebunkport | CLI | 1 | - |
| Cowett, Michael D | \$171,886.00 | 0.50 | \$85,943.00 | \$40,536.82 | \$20,268.41 | The County Federal Credit Union | Presque Isle | CLI | - | 5 |
| Crab Apple Whitewater, Inc., | \$250,000.00 | 0.25 | \$62,500.00 | \$224,593.39 | \$56,148.35 | Kennebec Savings Bank | The Forks | CLI | - | 47 |
| Cravin' Candy? Inc. | \$115,000.00 | 0.60 | \$69,000.00 | \$111,769.92 | \$67,061.95 | Machias Savings Bank | Glenburn | CLI | - | - |


| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| Creekside Dental PC, | \$100,000.00 | 0.50 | \$50,000.00 | \$100,000.00 | \$50,000.00 | First National Bank | Bristol | CLI | - | 4 |
| Crosson, Stephen | \$110,000.00 | 0.51 | \$56,100.00 | \$67,806.18 | \$34,581.15 | Camden National Bank | Bucksport | CLI | - | 2 |
| Crossroads for Women Inc., | \$100,000.00 | 0.75 | \$75,000.00 | \$100,000.00 | \$75,000.00 | Gorham Savings Bank | Scarborough | CLI |  | 70 |
| CRW Subs, Inc | \$200,000.00 | 0.60 | \$120,000.00 | \$14,789.14 | \$8,873.48 | Camden National Bank | Hudson | CLI | 17 | - |
| Crystal Clean Holdings LLC | \$164,000.00 | 0.75 | \$123,000.00 | \$118,654.86 | \$88,991.15 | Maine Community Bank | So Portland | CLI | 3 | 14 |
| Crystal Clean Holdings LLC | \$250,000.00 | 0.75 | \$187,500.00 | \$229,650.99 | \$172,238.24 | Maine Community Bank | So Portland | CLI | - | - |
| Crystal Clean Holdings LLC | \$600,000.00 | 0.25 | \$150,000.00 | \$580,655.39 | \$145,163.85 | Maine Community Bank | So Portland | CLI | - | - |
| Crystal Clean Holdings LLC | \$1,336,000.00 | 0.25 | \$334,000.00 | \$1,241,350.55 | \$310,337.64 | Maine Community Bank | So Portland | CLI | - | - |
| CTD Enterprises Inc. | \$1,050,000.00 | 0.38 | \$400,000.65 | \$1,021,874.02 | \$389,285.95 | Camden National Bank | Brewer | CLI | 3 | 8 |
| Currier, Darren | \$103,500.00 | 0.75 | \$77,625.00 | \$92,069.26 | \$69,051.95 | Camden National Bank | Bangor | CLI | 4 | 12 |
| Custom Canvas \& Upholstery LLC | \$90,000.00 | 0.55 | \$49,374.00 | \$60,543.07 | \$33,213.93 | Camden National Bank | Bridgton | CLI | 3 | 3 |
| Custom Canvas \& Upholstery LLC | \$220,000.00 | 0.25 | \$55,000.00 | \$212,582.36 | \$53,145.59 | Camden National Bank | Bridgton | CLI | - | - |
| Custom Milling and Machining Inc, | \$25,000.00 | 0.75 | \$18,750.00 | \$25,000.00 | \$18,750.00 | Maine Community Bank | Waterboro | CLI | - | 4 |
| Custom Milling and Machining Inc, | \$99,958.00 | 0.75 | \$74,968.50 | \$13,523.44 | \$10,142.58 | Maine Community Bank | Waterboro | CLI | - | - |
| D \& S Auto LLC | \$500,000.00 | 0.50 | \$250,000.00 | \$500,000.00 | \$250,000.00 | Brewer FCU | Brewer | CLI | - | 5 |
| D\&C Care Company, | \$169,200.00 | 0.25 | \$42,300.00 | \$166,455.17 | \$41,613.79 | Norway Savings Bank | Kennebunk | CLI | 20 | 105 |
| Dafni Greek Gourmet, LLC | \$125,000.00 | 0.25 | \$31,250.00 | \$78,762.60 | \$19,690.65 | Bangor Savings Bank | Biddeford | CLI | 7 | - |
| Daggett Builders, Inc, | \$180,000.00 | 0.25 | \$45,000.00 | \$161,441.15 | \$40,360.29 | Camden National Bank | Cushing | CLI | 3 | 4 |
| Daijas Curl Bar LLC, | \$8,400.00 | 0.60 | \$5,040.00 | \$6,690.14 | \$4,014.08 | Norway Savings Bank | Portland | CLI | 1 | - |
| Dark Star Restaurant Group, Inc. | \$238,500.00 | 0.25 | \$59,625.00 | \$157,975.97 | \$39,493.99 | Kennebec Savings Bank | New Gloucester | CLI | - | 21 |
| Davis, Amanda | \$105,880.50 | 0.75 | \$79,410.38 | \$84,742.38 | \$63,556.79 | Norway Savings Bank | Windham | CLI | - | 17 |
| Dayton Trailer Sales LLC, | \$100,000.00 | 0.60 | \$60,000.00 | \$100,000.00 | \$60,000.00 | Evergreen Credit Union | DAYTON | CLI | 1 | 3 |
| Dayton Trailer Sales LLC, | \$215,000.00 | 0.60 | \$129,000.00 | \$184,965.43 | \$110,979.26 | Evergreen Credit Union | DAYTON | CLI | - | - |
| Deabay Logging Inc, | \$680,000.00 | 0.75 | \$510,000.00 | \$672,237.48 | \$504,178.11 | Acadia Federal Credit Union | Masardis | CLI | - | 1 |
| DED, LLC | \$320,000.00 | 0.45 | \$144,000.00 | \$283,975.96 | \$127,789.18 | Bar Harbor Banking \& Trust Company | Union | CLI | 2 | 1 |
| Delano, Daniel R | \$187,200.00 | 0.50 | \$93,600.00 | \$162,543.27 | \$81,271.64 | Five County Credit Union | Wiscassett | CLI | - | 2 |
| Design Monster LLC | \$340,000.00 | 0.25 | \$85,000.00 | \$329,721.75 | \$82,430.44 | Camden National Bank | Camden | CLI | 4 | 4 |
| Devoe Color and Design Center, | \$80,000.00 | 0.53 | \$42,400.00 | \$80,000.00 | \$42,400.00 | Maine Community Bank | Biddeford | CLI | - |  |
| Diet on Monday, LLC | \$425,000.00 | 0.25 | \$106,250.00 | \$353,650.73 | \$88,412.68 | Camden National Bank | Cape Neddick | CLI | - | 19 |
| Dimensional Timber, LLC | \$360,000.00 | 0.60 | \$216,000.00 | \$101,327.22 | \$60,796.33 | Skowhegan Savings Bank | Madison | CLI | 4 | - |
| Dirigo Slipform, | \$400,000.00 | 0.50 | \$200,000.00 | \$400,000.00 | \$200,000.00 | Camden National Bank | Stillwater | CLI | 12 | 9 |
| Dodzweit LLC, | \$163,500.00 | 0.25 | \$40,875.00 | \$162,410.87 | \$40,602.72 | Camden National Bank | Stockton Springs | CLI | 1 | - |
| Dolley, Shawn | \$106,000.00 | 0.60 | \$63,600.00 | \$44,988.68 | \$26,993.21 | Camden National Bank | Gardiner | CLI | - | 1 |
| Dore Enterprises, LLC, | \$182,000.00 | 0.25 | \$45,500.00 | \$141,693.85 | \$35,423.46 | Skowhegan Savings Bank | Skowhegan | CLI | - | 22 |
| Douglass Plumbing \& Heating, LLC | \$487,500.00 | 0.60 | \$292,500.00 | \$368,656.97 | \$221,194.19 | Camden National Bank | Brewer | CLI | - | 9 |
| Dover Ford, LLC, | \$600,000.00 | 0.25 | \$150,000.00 | \$595,205.89 | \$148,801.47 | Machias Savings Bank | Dover Foxcroft | CLI | 5 | 11 |
| Downeast Graphics \& Printing, Inc. | \$25,000.00 | 0.75 | \$18,750.00 | \$25,000.00 | \$18,750.00 | Machias Savings Bank | Hancock | CLI | 2 | 12 |
| Downeast Graphics \& Printing, Inc. | \$175,000.00 | 0.75 | \$131,250.00 | \$173,870.48 | \$130,402.86 | Machias Savings Bank | Hancock | CLI | - | - |
| Downeast Hub, LLC | \$225,000.00 | 0.25 | \$56,250.00 | \$210,456.55 | \$52,614.14 | Bangor Savings Bank | Calais | CLI | 2 | 3 |
| Downtown Bethel Bed \& Breakfast, LLC | \$636,000.00 | 0.50 | \$318,000.00 | \$604,189.52 | \$302,094.76 | Franklin Savings Bank | Bethel | CLI | 4 | - |
| Dream Home Realty LLC, | \$45,000.00 | 0.60 | \$27,000.00 | \$45,000.00 | \$27,000.00 | Machias Savings Bank | Gorham | CLI | 12 | - |
| Drive Maine, LLC, | \$135,000.00 | 0.75 | \$101,250.00 | \$130,214.35 | \$97,660.76 | First National Bank | Gardiner | CLI | - | 4 |


| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| DS Graphics LLC, | \$15,000.00 | 0.75 | \$11,250.00 | \$15,000.00 | \$11,250.00 | Camden National Bank | Bangor | CLI | 2 | - |
| DSO Creative Fabrication, | \$50,000.00 | 0.75 | \$37,500.00 | \$50,000.00 | \$37,500.00 | Camden National Bank | Scarborough | CLI | - | 1 |
| DSO, LLC, | \$308,000.00 | 0.25 | \$77,000.00 | \$270,218.75 | \$67,554.69 | Camden National Bank | Scarborough | CLI | - | - |
| Dubois' Restaurant, LLC, | \$345,000.00 | 0.75 | \$258,750.00 | \$342,350.10 | \$256,762.58 | Acadia Federal Credit Union | Madawaska | CLI | 9 | - |
| Dufort III, Roland A | \$95,000.00 | 0.40 | \$38,000.00 | \$64,445.43 | \$25,778.17 | Kennebunk Savings Bank | Wells | CLI | - | 2 |
| Dupree's Paradise LLC | \$296,000.00 | 0.25 | \$74,000.00 | \$286,039.96 | \$71,509.99 | Camden National Bank | Augusta | CLI | 3 | 3 |
| Duval's Service Center, LLC | \$801,675.00 | 0.90 | \$721,507.48 | \$606,770.26 | \$546,093.22 | University Credit Union | So Portland | CLI | - | 5 |
| DWK Enterprises LLC, | \$200,000.00 | 0.13 | \$26,000.00 | \$184,490.47 | \$23,983.76 | Evergreen Credit Union | Bridgton | CLI | 2 | 2 |
| DWK Enterprises LLC, | \$615,000.00 | 0.13 | \$79,950.00 | \$607,467.50 | \$78,970.78 | Evergreen Credit Union | Bridgton | CLI | - | - |
| Dyer Company LLC | \$173,100.00 | 0.75 | \$129,825.00 | \$155,698.32 | \$116,773.74 | First National Bank | Brewer | CLI | - | 32 |
| Dylan Pierrotti dba Interpersonal Counseling, | \$255,000.00 | 0.25 | \$63,750.00 | \$237,248.16 | \$59,312.04 | Camden National Bank | Limington | CLI | 1 | 1 |
| E \& S Car Wash and Auto Detailing LLC, | \$360,000.00 | 0.25 | \$90,000.00 | \$355,244.50 | \$88,811.13 | Camden National Bank | Augusta | CLI | 1 | 1 |
| E.M. Dumond Enterprises | \$585,000.00 | 0.75 | \$438,750.00 | \$532,882.83 | \$399,662.12 | Kennebec Savings Bank | Windsor | CLI | - | 4 |
| Eagle Heights General Partner LLC, | \$250,000.00 | 0.75 | \$187,500.00 | \$250,000.00 | \$187,500.00 | Camden National Bank | Vinalhaven | CLI | 2 | 5 |
| Eagle Heights General Partners, LLC, | \$300,000.00 | 0.50 | \$150,000.00 | \$300,000.00 | \$150,000.00 | Camden National Bank | Vinalhaven | CLI | - | - |
| Earl, William D | \$130,000.00 | 0.50 | \$65,000.00 | \$105,623.15 | \$52,811.58 | York County Federal Credit Union | E. Waterboro | CLI | - | 4 |
| Easterly Wine LLC, | \$60,000.00 | 0.75 | \$45,000.00 | \$60,000.00 | \$45,000.00 | Camden National Bank | Belfast | CLI | 3 | 10 |
| Ecocor LLC | \$68,000.00 | 0.75 | \$51,000.00 | \$4,872.84 | \$3,654.63 | Camden National Bank | Lincolnville | CLI | - | 12 |
| Ecology Learning Center, | \$200,000.00 | 0.25 | \$50,000.00 | \$180,981.12 | \$45,245.28 | Bangor Savings Bank | Unity | CLI | 9 | - |
| Economy Guns / Indoor Range | \$282,000.00 | 0.90 | \$253,800.00 | \$192,546.77 | \$173,292.09 | Camden National Bank | Madison | CLI | 3 | - |
| Eddie Campbell, LLC, | \$154,260.00 | 0.75 | \$115,695.00 | \$151,333.37 | \$113,500.03 | Skowhegan Savings Bank | Bangor | CLI | - | 3 |
| Eddie Campbell, LLC, | \$100,000.00 | 0.90 | \$90,000.00 | \$100,000.00 | \$90,000.00 | Skowhegan Savings Bank | Bangor | CLI | - | - |
| ELECTRIFY MAINE INC, | \$250,000.00 | 0.54 | \$135,000.00 | \$250,000.00 | \$135,000.00 | Machias Savings Bank | ETNA | CLI |  | 2 |
| Electronic Services Corporation \& Subsidiaries | \$150,000.00 | 0.75 | \$112,500.00 | \$140,410.49 | \$105,307.87 | Skowhegan Savings Bank | Winthrop | CLI | - | 90 |
| Electronic Services Corporation \& Subsidiaries | \$1,100,000.00 | 0.90 | \$990,000.00 | \$779,584.70 | \$701,626.21 | Skowhegan Savings Bank | Winthrop | CLI | - | - |
| Ellis River Seafood, LLC, | \$30,000.00 | 0.60 | \$18,000.00 | \$30,000.00 | \$18,000.00 | Bangor Savings Bank | South Portland | CLI | - | 7 |
| Ellis River Seafood, LLC, | \$250,000.00 | 0.60 | \$150,000.00 | \$175,346.60 | \$105,207.96 | Bangor Savings Bank | South Portland | CLI | - | - |
| Ellis, Justin A | \$65,000.00 | 0.25 | \$16,250.00 | \$61,096.50 | \$15,274.13 | Skowhegan Savings Bank | Benton | CLI | 1 | 1 |
| Emerald Builders LLC, | \$30,000.00 | 0.52 | \$15,600.00 | \$30,000.00 | \$15,600.00 | Atlantic Federal Credit Union | Bowdoinham | CLI | - | 3 |
| Emilio Estates, Inc., | \$500,000.00 | 0.75 | \$375,000.00 | \$500,000.00 | \$375,000.00 | Acadia Federal Credit Union | Corinth | CLI | - | 16 |
| Employment Experts, Inc. | \$557,425.00 | 0.80 | \$445,940.00 | \$446,608.63 | \$357,286.91 | Acadia Federal Credit Union | Garfield | CLI | 3 | 3 |
| EMW Enterprises, Inc. | \$281,250.00 | 0.75 | \$210,937.50 | \$256,485.11 | \$192,363.83 | Camden National Bank | West Gardiner | CLI | 2 | 12 |
| Eventide Specialties | \$150,000.00 | 0.57 | \$85,500.00 | \$59,956.73 | \$34,175.34 | Bath Savings Institution | East Boothbay | CLI | - | 6 |
| Evergreen Home Performance, LLC, | \$500,000.00 | 0.75 | \$375,000.00 | \$500,000.00 | \$375,000.00 | Camden National Bank | Rockland | CLI | 11 | 32 |
| Express Electric EEC Inc. | \$200,000.00 | 0.75 | \$150,000.00 | \$200,000.00 | \$150,000.00 | Camden National Bank | Skowhegan | CLI | - | 12 |
| Fairway Auto Sales, LLC | \$137,400.00 | 0.50 | \$68,700.00 | \$103,760.41 | \$51,880.21 | Maine Savings Federal Credit Union | Hancock | CLI | - | 1 |
| Fall Brook, LLC, | \$1,305,000.00 | 0.11 | \$143,550.00 | \$1,283,699.12 | \$141,206.90 | Evergreen Credit Union | Portland | CLI | 5 | 10 |
| Family Legacy LLC | \$300,000.00 | 0.25 | \$75,000.00 | \$293,160.26 | \$73,290.07 | Norway Savings Bank | Lisbon | CLI | 7 | 6 |
| Fanwraps, | \$175,000.00 | 0.75 | \$131,250.00 | \$175,000.00 | \$131,250.00 | Camden National Bank | Union | CLI | 3 | 4 |
| Far Behind, Inc., | \$50,000.00 | 0.75 | \$37,500.00 | \$50,000.00 | \$37,500.00 | Camden National Bank | Old Town | CLI | - | 3 |
| Farming Fungi, LLC | \$66,000.00 | 0.75 | \$49,500.00 | \$19,945.17 | \$14,958.88 | Kennebunk Savings Bank | Springvale | CLI | 47 | 19 |




| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | $\begin{gathered} \hline \text { Jobs } \\ \text { Retained } \end{gathered}$ |
| Harding, Gregory | \$450,000.00 | 0.20 | \$90,000.00 | \$401,199.12 | \$80,239.82 | Bar Harbor Banking \& Trust Company | Trenton | CLI | 4 | 14 |
| Harmon Tire, | \$88,001.38 | 0.40 | \$35,200.55 | \$55,281.03 | \$22,112.41 | Machias Savings Bank | Ellsworth | CLI | - | 16 |
| Hartley's | \$300,000.00 | 0.75 | \$225,000.00 | \$264,530.44 | \$198,397.81 | Machias Savings Bank | Newport | CLI | 3 | 26 |
| Harveys Tractors \& Farm Equipment Inc | \$163,000.00 | 0.75 | \$122,250.00 | \$138,980.74 | \$104,235.56 | Camden National Bank | Dover-Foxcroft | CLI | 2 | - |
| Harveys Tractors \& Farm Equipment Inc | \$242,260.00 | 0.25 | \$60,565.00 | \$232,038.90 | \$58,009.73 | Camden National Bank | Dover-Foxcroft | CLI | - | - |
| Haslam Enterprises, Inc., | \$597,960.00 | 0.25 | \$149,490.00 | \$515,176.03 | \$128,794.01 | Bar Harbor Banking \& Trust Company | Eastbrook | CLI | 2 | 7 |
| Hathaway, Steven | \$60,000.00 | 0.75 | \$45,000.00 | \$31,093.07 | \$23,319.80 | Bangor Savings Bank | Kenduskeag | CLI | 1 | - |
| HATTON, DAKOTA | \$15,000.00 | 0.75 | \$11,250.00 | \$6,416.76 | \$4,812.57 | Machias Savings Bank | BAR HARBOR | CLI | - | 1 |
| HBA LLC, | \$400,000.00 | 0.75 | \$300,000.00 | \$382,157.75 | \$286,618.31 | Camden National Bank | Newport | CLI | - | 9 |
| Healey, Aaron T | \$450,000.00 | 0.75 | \$337,500.00 | \$438,465.69 | \$328,849.27 | Acadia Federal Credit Union | Levant | CLI | 3 | - |
| Heallen, Timothy R | \$80,000.00 | 0.25 | \$20,000.00 | \$79,836.83 | \$19,959.21 | Camden National Bank | Addison | CLI | 1 | 1 |
| Health Coaches, Inc. | \$30,000.00 | 0.50 | \$15,000.00 | \$4,683.08 | \$2,341.54 | Norway Savings Bank | Portland | CLI | - | 8 |
| Heart of Maine Properties Inc. | \$145,000.00 | 0.25 | \$36,250.00 | \$40,690.45 | \$10,172.61 | Skowhegan Savings Bank | Skowhegan | CLI | - | 1 |
| HEIKKINEN, KILE | \$228,000.00 | 0.25 | \$57,000.00 | \$224,870.52 | \$56,217.63 | Skowhegan Savings Bank | Chesterville | CLI |  | 1 |
| Hermon Realty, LLC. | \$330,000.00 | 0.75 | \$247,500.00 | \$179,324.43 | \$134,493.32 | Brewer FCU | Hermon | CLI | - | 1 |
| Herrick \& Salsbury, Inc., | \$195,000.00 | 0.43 | \$82,875.00 | \$62,987.59 | \$26,769.73 | Bar Harbor Banking \& Trust Company | Ellsworth | CLI | $\cdot$ | 7 |
| Hewke, Christopher J | \$130,000.00 | 0.60 | \$78,000.00 | \$108,193.43 | \$64,916.06 | Camden National Bank | The Forks | CLI | - | 3 |
| Higgins, Angela M | \$50,000.00 | 0.75 | \$37,500.00 | \$50,000.00 | \$37,500.00 | Camden National Bank | Greenville | CLI | 4 | 4 |
| High Krausen LLC, | \$675,000.00 | 0.25 | \$168,750.00 | \$652,311.99 | \$163,078.00 | Franklin Savings Bank | Bethel | CLI | 25 |  |
| HistoryIT, Inc., | \$225,000.00 | 0.75 | \$168,750.00 | \$225,000.00 | \$168,750.00 | Camden National Bank | Portland | CLI | - | 11 |
| Hoffman, Mark R | \$146,250.00 | 0.75 | \$109,687.50 | \$109,772.70 | \$82,329.53 | First National Bank | Newcastle | CLI | - | 2 |
| Hogan, Jennifer F | \$85,000.00 | 0.50 | \$42,500.00 | \$53,811.10 | \$26,905.55 | Five County Credit Union | Lisbon | CLI | - | 3 |
| HOLMES, ERIC A | \$42,000.00 | 0.75 | \$31,500.00 | \$37,416.98 | \$28,062.74 | Machias Savings Bank | JONESPORT | CLI | 1 | 1 |
| Huiskamer Coffee House | \$20,000.00 | 0.60 | \$12,000.00 | \$4,428.88 | \$2,657.33 | Kennebec Savings Bank | Augusta | CLI | 2 | - |
| Huiskamer Coffee House | \$25,000.00 | 0.60 | \$15,000.00 | \$12,850.68 | \$7,710.41 | Kennebec Savings Bank | Augusta | CLI | - | - |
| Hunt, Bradley | \$20,000.00 | 0.75 | \$15,000.00 | \$20,000.00 | \$15,000.00 | Farm Credit East, ACA | Livermore Falls | CLI | - | 2 |
| I.W.C Trucking LLC, | \$97,822.00 | 0.60 | \$58,693.20 | \$93,403.41 | \$56,042.05 | Maine State Credit Union | Sidney | CLI | 1 | - |
| IEC, Inc., | \$368,500.00 | 0.25 | \$92,125.00 | \$343,144.27 | \$85,786.07 | Skowhegan Savings Bank | Strong | CLI | - | 28 |
| Ignite Presque Isle | \$100,000.00 | 0.20 | \$20,000.00 | \$100,000.00 | \$20,000.00 | Katahdin Trust Company | Presque Isle | CLI | 20 | 6 |
| Ignite Presque Isle | \$1,100,000.00 | 0.25 | \$275,000.00 | \$1,085,588.04 | \$271,397.01 | Katahdin Trust Company | Presque Isle | CLI | - | - |
| IIWII LLC | \$405,000.00 | 0.15 | \$60,750.00 | \$373,890.93 | \$56,083.64 | Camden National Bank | Newcastle | CLI | - | 4 |
| ILT, LLC | \$47,281.50 | 0.20 | \$9,456.30 | \$38,974.49 | \$7,794.90 | Machias Savings Bank | Benton | CLI | 7 | 7 |
| ILT, LLC | \$764,650.00 | 0.20 | \$152,930.00 | \$711,685.39 | \$142,337.08 | Machias Savings Bank | Benton | CLI | 7 | 7 |
| Industrial Electrical Services LLC, | \$150,000.00 | 0.75 | \$112,500.00 | \$150,000.00 | \$112,500.00 | Camden National Bank | Auburn | CLI | - | 5 |
| Integrity Ledge Boring Company | \$195,630.00 | 0.60 | \$117,378.00 | \$66,165.10 | \$39,699.06 | Franklin Savings Bank | Farmingdale | CLI | 2 | - |
| Isamax Snacks Bakeries, Inc | \$235,000.00 | 0.75 | \$176,250.00 | \$155,401.92 | \$116,551.44 | Kennebec Savings Bank | Gardiner | CLI | 2 | 32 |
| It Was All A Dream - LLC | \$198,000.00 | 0.25 | \$49,500.00 | \$172,991.12 | \$43,247.78 | Bar Harbor Banking \& Trust Company | Bridgton | CLI | - | - |
| J \& H Landscaping LLC | \$45,375.00 | 0.75 | \$34,031.25 | \$37,906.22 | \$28,429.67 | First National Bank | Bristol | CLI | - | 19 |
| J Thomas Hicks \& Associates, P.A. | \$137,834.00 | 0.75 | \$103,375.50 | \$77,429.54 | \$58,072.16 | Camden National Bank | Brewer | CLI | - | 9 |
| J\&M 95er LLC, | \$700,000.00 | 0.43 | \$301,000.00 | \$485,011.43 | \$208,554.92 | Machias Savings Bank | Howland | CLI | - | 24 |
| J. Hall Landscaping | \$82,520.00 | 0.25 | \$20,630.00 | \$71,858.06 | \$17,964.52 | Maine Community Bank | Windham | CLI | 1 | 6 |



| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| Kennebec Plumbing \& Heating, Inc., | \$127,500.00 | 0.25 | \$31,875.00 | \$127,500.00 | \$31,875.00 | Maine State Credit Union | Fairfield | CLI | 2 | 1 |
| Kennebec Valley Animal Clinic, PA | \$693,067.55 | 0.50 | \$346,533.78 | \$49,617.51 | \$24,808.76 | Camden National Bank | Farmingdale | CLI | - | 10 |
| Kerebear Child Care LLC, | \$80,000.00 | 0.75 | \$60,000.00 | \$80,000.00 | \$60,000.00 | Gorham Savings Bank | Buxton | CLI | 18 | 18 |
| Keystone Investment Group, LLC, | \$1,000,000.00 | 0.10 | \$100,000.00 | \$986,278.92 | \$98,627.89 | Evergreen Credit Union | Raymond | CLI | - | 8 |
| Kidz Go Eco, LLC | \$179,000.00 | 0.75 | \$134,250.00 | \$155,276.03 | \$116,457.02 | Maine Community Bank | Saco | CLI | 1 | 6 |
| Kimball \& Sons Logging \& Trucking LLC | \$720,000.00 | 0.75 | \$540,000.00 | \$584,666.93 | \$438,500.20 | Maine Community Bank | Poland | CLI | 3 | 3 |
| Kingpins LLC | \$1,170,304.00 | 0.25 | \$292,576.00 | \$1,053,049.76 | \$263,262.44 | Franklin Savings Bank | Bethel | CLI | 18 | - |
| Kinney, Derrick D | \$255,000.00 | 0.25 | \$63,750.00 | \$230,413.06 | \$57,603.27 | Skowhegan Savings Bank | Cornville | CLI | 1 | - |
| KLMS, LLC | \$24,000.00 | 0.50 | \$12,000.00 | \$17,988.54 | \$8,994.27 | Kennebec Savings Bank | Jay | CLI | - | 7 |
| KMP Realty, LLC | \$150,000.00 | 0.50 | \$75,000.00 | \$135,741.37 | \$67,870.69 | Maine Savings Federal Credit Union | Charleston | CLI | - | 5 |
| Knowles Mechanical Inc, | \$200,000.00 | 0.75 | \$150,000.00 | \$200,000.00 | \$150,000.00 | Camden National Bank | Litchfield | CLI | 4 | 4 |
| KV Tooling Systems, LLC | \$270,000.00 | 0.40 | \$108,000.00 | \$232,356.20 | \$92,942.48 | Camden National Bank | Augusta | CLI | 3 | 8 |
| L. Fettinger \& Son, Inc. | \$135,000.00 | 0.25 | \$33,750.00 | \$105,266.77 | \$26,316.69 | Camden National Bank | Exeter | CLI | - | 4 |
| Labelle, James R | \$63,000.00 | 0.60 | \$37,800.00 | \$40,313.41 | \$24,188.05 | Camden National Bank | Corinth | CLI | - | 5 |
| LaBrie Enterprises LLC | \$360,000.00 | 0.75 | \$270,000.00 | \$330,844.32 | \$248,133.24 | Brewer FCU | Orrington | CLI | 1 | 6 |
| LACK Real Estate LLC | \$600,000.00 | 0.25 | \$150,000.00 | \$589,750.69 | \$147,437.67 | Bar Harbor Banking \& Trust Company | Hamden | CLI | - | - |
| Laferriere, Michael R | \$130,000.00 | 0.50 | \$65,000.00 | \$81,691.65 | \$40,845.83 | Maine Highlands Federal Credit Union | Veazie | CLI | 3 | - |
| Laney, Glen B | \$475,000.00 | 0.25 | \$118,750.00 | \$347,832.64 | \$86,958.16 | Skowhegan Savings Bank | Skowhegan | CLI | - | 9 |
| Larkin Enterprises Inc, | \$300,000.00 | 0.75 | \$225,000.00 | \$300,000.00 | \$225,000.00 | Camden National Bank | Lincoln | CLI | 30 | 90 |
| Law Communications, Inc. | \$117,067.00 | 0.25 | \$29,266.75 | \$71,554.67 | \$17,888.67 | Skowhegan Savings Bank | Vienna | CLI | - | 4 |
| Lawrence's Lakeside Cabins LLC | \$900,000.00 | 0.25 | \$225,000.00 | \$900,000.00 | \$225,000.00 | Camden National Bank | Rockwood | CLI | 2 | 4 |
| Lenfestey, Myron | \$78,068.00 | 0.75 | \$58,551.00 | \$75,483.89 | \$56,612.92 | Machias Savings Bank | Jonesboro | CLI | - | 1 |
| Lewiston Coffee Co., Inc. | \$336,120.00 | 0.75 | \$252,090.00 | \$273,442.64 | \$205,081.98 | Camden National Bank | Lewiston | CLI | - | 12 |
| LILHAUS, LLC, | \$760,000.00 | 0.25 | \$190,000.00 | \$701,014.95 | \$175,253.74 | Bar Harbor Banking \& Trust Company | Lincolnville | CLI | - | 7 |
| Littleton Pit Stop | \$320,000.00 | 0.50 | \$160,000.00 | \$229,958.22 | \$114,979.11 | The County Federal Credit Union | Littleton | CLI | 1 | - |
| Livingston Dream, LLC | \$52,000.00 | 0.75 | \$39,000.00 | \$29,092.82 | \$21,819.62 | Camden National Bank | Bar Harbor | CLI | 2 | - |
| LG Woodlands, LLC | \$580,000.00 | 0.75 | \$435,000.00 | \$198,570.39 | \$148,927.79 | Acadia Federal Credit Union | Fort Kent | CLI | 3 | 1 |
| Local Economy LLC, | \$16,000.00 | 0.75 | \$12,000.00 | \$13,644.73 | \$10,233.55 | Gorham Savings Bank | Portland | CLI | - | 3 |
| Longmuir, Charles | \$216,900.00 | 0.25 | \$54,225.00 | \$208,973.66 | \$52,243.42 | Bangor Savings Bank | Brewer | CLI | 1 | - |
| Longreach Properties, LLC | \$1,500,000.00 | 0.25 | \$375,000.00 | \$812,203.37 | \$203,050.84 | Norway Savings Bank | Bath | CLI | 12 | 45 |
| Look, Derek J | \$150,000.00 | 0.70 | \$105,000.00 | \$149,500.00 | \$104,650.00 | Machias Savings Bank | Jonesport | CLI | 1 | 1 |
| Lost Valley Management, LLC. | \$750,000.00 | 0.75 | \$562,500.00 | \$674,785.10 | \$506,088.83 | Maine Community Bank | Auburn | CLI | 9 | 115 |
| Lovely Leo Company, LLC | \$289,200.00 | 0.50 | \$144,600.00 | \$275,872.66 | \$137,936.33 | Franklin Savings Bank | Bryant Pond | CLI | 3 | 5 |
| LST Inc | \$200,000.00 | 0.59 | \$117,167.26 | \$48,840.62 | \$28,612.59 | Machias Savings Bank | Bangor | CLI | 9 | 16 |
| LST Inc | \$250,000.00 | 0.75 | \$187,500.00 | \$203,680.81 | \$152,760.61 | Machias Savings Bank | Bangor | CLI | - | - |
| Lukes Duplexes, LLC | \$475,000.00 | 0.25 | \$118,750.00 | \$291,138.76 | \$72,784.69 | Camden National Bank | Waterville | CLI | 25 | - |
| Lunaform, LLC, | \$270,000.00 | 0.25 | \$67,500.00 | \$160,647.01 | \$40,161.75 | Bar Harbor Banking \& Trust Company | Sullivan | CLI | - | 5 |
| Lunt, Zachary | \$140,400.00 | 0.73 | \$102,239.28 | \$58,124.00 | \$42,325.90 | Machias Savings Bank | SEAL COVE | CLI | - | 2 |
| M \& S Glass, LLC, | \$234,000.00 | 0.75 | \$175,500.00 | \$156,518.30 | \$117,388.73 | Maine State Credit Union | Palmyra | CLI | - | 8 |
| MacDaddy's Mobile Cuisine LLC | \$60,000.00 | 0.50 | \$30,000.00 | \$19,979.66 | \$9,989.83 | Norway Savings Bank | Windham | CLI | - | 4 |




| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| Morrissette Enterprises LLC, | \$384,500.00 | 0.25 | \$96,125.00 | \$364,598.80 | \$91,149.70 | Norway Savings Bank | West Paris | CLI | - | - |
| Mountainside Grocers of Carrabassett Valley, Inc. | \$1,088,000.00 | 0.80 | \$870,400.00 | \$1,045,119.80 | \$836,095.85 | Franklin Savings Bank | Carrabassett Valley | CLI | - | 14 |
| Mulvey, Robert | \$170,000.00 | 0.75 | \$127,500.00 | \$114,545.01 | \$85,908.76 | Machias Savings Bank | Hodgdon | CLI | 3 | 2 |
| Murchison, Scott D | \$209,837.00 | 0.50 | \$104,918.50 | \$135,268.17 | \$67,634.09 | Machias Savings Bank | Lincoln | CLI | - | 2 |
| Murray, Nicholas J | \$25,000.00 | 0.60 | \$15,000.00 | \$25,000.00 | \$15,000.00 | Camden National Bank | Levant | CLI | 1 | 1 |
| Music Works LLC | \$60,000.00 | 0.69 | \$41,400.00 | \$56,898.25 | \$39,259.79 | Maine State Credit Union | West Gardiner | CLI | - | 2 |
| Naimat LLC | \$360,000.00 | 0.75 | \$270,000.00 | \$264,774.59 | \$198,580.94 | M\&T Bank fka People's United Bank, NA | So Portland | CLI | 2 | 2 |
| NARRAGUAGUS BAY HEALTH CARE FACILITY, | \$250,000.00 | 0.75 | \$187,500.00 | \$250,000.00 | \$187,500.00 | Machias Savings Bank | LEWISTON | CLI | 32 | 54 |
| NARRAGUAGUS BAY HEALTH CARE FACILITY, | \$500,000.00 | 0.75 | \$375,000.00 | \$394,927.37 | \$296,195.53 | Machias Savings Bank | LEWISTON | CLI | - | - |
| Nathan's Wellness Pharmacy \& Apothecary, | \$285,000.00 | 0.65 | \$185,250.00 | \$166,533.27 | \$108,246.62 | First National Bank | Boothbay Harbor | CLI | 5 | 6 |
| National Telephone and Technology, Inc., | \$25,000.00 | 0.60 | \$15,000.00 | \$25,000.00 | \$15,000.00 | Evergreen Credit Union | Scarborough | CLI | 1 | 4 |
| Nautidaze Ventures, LLC | \$198,000.00 | 0.60 | \$118,800.00 | \$148,322.70 | \$88,993.62 | Evergreen Credit Union | Scarborough | CLI | 1 | - |
| NDC Communications, LLC, | \$200,000.00 | 0.75 | \$150,000.00 | \$200,000.00 | \$150,000.00 | Acadia Federal Credit Union | Bangor | CLI | - | 45 |
| NDC Communications, LLC, | \$464,000.00 | 0.75 | \$348,000.00 | \$460,317.93 | \$345,238.45 | Acadia Federal Credit Union | Bangor | CLI | - | - |
| Nelson, Clinton | \$300,000.00 | 0.75 | \$225,000.00 | \$226,290.66 | \$169,718.00 | Machias Savings Bank | Columbia | CLI | 3 | - |
| Netop Associates, Inc., | \$140,000.00 | 0.75 | \$105,000.00 | \$82,594.12 | \$61,945.59 | Norway Savings Bank | Casco | CLI | 1 | 51 |
| New Beginnings Childcare | \$150,000.00 | 0.75 | \$112,500.00 | \$144,053.41 | \$108,040.06 | Maine State Credit Union | Chelsea | CLI | - | 2 |
| New England Millworks | \$50,000.00 | 0.75 | \$37,500.00 | \$50,000.00 | \$37,500.00 | Gorham Savings Bank | Gorham | CLI | - | 5 |
| New England Millworks | \$340,000.00 | 0.75 | \$255,000.00 | \$205,215.52 | \$153,911.64 | Gorham Savings Bank | Gorham | CLI | - | 5 |
| NEWELL, GREGORY M | \$88,800.00 | 0.72 | \$63,571.92 | \$77,251.48 | \$55,304.33 | Machias Savings Bank | PLEASANT POINT | CLI | 1 | 1 |
| Nichols Property LLC | \$800,000.00 | 0.25 | \$200,000.00 | \$752,767.73 | \$188,191.93 | Kennebec Savings Bank | Farmingdale | CLI | 1 | 6 |
| Nichols, III, Raymond L | \$319,375.00 | 0.60 | \$191,625.00 | \$176,097.55 | \$105,658.53 | Farm Credit East, ACA | Norway | CLI | 2 | - |
| Nick Marchesseault LLC | \$125,000.00 | 0.50 | \$62,500.00 | \$125,000.00 | \$62,500.00 | Norway Savings Bank | Lewiston | CLI | 1 | 8 |
| Nick Marchesseault LLC | \$225,000.00 | 0.50 | \$112,500.00 | \$189,907.68 | \$94,953.84 | Norway Savings Bank | Lewiston | CLI | - | - |
| Njangwe, Cecile M | \$256,500.00 | 0.25 | \$64,125.00 | \$251,170.59 | \$62,792.65 | Norway Savings Bank | Biddeford | CLI | 3 | 3 |
| Nocturnem, LLC, | \$318,000.00 | 0.75 | \$238,500.00 | \$316,662.95 | \$237,497.21 | First National Bank | Bangor | CLI | 2 | 10 |
| Normand Caron Logging Inc, | \$220,000.00 | 0.54 | \$119,658.00 | \$212,452.61 | \$115,552.98 | Acadia Federal Credit Union | Fort Kent Mills | CLI | - | 1 |
| North Country General Store | \$196,000.00 | 0.25 | \$49,000.00 | \$155,110.97 | \$38,777.74 | Camden National Bank | Athens | CLI | - | 5 |
| North East Pest Solutions LLC, | \$20,000.00 | 0.75 | \$15,000.00 | \$20,000.00 | \$15,000.00 | Evergreen Credit Union | Harrison | CLI | 1 | 1 |
| North Haven Holdings, LLC, | \$1,080,000.00 | 0.25 | \$270,000.00 | \$1,071,747.48 | \$267,936.87 | Bar Harbor Banking \& Trust Company | North Haven | CLI | 6 | 4 |
| North Spore, LLC, | \$847,800.00 | 0.75 | \$635,850.00 | \$847,800.00 | \$635,850.00 | Bath Savings Institution | Westbrook | CLI | 6 | 31 |
| North Woods Kitchen, LLC, | \$286,200.00 | 0.25 | \$71,550.00 | \$283,403.89 | \$70,850.97 | Camden National Bank | Greenville | CLI | 2 | - |
| Northeast Detector Dog Services LLC, | \$20,000.00 | 0.75 | \$15,000.00 | \$17,052.30 | \$12,789.23 | Gorham Savings Bank | Windham | CLI | - | 1 |
| Northern Lights Maine, Inc. | \$400,000.00 | 0.75 | \$300,000.00 | \$219,185.65 | \$164,389.24 | Skowhegan Savings Bank | Farmington | CLI | 2 | 10 |
| Northern Maine Holdings, LLC | \$106,807.00 | 0.40 | \$42,722.80 | \$89,005.20 | \$35,602.08 | Machias Savings Bank | West Enfield | CLI | - | 8 |
| Northern Pride Communications Inc, | \$700,000.00 | 0.50 | \$350,000.00 | \$700,000.00 | \$350,000.00 | Bangor Savings Bank | Topsham | CLI | 4 | 19 |
| N-Squared Media Solutions LLC, | \$25,000.00 | 0.50 | \$12,500.00 | \$25,000.00 | \$12,500.00 | Maine Savings Federal Credit Union | Hampden | CLI | - | 4 |
| NTT Enterprises LLC | \$1,100,000.00 | 0.12 | \$132,000.00 | \$930,747.70 | \$111,689.72 | Bangor Savings Bank | Caratunk | CLI | - | 1 |
| NWC, LLC, | \$500,000.00 | 0.75 | \$375,000.00 | \$480,129.32 | \$360,096.99 | Franklin Savings Bank | Newry | CLI | - | 2 |
| Oak Grove Spring Water Co. | \$198,870.00 | 0.75 | \$149,152.50 | \$85,777.34 | \$64,333.01 | Machias Savings Bank | Brewer | CLI | 2 | 10 |


| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| Oasis Nail Salon | \$54,560.00 | 0.73 | \$39,774.24 | \$49,167.77 | \$35,843.31 | First National Bank | Boothbay Harbor | CLI | - | 2 |
| Obie Holdings LLC | \$100,000.00 | 0.25 | \$25,000.00 | \$15,414.83 | \$3,853.71 | Kennebec Savings Bank | Augusta | CLI | - | 3 |
| Oceanfront Camping @ Reach Knolls, LLC | \$200,000.00 | 0.60 | \$120,000.00 | \$112,294.76 | \$67,376.86 | Machias Savings Bank | Brooklin | CLI | 2 | - |
| OGS, LLC, | \$585,000.00 | 0.60 | \$351,000.00 | \$579,936.74 | \$347,962.06 | First National Bank | Otis | CLI | - | 7 |
| Old House Parts, LLC | \$290,000.00 | 0.60 | \$174,000.00 | \$123,947.63 | \$74,368.58 | Camden National Bank | Kennebunk | CLI | 2 | 4 |
| Oldenburg, Tracy L | \$130,000.00 | 0.60 | \$78,000.00 | \$30,531.14 | \$18,318.68 | Bar Harbor Banking \& Trust Company | Newport | CLI | - | 3 |
| OMO Transport, Inc. | \$180,000.00 | 0.50 | \$90,000.00 | \$27,281.54 | \$13,640.77 | Five County Credit Union | Colorado Springs | CLI | - | 6 |
| Osgood, David S | \$100,000.00 | 0.75 | \$75,000.00 | \$74,041.84 | \$55,531.38 | Farm Credit East, ACA | Vinalhaven | CLI | - | 2 |
| Ouellette Timber Co., Inc., | \$100,138.49 | 0.60 | \$60,083.09 | \$81,123.62 | \$48,674.17 | Acadia Federal Credit Union | Fort Kent | CLI | - | 1 |
| Owen J. Folsom, Inc. | \$389,021.00 | 0.25 | \$97,255.25 | \$296,140.63 | \$74,035.16 | Camden National Bank | Stillwater | CLI | 4 | 50 |
| Owen J. Folsom, Inc. | \$1,000,000.00 | 0.75 | \$750,000.00 | \$920,692.92 | \$690,519.69 | Camden National Bank | Stillwater | CLI | - | - |
| Owen J. Folsom, Inc., | \$375,000.00 | 0.75 | \$281,250.00 | \$226,832.17 | \$170,124.13 | Camden National Bank | Stillwater | CLI | - | - |
| Oxbow Brewing Company LLC, | \$400,000.00 | 0.71 | \$282,480.00 | \$377,192.99 | \$266,373.69 | Bath Savings Institution | Newcastle | CLI | 2 | 51 |
| Oxbow Brewing Company LLC, | \$550,000.00 | 0.60 | \$330,000.00 | \$550,000.00 | \$330,000.00 | Bath Savings Institution | Newcastle | CLI | - | - |
| Oxbow Brewing Company LLC, | \$1,150,000.00 | 0.58 | \$667,000.00 | \$888,478.99 | \$515,317.80 | Bath Savings Institution | Newcastle | CLI | - | - |
| Paquin Holdings, Inc., | \$66,500.00 | 0.75 | \$49,875.00 | \$62,779.93 | \$47,084.95 | Machias Savings Bank | Ellsworth | CLI | 3 | 1 |
| Paradise Machine Company, LLC (ME) | \$80,000.00 | 0.75 | \$60,000.00 | \$23,831.29 | \$17,873.47 | Norway Savings Bank | Fryeburg | CLI | - | 20 |
| Partridge, Laura J | \$313,000.00 | 0.50 | \$156,500.00 | \$102,089.83 | \$51,044.92 | Maine Savings Federal Credit Union | Charleston | CLI | - | 6 |
| Patriot Holdings LLC | \$342,000.00 | 0.25 | \$85,500.00 | \$320,611.71 | \$80,152.93 | Camden National Bank | Rockport | CLI | 3 | 3 |
| Patterson Asphalt Industries, LLC | \$493,350.00 | 0.25 | \$123,337.50 | \$392,572.80 | \$98,143.20 | Camden National Bank | Rockport | CLI | 4 | - |
| Paul's Pick-a-Part, | \$220,000.00 | 0.70 | \$154,000.00 | \$167,556.76 | \$117,289.73 | Camden National Bank | Chelsea | CLI | - | 4 |
| PD2, LLC | \$950,000.00 | 0.25 | \$237,500.00 | \$856,740.41 | \$214,185.10 | Androscoggin Bank | Cape Elizabeth | CLI | - | - |
| Pelletier, Bruce | \$692,000.00 | 0.25 | \$173,000.00 | \$682,161.24 | \$170,540.31 | Machias Savings Bank | Lewiston | CLI | - | 4 |
| Pelletier, Edie A | \$32,901.06 | 0.56 | \$18,424.59 | \$18,212.02 | \$10,198.73 | Acadia Federal Credit Union | Allagash | CLI | 1 | - |
| Pemaquid Seafood LLC | \$404,000.00 | 0.50 | \$202,000.00 | \$331,540.16 | \$165,770.08 | First National Bank | Friendship | CLI | - | 5 |
| Peninsula Holding Company LLC | \$363,000.00 | 0.25 | \$90,750.00 | \$328,761.69 | \$82,190.42 | Bar Harbor Banking \& Trust Company | Surry | CLI | 4 | 7 |
| Pennacook Falls Investments, LTD. | \$4,100,000.00 | 0.75 | \$3,075,000.00 | \$4,051,308.21 | \$3,038,481.16 | First National Bank | Rumford | CLI | 19 | - |
| Pennell, Keith R | \$148,000.00 | 0.41 | \$60,680.00 | \$91,402.92 | \$37,475.20 | Atlantic Federal Credit Union | Harpswell | CLI | - | 1 |
| Penobscot Bay Weddings \& Events, | \$150,000.00 | 0.50 | \$75,000.00 | \$150,000.00 | \$75,000.00 | First National Bank | Bangor | CLI | - | 2 |
| Performance Properties 1 LLC | \$300,000.00 | 0.60 | \$180,000.00 | \$242,709.22 | \$145,625.54 | Machias Savings Bank | Owls Head | CLI | - | 8 |
| Perkins Studios | \$86,300.00 | 0.75 | \$64,725.00 | \$46,490.69 | \$34,868.02 | Bangor Savings Bank | Brewer | CLI | - | 3 |
| Perry, James F | \$180,900.00 | 0.75 | \$135,675.00 | \$69,458.91 | \$52,094.18 | Machias Savings Bank | Gouldsboro | CLI | 1 | 1 |
| Perry, Joseph C | \$110,000.00 | 0.75 | \$82,500.00 | \$65,183.90 | \$48,887.93 | Machias Savings Bank | Bangor | CLI | - | 7 |
| Pettengill Unlimited LLC, | \$25,000.00 | 0.75 | \$18,750.00 | \$25,000.00 | \$18,750.00 | Camden National Bank | Winthrop | CLI | 1 | 6 |
| Pettengill Unlimited LLC, | \$130,000.00 | 0.51 | \$66,040.00 | \$108,278.36 | \$55,005.41 | Camden National Bank | Winthrop | CLI | - | - |
| Phelps Excavating, Inc., | \$20,000.00 | 0.50 | \$10,000.00 | \$20,000.00 | \$10,000.00 | Evergreen Credit Union | Westbrook | CLI | - | 2 |
| Philbrook Steel, Inc., | \$150,000.00 | 0.50 | \$75,000.00 | \$150,000.00 | \$75,000.00 | Kennebec Savings Bank | Randolph | CLI | 2 | 3 |
| Philbrook Steel, Inc., | \$236,750.00 | 0.75 | \$177,562.50 | \$217,988.00 | \$163,491.00 | Kennebec Savings Bank | Randolph | CLI | - | - |
| Phinney, Chris R | \$51,651.00 | 0.25 | \$12,912.75 | \$48,732.44 | \$12,183.11 | Camden National Bank | Milbridge | CLI | 1 | 1 |
| Pickering Building Company LLC | \$40,000.00 | 0.60 | \$24,000.00 | \$40,000.00 | \$24,000.00 | Maine Community Bank | Kennebunk | CLI | - | 1 |
| Pike \& Craft; Orono, LLC | \$1,300,000.00 | 0.75 | \$975,000.00 | \$193,953.92 | \$145,465.44 | Camden National Bank | Stillwater | CLI | 4 | 105 |


| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| Pine Tree Holdings, LLC | \$347,000.00 | 0.25 | \$86,750.00 | \$263,514.58 | \$65,878.65 | Camden National Bank | Portland | CLI | 21 | - |
| Pine View Mobile Homes Inc. | \$477,000.00 | 0.25 | \$119,250.00 | \$391,734.99 | \$97,933.75 | Kennebec Savings Bank | Winslow | CLI | 1 | 12 |
| Pingree, Jennifer E | \$34,100.00 | 0.50 | \$17,050.00 | \$12,947.79 | \$6,473.90 | Oxford Federal Credit Union | Rumford | CLI | - | 2 |
| PITTSFIELD VENTURES, LLC | \$434,000.00 | 0.60 | \$260,400.00 | \$411,261.24 | \$246,756.75 | Machias Savings Bank | Cape Neddick | CLI | 1 | 1 |
| PK Holdings, Inc. | \$200,000.00 | 0.90 | \$180,000.00 | \$200,000.00 | \$180,000.00 | Androscoggin Bank | Cape Elizabeth | CLI | - | 26 |
| Platinum \& Core, LLC, | \$500,000.00 | 0.75 | \$375,000.00 | \$500,000.00 | \$375,000.00 | Camden National Bank | Lewiston | CLI | - | 8 |
| Platt, Michael | \$124,400.00 | 0.60 | \$74,640.00 | \$105,481.40 | \$63,288.84 | Franklin Savings Bank | Bridgton | CLI | 1 | 1 |
| Playsite Services New England, Inc. | \$55,000.00 | 0.25 | \$13,750.00 | \$28,376.49 | \$7,094.12 | Kennebec Savings Bank | Vassalboro | CLI | 4 | - |
| Plourde, Ronnie | \$88,500.00 | 0.75 | \$66,375.00 | \$87,354.56 | \$65,515.92 | Acadia Federal Credit Union | Levant | CLI |  | 3 |
| Polky, Lee | \$160,000.00 | 0.25 | \$40,000.00 | \$72,215.11 | \$18,053.78 | Camden National Bank | Tenants Harbor | CLI | 2 | - |
| Popham Enterprises, LLC, | \$150,000.00 | 0.75 | \$112,500.00 | \$146,116.10 | \$109,587.08 | Machias Savings Bank | Bowdoin | CLI | 16 | - |
| Power Solutions of New England dba IBS | \$900,000.00 | 0.50 | \$450,000.00 | \$773,430.17 | \$386,715.09 | KeyBank National Association | Lewiston | CLI | 2 | 9 |
| Powers, David-John | \$58,500.00 | 0.75 | \$43,875.00 | \$52,832.41 | \$39,624.31 | Bangor Savings Bank | Medway | CLI | - | 1 |
| Preston McBreairty d/b/a Chamberlains Market, | \$150,000.00 | 0.75 | \$112,500.00 | \$149,117.39 | \$111,838.04 | Acadia Federal Credit Union | St Francis | CLI | - | 1 |
| Prime Real Estate Holdings LLC, | \$318,000.00 | 0.25 | \$79,500.00 | \$284,142.91 | \$71,035.73 | Norway Savings Bank | Auburn | CLI | 3 | 4 |
| PRK42, LLC | \$1,250,000.00 | 0.25 | \$312,500.00 | \$1,117,002.44 | \$279,250.61 | Androscoggin Bank | Cape Elizabeth | CLI | - | - |
| Professional Vehicle Corporation | \$156,000.00 | 0.75 | \$117,000.00 | \$139,080.30 | \$104,310.23 | Franklin Savings Bank | Rumford | CLI | - | 5 |
| Property Brothers II, LLC | \$308,000.00 | 0.75 | \$231,000.00 | \$238,661.66 | \$178,996.25 | Franklin Savings Bank | West Paris | CLI | - | 1 |
| QH Property, LLC | \$148,000.00 | 0.75 | \$111,000.00 | \$134,360.36 | \$100,770.27 | Gorham Savings Bank | Brunswick | CLI | 2 | 12 |
| R.M. Flagg Company, | \$200,000.00 | 0.50 | \$100,000.00 | \$200,000.00 | \$100,000.00 | Bangor Savings Bank | Bangor | CLI | 2 | 5 |
| R.M. Flagg Company, | \$500,000.00 | 0.50 | \$250,000.00 | \$494,500.42 | \$247,250.21 | Bangor Savings Bank | Bangor | CLI | - | - |
| Rancourt \& Company Shoecrafters Inc, | \$1,000,000.00 | 0.60 | \$600,000.00 | \$1,000,000.00 | \$600,000.00 | Camden National Bank | Lewiston | CLI | - | 25 |
| Rancourt \& Company Shoecrafters, Inc. | \$290,000.00 | 0.46 | \$133,400.00 | \$54,842.21 | \$25,227.42 | Camden National Bank | Lewiston | CLI | - | - |
| Rangeley Adventure Company, | \$100,000.00 | 0.75 | \$75,000.00 | \$82,354.05 | \$61,765.54 | Skowhegan Savings Bank | Rangeley | CLI | - | 3 |
| Rangeley Adventure Company, | \$400,000.00 | 0.25 | \$100,000.00 | \$388,788.42 | \$97,197.11 | Skowhegan Savings Bank | Rangeley | CLI | - | - |
| Ranger Contracting, Inc., | \$250,000.00 | 0.75 | \$187,500.00 | \$250,000.00 | \$187,500.00 | Skowhegan Savings Bank | Winslow | CLI | - | 10 |
| Ranger Contracting, Inc., | \$550,000.00 | 0.25 | \$137,500.00 | \$258,347.20 | \$64,586.80 | Skowhegan Savings Bank | Winslow | CLI | - | - |
| Ranger Contracting, Inc., | \$800,000.00 | 0.25 | \$200,000.00 | \$713,490.05 | \$178,372.51 | Skowhegan Savings Bank | Winslow | CLI | - | - |
| Rathbun Lumber Co, | \$1,125,000.00 | 0.25 | \$281,250.00 | \$607,103.67 | \$151,775.92 | Machias Savings Bank | Presque Isle | CLI | - | 9 |
| Ravenswolf, LLC | \$525,000.00 | 0.25 | \$131,250.00 | \$481,310.32 | \$120,327.58 | Machias Savings Bank | Ellsworth | CLI | 3 | 9 |
| Razia LLC | \$50,000.00 | 0.75 | \$37,500.00 | \$8,468.43 | \$6,351.32 | M\&T Bank fka People's United Bank, NA | Biddeford | CLI | 4 | 7 |
| Razia LLC | \$480,000.00 | 0.75 | \$360,000.00 | \$420,338.96 | \$315,254.22 | M\&T Bank fka People's United Bank, NA | Biddeford | CLI | 4 | 7 |
| RECON SURVEILLANCE GROUP LLC, | \$81,728.23 | 0.75 | \$61,296.17 | \$78,985.19 | \$59,238.89 | Gorham Savings Bank | SCARBOROUGH | CLI | 1 | 3 |
| Record \& Maruca, Inc., | \$50,000.00 | 0.50 | \$25,000.00 | \$50,000.00 | \$25,000.00 | Machias Savings Bank | Bar Harbor | CLI | 8 | 9 |
| Record \& Maruca, Inc., | \$320,000.00 | 0.75 | \$240,000.00 | \$320,000.00 | \$240,000.00 | Machias Savings Bank | Bar Harbor | CLI | - | - |
| Record-Evans, LLC | \$150,300.00 | 0.75 | \$112,725.00 | \$118,580.98 | \$88,935.74 | Franklin Savings Bank | Bethel | CLI | - | 2 |
| Red Flannel Hash | \$135,000.00 | 0.25 | \$33,750.00 | \$128,559.69 | \$32,139.92 | Skowhegan Savings Bank | North Yarmouth | CLI | - | 4 |
| Red Sand, LLC | \$100,000.00 | 0.75 | \$75,000.00 | \$82,412.94 | \$61,809.71 | Machias Savings Bank | Ellsworth | CLI | 1 | 10 |
| REME, Inc. | \$750,000.00 | 0.25 | \$187,500.00 | \$644,286.61 | \$161,071.65 | Kennebec Savings Bank | Augusta | CLI | - | 2 |
| Renovators, LLC, | \$75,000.00 | 0.75 | \$56,250.00 | \$75,000.00 | \$56,250.00 | Camden National Bank | Searsport | CLI | - | 6 |
| Reny, Joshua L | \$30,000.00 | 0.60 | \$18,000.00 | \$20,358.52 | \$12,215.11 | Camden National Bank | Wales | CLI | 2 | - |




| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| Stanley-Trafton Holdings LLC, | \$2,592,680.00 | 0.19 | \$499,998.34 | \$2,513,608.12 | \$484,749.30 | Norway Savings Bank | Porter | CLI | 90 | 5 |
| Star Energy, | \$40,000.00 | 0.20 | \$8,000.00 | \$40,000.00 | \$8,000.00 | Kennebec Savings Bank | Augusta | CLI | - | 5 |
| Steele Hostels, LLC | \$649,000.00 | 0.25 | \$162,250.00 | \$554,801.44 | \$138,700.36 | Franklin Savings Bank | Carrabassett Valley | CLI | 2 | - |
| Stockton Harbor Resort LLC | \$265,400.00 | 0.25 | \$66,350.00 | \$245,161.97 | \$61,290.49 | Camden National Bank | Stockton Springs | CLI | 3 | - |
| Stone Coast Partners, LLC, | \$100,000.00 | 0.75 | \$75,000.00 | \$100,000.00 | \$75,000.00 | Norway Savings Bank | Windham | CLI | - | 5 |
| Stone Coast Partners, LLC, | \$1,650,000.00 | 0.75 | \$1,237,500.00 | \$1,427,829.53 | \$1,070,872.15 | Norway Savings Bank | Windham | CLI | - | - |
| Stone Mountain Sound LLC | \$20,000.00 | 0.75 | \$15,000.00 | \$6,988.83 | \$5,241.62 | Norway Savings Bank | South Portland | CLI | - | 2 |
| Stone Mountain Sound LLC | \$50,000.00 | 0.75 | \$37,500.00 | \$50,000.00 | \$37,500.00 | Norway Savings Bank | South Portland | CLI | - | - |
| Stratton, Paul R | \$125,000.00 | 0.50 | \$62,500.00 | \$82,532.38 | \$41,266.19 | Maine Savings Federal Credit Union | Frankfort | CLI | - | 8 |
| Streamside Property LLC | \$247,500.00 | 0.50 | \$123,750.00 | \$219,904.75 | \$109,952.38 | Machias Savings Bank | Bucksport | CLI | 2 | - |
| Studio E Flett Design LLC, | \$100,000.00 | 0.50 | \$50,000.00 | \$100,000.00 | \$50,000.00 | Gorham Savings Bank | Gorham | CLI | - | 13 |
| Summer Feet: Maine Coast Cycling Adventures LLC, | \$50,000.00 | 0.75 | \$37,500.00 | \$50,000.00 | \$37,500.00 | Gorham Savings Bank | Westbrook | CLI | - | 1 |
| Summer Street Self Storage LLC | \$160,000.00 | 0.25 | \$40,000.00 | \$54,455.47 | \$13,613.87 | Camden National Bank | Oakland | CLI | 1 | - |
| Sunny Hill Holdings Inc. | \$260,000.00 | 0.50 | \$130,000.00 | \$238,329.67 | \$119,164.84 | Gorham Savings Bank | Casco | CLI | - | 5 |
| Sunrock LLC | \$364,500.00 | 0.25 | \$91,125.00 | \$348,994.62 | \$87,248.66 | Camden National Bank | Rockland | CLI | 3 | 3 |
| Sunset Stables, LLC | \$164,000.00 | 0.25 | \$41,000.00 | \$149,545.76 | \$37,386.44 | Kennebec Savings Bank | Clinton | CLI | 1 | - |
| Susan Elizabeth Inc. | \$135,000.00 | 0.65 | \$87,210.00 | \$71,225.35 | \$46,011.57 | Evergreen Credit Union | Falmouth | CLI |  | 3 |
| Susan Elizabeth, | \$90,000.00 | 0.75 | \$67,500.00 | \$85,587.82 | \$64,190.87 | Evergreen Credit Union | Falmouth | CLI | 3 | 3 |
| Sutton, Karen | \$260,000.00 | 0.75 | \$195,000.00 | \$210,914.18 | \$158,185.64 | First National Bank | Houlton | CLI | - | 2 |
| SXE, LLC | \$654,500.00 | 0.80 | \$523,600.00 | \$551,474.56 | \$441,179.65 | Maine Community Bank | Auburn | CLI | 4 | - |
| T F Davis, Jr Inc. | \$130,000.00 | 0.50 | \$65,000.00 | \$86,253.18 | \$43,126.59 | Bangor Federal Credit Union | Bangor | CLI | - | 2 |
| T\&D Wood Energy LLC | \$350,000.00 | 0.70 | \$245,000.00 | \$350,000.00 | \$245,000.00 | Partners Bank | Sanford | CLI |  | 16 |
| T. Brooks Holdings, LLC | \$100,000.00 | 0.60 | \$60,000.00 | \$69,833.36 | \$41,900.02 | Camden National Bank | Auburn | CLI | 3 | - |
| Tamburo, Alfonzo | \$130,000.00 | 0.60 | \$78,000.00 | \$42,536.45 | \$25,521.87 | Machias Savings Bank | Enfield | CLI | 1 | 1 |
| Tarr Family Farm Supply LLC, | \$360,000.00 | 0.25 | \$90,000.00 | \$359,421.18 | \$89,855.30 | Norway Savings Bank | Lewiston | CLI | 2 | - |
| Tashland, LLC | \$113,012.00 | 0.60 | \$67,807.20 | \$103,531.11 | \$62,118.67 | Machias Savings Bank | Ellsworth | CLI | 8 | 9 |
| Tax Pro, Inc., | \$450,000.00 | 0.75 | \$337,500.00 | \$447,480.83 | \$335,610.62 | Skowhegan Savings Bank | Skowhegan | CLI | - | 7 |
| Tax Pro, Inc., | \$450,000.00 | 0.75 | \$337,500.00 | \$447,480.83 | \$335,610.62 | Skowhegan Savings Bank | Skowhegan | CLI | - | - |
| TBC Excavation, Inc. | \$95,000.00 | 0.75 | \$71,250.00 | \$23,175.74 | \$17,381.81 | Farm Credit East, ACA | Sherman | CLI | - | 7 |
| TC TRUCKING, INC, | \$37,340.54 | 0.45 | \$16,803.24 | \$26,421.94 | \$11,889.87 | Machias Savings Bank | HERMON | CLI | 1 | 1 |
| Telos Resource Group, LLC, | \$500,000.00 | 0.75 | \$375,000.00 | \$500,000.00 | \$375,000.00 | Evergreen Credit Union | Winslow | CLI | 2 | 7 |
| Telos Resource Group, LLC, | \$760,000.00 | 0.75 | \$570,000.00 | \$696,597.15 | \$522,447.86 | Evergreen Credit Union | Winslow | CLI | - | - |
| Thaiger 2 Go LLC, | \$55,000.00 | 0.60 | \$33,000.00 | \$48,088.16 | \$28,852.90 | Camden National Bank | West Forks | CLI | 2 |  |
| The Baltimore LLC, | \$39,628.00 | 0.65 | \$25,758.20 | \$35,416.95 | \$23,021.02 | First National Bank | Westbrook | CLI | 2 | 2 |
| The Beacon, Inc. | \$35,000.00 | 0.60 | \$21,000.00 | \$5,538.69 | \$3,323.21 | Skowhegan Savings Bank | Raymond | CLI | - | 4 |
| The Big Top Deli | \$50,000.00 | 0.75 | \$37,500.00 | \$8,267.84 | \$6,200.88 | Atlantic Federal Credit Union | Brunswick | CLI | - | 9 |
| The Blue Lobster LLC, | \$200,000.00 | 0.50 | \$100,000.00 | \$200,000.00 | \$100,000.00 | Gorham Savings Bank | Portland | CLI | 5 | 7 |
| The Blue Lobster LLC, | \$150,000.00 | 0.75 | \$112,500.00 | \$41,144.52 | \$30,858.39 | Gorham Savings Bank | Portland | CLI | - | - |
| The Hair House, Inc. | \$196,350.00 | 0.60 | \$117,810.00 | \$102,451.68 | \$61,471.01 | Camden National Bank | Damariscotta | CLI | - | 7 |
| The Jade Trade, | \$135,500.00 | 0.75 | \$101,625.00 | \$60,232.63 | \$45,174.47 | Norway Savings Bank | Portland | CLI | 3 | 20 |
| The Northern Lighthouse, | \$500,000.00 | 0.64 | \$322,500.00 | \$407,328.59 | \$262,726.93 | Machias Savings Bank | Presque isle | CLI | - | 109 |





| FAME Active Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | Jobs Created | Jobs Retained |
| New England Music Camp Association | \$50,000.00 | 1.00 | \$50,000.00 | \$20,429.55 | \$20,429.55 | Finance Authority of Maine | Sidney | ERLP | - | 14 |
| New England Ocean Cluster, LLC | \$460,000.00 | 1.00 | \$460,000.00 | \$311,910.25 | \$311,910.25 | Finance Authority of Maine | Portland | ERLP | 5 | 5 |
| NWTP Corp. | \$25,000.00 | 1.00 | \$25,000.00 | \$12,966.01 | \$12,966.01 | Finance Authority of Maine | Stratton | ERLP | 4 | 17 |
| NWTP Corp. | \$135,000.00 | 1.00 | \$135,000.00 | \$117,344.22 | \$117,344.22 | Finance Authority of Maine | Stratton | ERLP | - | - |
| NWTP Corp. | \$240,000.00 | 1.00 | \$240,000.00 | \$226,143.82 | \$226,143.81 | Finance Authority of Maine | Stratton | ERLP | - | - |
| Odd Alewives Farm Brewery, LLC | \$30,000.00 | 1.00 | \$30,000.00 | \$19,125.95 | \$19,125.95 | Finance Authority of Maine | Waldoboro | ERLP | - | 2 |
| Osprey Vacations, LLC | \$50,000.00 | 1.00 | \$50,000.00 | \$34,528.14 | \$34,528.14 | Finance Authority of Maine | Gouldsboro | ERLP | 2 | 2 |
| Overwatch Laboratories LLC | \$150,000.00 | 1.00 | \$150,000.00 | \$136,510.98 | \$136,510.98 | Finance Authority of Maine | Portland | ERLP | 5 | - |
| Pennacook Falls Investments, LTD. | \$500,000.00 | 1.00 | \$500,000.00 | \$486,466.93 | \$486,466.91 | Finance Authority of Maine | Rumford | ERLP | 19 | - |
| Polymer Laboratories \& Solutions, LLC | \$500,000.00 | 1.00 | \$500,000.00 | \$463,389.00 | \$463,389.00 | Finance Authority of Maine | Portland | ERLP | 13 | 26 |
| Quoddy, Inc. | \$100,000.00 | 1.00 | \$100,000.00 | \$94,475.44 | \$94,475.44 | Finance Authority of Maine | Lewiston | ERLP | 2 | 23 |
| Quoddy, Inc. | \$250,000.00 | 1.00 | \$250,000.00 | \$131,241.12 | \$131,241.13 | Finance Authority of Maine | Lewiston | ERLP | - | - |
| Quoddy, Inc. | \$300,000.00 | 1.00 | \$300,000.00 | \$92,741.84 | \$92,741.84 | Finance Authority of Maine | Lewiston | ERLP | - | - |
| River Lanes, Inc. | \$274,709.00 | 1.00 | \$274,709.00 | \$253,754.88 | \$253,754.88 | Finance Authority of Maine | Bethel | ERLP | 18 | - |
| Saddleback Community Loan Company, LLC | \$1,000,000.00 | 1.00 | \$1,000,000.00 | \$544,736.49 | \$544,736.50 | Finance Authority of Maine | Rangeley | ERLP | 138 | 3 |
| Sagadahoc Bay Campground, LLC | \$50,000.00 | 1.00 | \$50,000.00 | \$16,016.38 | \$16,016.38 | Finance Authority of Maine | Georgetown | ERLP | 1 | 4 |
| Sarah \& Sons Restaurant, Inc. | \$50,000.00 | 1.00 | \$50,000.00 | \$24,694.15 | \$24,694.15 | Finance Authority of Maine | Wiscasset | ERLP | - | 35 |
| Simpson, Barbara A | \$50,000.00 | 1.00 | \$50,000.00 | \$30,364.00 | \$30,364.00 | Finance Authority of Maine | Casco | ERLP | - | 4 |
| Sitewerx | \$250,000.00 | 1.00 | \$250,000.00 | \$192,088.86 | \$192,088.86 | Finance Authority of Maine | Carmel | ERLP | - | 14 |
| Smith's True Fitness, LLC | \$50,000.00 | 1.00 | \$50,000.00 | \$31,271.90 | \$31,271.90 | Finance Authority of Maine | Augusta | ERLP | 3 | 1 |
| St. Claire Properties, LLC | \$350,000.00 | 1.00 | \$350,000.00 | \$175,627.72 | \$175,627.72 | Finance Authority of Maine | Bar Harbor | ERLP | - | 4 |
| Starr Enterprises, Inc. | \$300,000.00 | 1.00 | \$300,000.00 | \$181,859.30 | \$181,859.30 | Finance Authority of Maine | Union | ERLP | - | 10 |
| Sunflower Friends Early Learning Academy | \$54,250.00 | 1.00 | \$54,250.00 | \$53,984.72 | \$53,984.72 | Finance Authority of Maine | North Yarmouth | ERLP | 11 | - |
| Timber Wolves | \$32,000.00 | 1.00 | \$32,000.00 | \$22,454.57 | \$22,454.57 | Finance Authority of Maine | Mars Hill | ERLP | 4 | - |
| Tinsman, Jr., Lonnie U | \$360,000.00 | 1.00 | \$360,000.00 | \$321,135.20 | \$321,135.19 | Finance Authority of Maine | Belgrade | ERLP | 3 | 6 |
| VALT Enterprises, LLC | \$100,000.00 | 1.00 | \$100,000.00 | \$99,986.99 | \$99,986.99 | Finance Authority of Maine | Sanford | ERLP | 6 | - |
| William A. Renaud, Jr. Trucking, Inc. | \$200,000.00 | 1.00 | \$200,000.00 | \$91,381.07 | \$91,381.07 | Finance Authority of Maine | So. Berwick | ERLP | - | 15 |
| 40 Cottage Holding LLC | \$88,000.00 | 1.00 | \$88,000.00 | \$87,358.69 | \$87,358.69 | Finance Authority of Maine | Northeast Harbor | $\begin{array}{\|l\|} \hline \text { ERLP- } \\ \text { PARTICIPATION } \\ \hline \end{array}$ | 5 | 17 |
| Destination Health | \$195,000.00 | 1.00 | \$195,000.00 | \$180,441.78 | \$180,441.78 | Finance Authority of Maine | Mount Desert | ERLP- <br> PARTICIPATION | 5 | 5 |
| French's Real Estate LLC | \$200,000.00 | 1.00 | \$200,000.00 | \$160,665.36 | \$160,665.36 | Finance Authority of Maine | Litchfield | ERLP- PARTICIPATION | 5 | 13 |
| Go Lab, Inc. | \$500,000.00 | 1.00 | \$500,000.00 | \$488,036.19 | \$488,036.19 | Finance Authority of Maine | Madison | $\begin{array}{\|l\|} \hline \text { ERLP- } \\ \text { PARTICIPATION } \\ \hline \end{array}$ | 100 | - |
| Roselyn North Academy, LLC | \$795,000.00 | 1.00 | \$795,000.00 | \$795,000.00 | \$795,000.00 | Finance Authority of Maine | Yarmouth | $\begin{array}{\|l\|} \hline \text { ERLP- } \\ \text { PARTICIPATION } \end{array}$ | 47 | 24 |
| Standard Biocarbon Corporation | \$160,000.00 | 1.00 | \$160,000.00 | \$160,000.00 | \$160,000.00 | Finance Authority of Maine | Portland | $\begin{array}{\|l\|} \hline \text { ERLP- } \\ \text { PARTICIPATION } \\ \hline \end{array}$ | 8 | - |
| 71 | \$13,352,374.50 |  | \$13,352,374.50 | \$10,504,683.02 | \$10,504,683.04 |  |  |  | 504 | 589 |
|  |  |  |  |  |  |  |  |  |  |  |
| Big Barn, LLC, The | \$200,000.00 | 1.00 | \$200,000.00 | \$131,745.24 | \$131,745.23 |  | Hiram | MRDA | 3 | 37 |
| Chloe Allegra Holdings, LLC | \$215,000.00 | 1.00 | \$215,000.00 | \$163,998.20 | \$163,998.20 |  | Eliot | MRDA | 14 | - |
| Go Lab, Inc. | \$500,000.00 | 1.00 | \$500,000.00 | \$494,029.27 | \$494,029.28 |  | Madison | MRDA | 100 | - |
| LHL Holdings, LLC | \$500,000.00 | 1.00 | \$500,000.00 | \$500,000.00 | \$500,000.00 |  | Biddeford | MRDA | 5 | 5 |
| Maine Plywood USA LLC | \$200,000.00 | 1.00 | \$200,000.00 | \$200,000.00 | \$200,000.00 |  | Bingham | MRDA | 100 | - |



## TAB 3

## NATURAL RESOURCE-BASED BUSINESS ACTIVITY

| FAME Active Natural Resource Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | $\begin{gathered} \text { Jobs } \\ \text { Created } \end{gathered}$ |  |
| Austin, Susan S | \$85,000.00 | 1.00 | \$85,000.00 | \$78,733.63 | \$78,733.63 |  | Sanford | AMLF | 2 | 4 |
| Avena Botanicals | \$250,000.00 | 1.00 | \$250,000.00 | \$133,952.14 | \$133,952.14 |  | Rockport | AMLF | - | 11 |
| Bahner Farm | \$48,917.00 | 1.00 | \$48,917.00 | \$27,684.68 | \$27,684.68 |  | Belmont | AMLF | - | - |
| Bragdon, Peter | \$250,000.00 | 1.00 | \$250,000.00 | \$242,774.23 | \$242,774.23 | Finance Authority of Maine | Vassalboro | AMLF | 7 | 1 |
| Butterfield, Kirsten C | \$22,941.90 | 1.00 | \$22,941.90 | \$8,615.89 | \$8,615.89 |  | Anson | AMLF | 2 | 2 |
| Carrot House Farms, LLC | \$250,000.00 | 1.00 | \$250,000.00 | \$245,662.45 | \$245,662.45 | Finance Authority of Maine | Bowdoinham | AMLF | - | - |
| Frinklepod Farm LLC, | \$200,000.00 | 1.00 | \$200,000.00 | \$155,741.01 | \$155,741.02 |  | Arundel | AMLF | - | 5 |
| Hamilton, Ann C. | \$63,000.00 | 1.00 | \$63,000.00 | \$49,765.83 | \$49,765.83 |  | Stillwater | AMLF |  |  |
| Harts Clary Hill Farm, LLC | \$44,500.00 | 1.00 | \$44,500.00 | \$13,663.74 | \$13,663.74 |  | Hope | AMLF | - | 3 |
| Harts Clary Hill Farm, LLC | \$60,750.00 | 1.00 | \$60,750.00 | \$12,519.07 | \$12,519.07 | Finance Authority of Maine | Hope | AMLF | - | - |
| Lajoie Growers, LLC | \$81,000.00 | 1.00 | \$81,000.00 | \$19,795.78 | \$19,795.78 |  | Van Buren | AMLF | - | 12 |
| Lajoie Growers, LLC | \$250,000.00 | 1.00 | \$250,000.00 | \$170,929.98 | \$170,929.98 | Finance Authority of Maine | Van Buren | AMLF | - | - |
| Luce, Arnold | \$72,000.00 | 1.00 | \$72,000.00 | \$31,297.47 | \$31,297.47 | Finance Authority of Maine | Anson | AMLF | 2 | 4 |
| Morning Dew Farm, LLC | \$172,000.00 | 1.00 | \$172,000.00 | \$159,505.35 | \$159,505.34 |  | Newcastle | AMLF | - | 8 |
| Rackleff, Peter A | \$242,700.00 | 1.00 | \$242,700.00 | \$125,598.15 | \$125,598.15 |  | Sidney | AMLF | 2 | 5 |
| Sinisi, Steven N. | \$99,637.50 | 1.00 | \$99,637.50 | \$42,949.43 | \$42,949.43 |  | Durham | AMLF | 1 | - |
| Thurston, Wayne S | \$82,866.18 | 1.00 | \$82,866.18 | \$21,169.60 | \$21,169.60 |  | Peru | AMLF | 1 | 1 |
| Whited, Fred | \$86,250.00 | 1.00 | \$86,250.00 | \$25,123.95 | \$25,123.95 |  | Bridgewater | AMLF | 2 | 1 |
| Wilson, Paul A. | \$99,300.00 | 1.00 | \$99,300.00 | \$36,319.45 | \$36,319.45 |  | Albion | AMLF | - | 2 |
| Witham, Rodney S. | \$78,300.00 | 1.00 | \$78,300.00 | \$35,294.93 | \$35,294.93 |  | Detroit | AMLF | 3 | - |
| Wolf Creek Farm Store, LLC | \$71,250.00 | 1.00 | \$71,250.00 | \$40,622.60 | \$40,622.60 |  | Sidney | AMLF | 4 | - |
| 21 | \$2,610,412.58 |  | \$2,610,412.58 | \$1,677,719.36 | \$1,677,719.37 |  |  |  | 26 | 59 |
|  |  |  |  |  |  |  |  |  |  |  |
| A S MADDEN LOGGING, INC, | \$950,000.00 | 0.20 | \$190,000.00 | \$176,118.79 | \$35,223.76 | Farm Credit East, ACA | GREENBUSH | CL | 10 | 10 |
| A S MADDEN LOGGING, INC, | \$24,500.00 | 0.75 | \$18,375.00 | \$14,378.08 | \$10,783.56 | Machias Savings Bank | GREENBUSH | CLI | - | - |
| Abbott, Brandon M | \$152,000.00 | 0.75 | \$114,000.00 | \$147,250.95 | \$110,438.21 | Farm Credit East, ACA | Norway | CLI | - | 4 |
| Ahiholm, Inc., | \$440,000.00 | 0.40 | \$176,000.00 | \$315,305.00 | \$126,122.00 | Farm Credit East, ACA | Warren | CL | - | 10 |
| Ahilholm, Inc., | \$150,000.00 | 0.75 | \$112,500.00 | \$150,000.00 | \$112,500.00 | Farm Credit East, ACA | Warren | CLI | - | - |
| Alder Brook Sugarhouse, LLC | \$58,200.00 | 0.75 | \$43,650.00 | \$11,701.25 | \$8,775.94 | Farm Credit East, ACA | Jackman | CLI | - | 2 |
| American Unagi, LLC | \$2,200,000.00 | 0.50 | \$1,100,000.00 | \$2,200,000.00 | \$1,100,000.00 | Gorham Savings Bank | Thomaston | CLI | 9 | 3 |
| AS \& CB Gould \& Sons, Inc. | \$1,150,000.00 | 0.25 | \$287,500.00 | \$288,766.00 | \$72,191.50 | Bangor Savings Bank | Cornville | CL | - | 20 |
| Baxter, James L | \$36,850.00 | 0.75 | \$27,637.50 | \$3,884.12 | \$2,913.09 | Farm Credit East, ACA | York | CL | - | 1 |
| Bayhaven Lobster Inc., | \$98,865.01 | 0.25 | \$24,716.25 | \$94,410.89 | \$23,602.72 | Camden National Bank | York | CLI | - | 2 |
| Bayhaven Lobster Inc., | \$220,000.00 | 0.51 | \$112,200.00 | \$220,000.00 | \$112,200.00 | Camden National Bank | York | CL | - | - |
| Beal, Alex R | \$85,000.00 | 0.75 | \$63,750.00 | \$85,000.00 | \$63,750.00 | Machias Savings Bank | HARRINGTON | CL | 1 | 1 |
| Beckman, Robert S | \$292,500.00 | 0.75 | \$219,375.00 | \$292,500.00 | \$219,375.00 | Machias Savings Bank | Vinalhaven | CLI | - | 2 |
| Benner, Chad W | \$350,000.00 | 0.74 | \$259,000.00 | \$151,696.10 | \$112,255.12 | Camden National Bank | Friendship | CLI | 2 | 2 |
| Berry Fruit Farm, LLC, | \$73,000.00 | 0.75 | \$54,750.00 | \$16,514.42 | \$12,385.82 | Farm Credit East, ACA | Livermore | CL | - | 3 |
| Berry Fruit Farm, LLC, | \$75,000.00 | 0.75 | \$56,250.00 | \$75,000.00 | \$56,250.00 | Farm Credit East, ACA | Livermore | CL | - | - |
| Berry Fruit Farm, LLC, | \$25,000.00 | 0.75 | \$18,750.00 | \$25,000.00 | \$18,750.00 | Farm Credit East, ACA | Livermore | CLI | - | - |
| Bigelow Brewing Company | \$490,000.00 | 0.80 | \$392,000.00 | \$216,220.63 | \$172,976.51 | Franklin Savings Bank | Skowhegan | CL | 5 | 2 |


| FAME Active Natural Resource Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
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| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | $\begin{gathered} \text { Jobs } \\ \text { Created } \end{gathered}$ | Jobs Retained |
| Bonnie \& Roxanne | \$45,000.00 | 0.60 | \$27,000.00 | \$34,882.29 | \$20,929.37 | Evergreen Credit Union | Raymond | CL | 1 | 1 |
| Bridgham, Harold W | \$328,000.00 | 0.40 | \$131,200.00 | \$182,088.82 | \$72,835.53 | Farm Credit East, ACA | Minot | CL | - | 2 |
| Brigeen Farms, Inc., | \$219,200.00 | 0.20 | \$43,840.00 | \$115,529.46 | \$23,105.89 | Farm Credit East, ACA | Turner | CL | - | 10 |
| Caron, Jesse N | \$55,500.00 | 0.75 | \$41,625.00 | \$41,785.89 | \$31,339.42 | Farm Credit East, ACA | Corinna | CL | - | 1 |
| Carter, John R | \$128,000.00 | 0.25 | \$32,000.00 | \$115,660.64 | \$28,915.16 | Bangor Savings Bank | Bethel | CL | - | 3 |
| Casco Bay Mooring, LLC | \$146,000.00 | 0.75 | \$109,500.00 | \$60,285.56 | \$45,214.17 | Farm Credit East, ACA | Yarmouth | CL | - | 4 |
| Chipman, Zachary R | \$50,000.00 | 0.75 | \$37,500.00 | \$48,295.59 | \$36,221.69 | Machias Savings Bank | Gouldsboro | CL | - | 1 |
| Christie, Theodore L | \$105,000.00 | 0.50 | \$52,500.00 | \$105,000.00 | \$52,500.00 | Farm Credit East, ACA | Westport Island | CL | - | 2 |
| Christie, Theodore L | \$600,000.00 | 0.75 | \$450,000.00 | \$408,000.00 | \$306,000.00 | Farm Credit East, ACA | Westport Island | CL | - | - |
| Clossey, Robert W | \$446,914.00 | 0.38 | \$169,827.32 | \$351,165.63 | \$133,442.94 | Bar Harbor Banking \& Trust Company | Dennysville | CL | - | 1 |
| Common Wealth Poultry Company, LLC | \$250,000.00 | 0.75 | \$187,500.00 | \$250,000.00 | \$187,500.00 | Farm Credit East, ACA | Gardiner | CL | 25 | 40 |
| Conant, Jeffrey W | \$125,413.00 | 0.75 | \$94,059.75 | \$73,088.84 | \$54,816.63 | Farm Credit East, ACA | Harpswell | CL | - | 2 |
| Crane, John J | \$70,000.00 | 0.75 | \$52,500.00 | \$70,000.00 | \$52,500.00 | Farm Credit East, ACA | Port Clyde | CL | - | 2 |
| Crane, John J | \$70,000.00 | 0.75 | \$52,500.00 | \$63,979.16 | \$47,984.37 | Farm Credit East, ACA | Port Clyde | CL | - | - |
| D.F. Wishart \& Sons, LLC, | \$75,000.00 | 0.60 | \$45,000.00 | \$75,000.00 | \$45,000.00 | Farm Credit East, ACA | Clinton | CL | 4 | 2 |
| D.F. Wishart \& Sons, LLC, | \$110,000.00 | 0.60 | \$66,000.00 | \$66,785.84 | \$40,071.51 | Farm Credit East, ACA | Clinton | CL | - | - |
| D.F. Wishart \& Sons, LLC, | \$186,500.00 | 0.75 | \$139,875.00 | \$170,270.67 | \$127,703.00 | Farm Credit East, ACA | Clinton | CL | - | - |
| D.F. Wishart \& Sons, LLC, | \$475,000.00 | 0.60 | \$285,000.00 | \$193,929.63 | \$116,357.78 | Farm Credit East, ACA | Clinton | CL | - | - |
| Dark Water Inc., | \$129,600.00 | 0.47 | \$61,041.60 | \$129,600.00 | \$61,041.60 | Machias Savings Bank | Trescott TWP | CL | 1 | 1 |
| Davis, Richard E | \$143,600.00 | 0.75 | \$107,700.00 | \$57,844.16 | \$43,383.12 | Farm Credit East, ACA | Swans Island | CL | - | 1 |
| Dee, Justin E | \$32,000.00 | 0.60 | \$19,200.00 | \$32,000.00 | \$19,200.00 | Farm Credit East, ACA | Caribou | CL | 1 | - |
| Detert, William R | \$80,000.00 | 0.75 | \$60,000.00 | \$78,000.74 | \$58,500.56 | Farm Credit East, ACA | Brunswick | CL | 1 | 1 |
| Dropping Springs Bait Co., LLC | \$100,000.00 | 0.75 | \$75,000.00 | \$99,544.21 | \$74,658.16 | Androscoggin Bank | Portland | CL | - | 9 |
| Dropping Springs Bait Co., LLC | \$294,499.99 | 0.40 | \$117,800.00 | \$73,900.07 | \$29,560.03 | Farm Credit East, ACA | Portland | CL | - | - |
| Dropping Springs Lobster, LLC | \$72,481.00 | 0.40 | \$28,992.40 | \$20,626.38 | \$8,250.55 | Farm Credit East, ACA | Portland | CL | - | - |
| Dropping Springs Lobster, LLC | \$145,039.30 | 0.40 | \$58,015.72 | \$35,839.51 | \$14,335.80 | Farm Credit East, ACA | Portland | CL | - | - |
| Dropping Springs Lobster, LLC | \$100,000.00 | 0.75 | \$75,000.00 | \$99,546.31 | \$74,659.73 | Androscoggin Bank | Portland | CL | - | - |
| Everett, James W | \$75,000.00 | 0.75 | \$56,250.00 | \$75,000.00 | \$56,250.00 | Farm Credit East, ACA | Waterford | CL | - | 3 |
| F/V Independence, Inc. | \$480,000.00 | 0.50 | \$240,000.00 | \$120,929.84 | \$60,464.92 | Camden National Bank | Vinalhaven | CLI | 11 | 13 |
| F/V Isla Dawn LLC, | \$50,000.00 | 0.75 | \$37,500.00 | \$50,000.00 | \$37,500.00 | Farm Credit East, ACA | Long Island | CL | - | - |
| Fairwinds Farm LLC, | \$300,000.00 | 0.75 | \$225,000.00 | \$300,000.00 | \$225,000.00 | Farm Credit East, ACA | Topsham | CL | 4 | 9 |
| Feeney, Derek J | \$500,000.00 | 0.40 | \$200,000.00 | \$433,686.29 | \$173,474.52 | Machias Savings Bank | Cutler | CL | - | 4 |
| Fishy Business, LLC | \$135,500.82 | 0.75 | \$101,625.62 | \$55,064.85 | \$41,298.64 | Farm Credit East, ACA | Kittery | CL | - | 1 |
| Flood Brothers, LLC, | \$550,000.00 | 0.56 | \$308,000.00 | \$310,065.63 | \$173,636.75 | Farm Credit East, ACA | Clinton | CL | - | 40 |
| Flood Brothers, LLC, | \$750,000.00 | 0.75 | \$562,500.00 | \$750,000.00 | \$562,500.00 | Farm Credit East, ACA | Clinton | CL | - | - |
| Fourthgen Farms, LLC, | \$80,000.00 | 0.75 | \$60,000.00 | \$47,623.54 | \$35,717.66 | Farm Credit East, ACA | Saint Albans | CL | - | 3 |
| Foye, Larsen T | \$40,000.00 | 0.75 | \$30,000.00 | \$37,623.54 | \$28,217.66 | Farm Credit East, ACA | Eliot | CL | 1 | - |
| Frodahl, Erik T | \$76,000.00 | 0.75 | \$57,000.00 | \$76,000.00 | \$57,000.00 | Farm Credit East, ACA | Winn | CLI | - | 1 |
| Fuller, Sr., Wayne A | \$26,000.00 | 0.50 | \$13,000.00 | \$26,000.00 | \$13,000.00 | Farm Credit East, ACA | East Baldwin | CL | - | 1 |
| FV Shootin' S.T.A.R., LLC, | \$250,000.00 | 0.75 | \$187,500.00 | \$217,004.63 | \$162,753.47 | Farm Credit East, ACA | Vinalhaven | CLI | 1 | 1 |


| FAME Active Natural Resource Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
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| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | $\begin{gathered} \text { Jobs } \\ \text { Created } \end{gathered}$ | Jobs Retained |
| Goston, Lee W | \$60,000.00 | 0.75 | \$45,000.00 | \$55,367.74 | \$41,525.81 | Machias Savings Bank | Addison | CL | 1 | 1 |
| Goulden, Andrew J | \$182,000.00 | 0.69 | \$125,580.00 | \$182,000.00 | \$125,580.00 | Farm Credit East, ACA | Arundel | CLI | - | 1 |
| GRAHAM, DARREN | \$236,000.00 | 0.53 | \$125,080.00 | \$236,000.00 | \$125,079.99 | Machias Savings Bank | COLUMBIA | CLI | 1 | 1 |
| Greenhead Lobster Products LLC | \$850,000.00 | 0.75 | \$637,500.00 | \$365,850.61 | \$274,387.96 | Machias Savings Bank | Stonington | CL | 21 | 38 |
| Griffin, Dylan J | \$35,000.00 | 0.75 | \$26,250.00 | \$25,885.23 | \$19,413.92 | Farm Credit East, ACA | Cliff Island | CL | - | 1 |
| Guptill IV, Frank E | \$195,000.00 | 0.75 | \$146,250.00 | \$181,949.06 | \$136,461.80 | First National Bank | Friendship | CL | - | 1 |
| Haber, Peter O | \$91,500.00 | 0.75 | \$68,625.00 | \$86,972.03 | \$65,229.02 | Farm Credit East, ACA | Cape Elizabeth | CL | 2 | - |
| Handy, Tanner | \$150,000.00 | 0.75 | \$112,500.00 | \$149,753.78 | \$112,315.34 | Farm Credit East, ACA | Ellsworth | CL | - | 2 |
| Handy, Tanner | \$191,000.00 | 0.75 | \$143,250.00 | \$175,502.03 | \$131,626.52 | Farm Credit East, ACA | Ellsworth | CL | - | - |
| Hardy, Billy D | \$1,712,779.00 | 0.70 | \$1,198,945.30 | \$1,712,779.00 | \$1,198,945.28 | Farm Credit East, ACA | Houlton | CLI | 1 | 5 |
| Haslam Enterprises, Inc., | \$578,000.00 | 0.75 | \$433,500.00 | \$551,507.24 | \$413,630.43 | Katahdin Trust Company | Eastbrook | CLI | 2 | 7 |
| Haslam Enterprises, Inc., | \$68,000.00 | 0.75 | \$51,000.00 | \$68,000.00 | \$51,000.00 | Katahdin Trust Company | Eastbrook | CL | - | - |
| Higmo's Inc., | \$310,000.00 | 0.55 | \$170,500.00 | \$310,000.00 | \$170,500.00 | Farm Credit East, ACA | Brunswick | CL | - | 7 |
| Jackman Maple Syrup, LLC | \$296,300.00 | 0.75 | \$222,225.00 | \$35,000.00 | \$26,250.00 | Farm Credit East, ACA | Jackman | CLI | 1 | 2 |
| Jordan, Dustin J | \$85,000.00 | 0.75 | \$63,750.00 | \$84,691.38 | \$63,518.54 | Farm Credit East, ACA | Hebron | CL | 1 | 1 |
| Joy, Paul A | \$82,000.00 | 0.75 | \$61,500.00 | \$23,751.36 | \$17,813.52 | Farm Credit East, ACA | Swans Island | CLI | - | 1 |
| Joy, Samuel | \$395,000.00 | 0.75 | \$296,250.00 | \$142,139.37 | \$106,604.53 | Farm Credit East, ACA | Swans Island | CL | - | 2 |
| Kay, Victor | \$40,000.00 | 0.75 | \$30,000.00 | \$24,917.57 | \$18,688.18 | Evergreen Credit Union | Westbrook | CL | - | 2 |
| L \& A Ridley Logging, Inc., | \$300,000.00 | 0.45 | \$135,000.00 | \$300,000.00 | \$135,000.00 | Farm Credit East, ACA | Jay | CL | 1 | 2 |
| LCJ Logging, LLC, | \$276,500.00 | 0.60 | \$165,900.00 | \$212,332.08 | \$127,399.25 | Farm Credit East, ACA | Mapleton | CL | 3 | - |
| Libby's Farm, Inc., | \$265,000.00 | 0.62 | \$163,743.50 | \$265,000.00 | \$163,743.50 | Farm Credit East, ACA | Limerick | CL | - | 55 |
| M.S.M.W Corp, | \$270,000.00 | 0.75 | \$202,500.00 | \$236,556.86 | \$177,417.65 | Farm Credit East, ACA | Minot | CL | - | 8 |
| Maine Island Aquaculture LLC, | \$42,000.00 | 0.75 | \$31,500.00 | \$35,244.21 | \$26,433.16 | Machias Savings Bank | North Haven | CLI | - | 2 |
| Maine Wood Timber \& Posts LLC | \$750,000.00 | 0.60 | \$450,000.00 | \$613,920.51 | \$368,352.32 | Farm Credit East, ACA | Mechanic Falls | CL | - | 8 |
| Maria Jo-Ann, Inc, | \$1,568,150.00 | 0.75 | \$1,176,112.50 | \$1,520,713.63 | \$1,140,535.22 | Farm Credit East, ACA | South Portland | CL | 4 | 5 |
| Marquis, Travis J | \$145,000.00 | 0.70 | \$101,500.00 | \$135,393.44 | \$94,775.41 | Farm Credit East, ACA | Wallagrass | CL | 1 | 1 |
| Martin, Nicholas G | \$42,995.50 | 0.25 | \$10,748.88 | \$42,995.50 | \$10,748.88 | Machias Savings Bank | Cushing | CL | - | 2 |
| McCabe, Everett A | \$49,500.00 | 0.75 | \$37,125.00 | \$22,559.29 | \$16,919.47 | Farm Credit East, ACA | Bridgton | CLI | 1 | 1 |
| Michaud, Nicholas A | \$55,526.00 | 0.75 | \$41,644.50 | \$48,022.69 | \$36,017.02 | Farm Credit East, ACA | China | CL | - | 4 |
| Michaud, Nicholas A | \$300,000.00 | 0.40 | \$120,000.00 | \$300,000.00 | \$120,000.00 | Farm Credit East, ACA | China | CLI | - | - |
| Michaud, Nicholas A | \$384,582.48 | 0.40 | \$153,832.99 | \$379,841.74 | \$151,936.70 | Farm Credit East, ACA | China | CLI | - | - |
| Misty Meadows Farm, LLC, | \$860,000.00 | 0.35 | \$299,968.00 | \$674,509.57 | \$235,268.94 | Farm Credit East, ACA | Clinton | CLI | - | 10 |
| Morin Forestry, Inc., | \$80,000.00 | 0.75 | \$60,000.00 | \$80,000.00 | \$60,000.00 | Acadia Federal Credit Union | Fort Kent | CL | - | 1 |
| North Country Lodge | \$850,000.00 | 0.75 | \$637,500.00 | \$825,630.80 | \$619,223.10 | Acadia Federal Credit Union | Dover-Foxcroft | CL | 2 | 2 |
| North Hills Maples LLC, | \$164,500.00 | 0.50 | \$82,250.00 | \$164,500.00 | \$82,250.00 | Farm Credit East, ACA | Sandy Bay Township | CL | 4 | - |
| North Spore, LLC, | \$300,000.00 | 0.75 | \$225,000.00 | \$300,000.00 | \$225,000.00 | Bath Savings Institution | Westbrook | CL | 6 | 31 |
| Northland Forest Services | \$196,107.69 | 0.70 | \$137,275.38 | \$121,936.88 | \$85,355.81 | Farm Credit East, ACA | Fort Kent | CL | - | 2 |
| Northland Forest Services, | \$215,120.00 | 0.70 | \$150,584.00 | \$200,288.59 | \$140,202.01 | Farm Credit East, ACA | Fort Kent | CLI | - | - |
| Ocean Approved, Inc. | \$500,000.00 | 0.50 | \$250,000.00 | \$500,000.00 | \$250,000.00 | Gorham Savings Bank | Biddeford | CLI | 9 | 20 |
| Ocean Approved, Inc. | \$550,400.00 | 0.50 | \$275,200.00 | \$362,706.41 | \$181,353.21 | Gorham Savings Bank | Biddeford | CL | - | - |
| Out On A Limb Maple Farm, LLC | \$1,100,000.00 | 0.90 | \$990,000.00 | \$513,330.00 | \$461,996.99 | Farm Credit East, ACA | Jackman | CLI | 8 | - |


| FAME Active Natural Resource Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
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| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | $\begin{gathered} \text { Jobs } \\ \text { Created } \end{gathered}$ | Jobs Retained |
| Peabody, Jr., Leslie | \$89,100.00 | 0.63 | \$56,409.21 | \$85,021.28 | \$53,826.97 | Machias Savings Bank | Beals | CL | 1 | 1 |
| Pepin Lumber, Inc. | \$262,500.00 | 0.60 | \$157,500.00 | \$201,944.63 | \$121,166.78 | Farm Credit East, ACA | Coburn Gore | CL | - | 37 |
| Pepin Lumber, Inc., | \$250,000.00 | 0.75 | \$187,500.00 | \$250,000.00 | \$187,500.00 | Farm Credit East, ACA | Coburn Gore | CL | - | - |
| Pepin Lumber, Inc., | \$250,000.00 | 0.75 | \$187,500.00 | \$250,000.00 | \$187,500.00 | Farm Credit East, ACA | Coburn Gore | CL | - | - |
| Perkins, Richard E | \$175,000.00 | 0.40 | \$70,000.00 | \$175,000.00 | \$70,000.00 | Farm Credit East, ACA | Charleston | CL | - | 8 |
| Perkins, Richard E | \$275,000.00 | 0.75 | \$206,250.00 | \$245,827.19 | \$184,370.39 | Farm Credit East, ACA | Charleston | CL | - | - |
| Priorities Lobster Company, LLC, | \$136,000.00 | 0.75 | \$102,000.00 | \$85,430.14 | \$64,072.61 | Farm Credit East, ACA | Wells | CL | - | 1 |
| Raber, Ryan | \$45,000.00 | 0.75 | \$33,750.00 | \$12,120.68 | \$9,090.51 | Farm Credit East, ACA | Falmouth | CL | - | 1 |
| Raber, Ryan | \$62,500.00 | 0.60 | \$37,500.00 | \$52,315.70 | \$31,389.42 | Farm Credit East, ACA | Falmouth | CL | - | - |
| Raber, Ryan | \$200,000.00 | 0.75 | \$150,000.00 | \$87,550.91 | \$65,663.18 | Farm Credit East, ACA | Falmouth | CL | - | - |
| Reynolds Holdings, LLC, | \$166,250.00 | 0.70 | \$116,375.00 | \$163,443.02 | \$114,410.11 | Skowhegan Savings Bank | Farmington | CL | - | 3 |
| Rich, David G | \$77,000.00 | 0.75 | \$57,750.00 | \$77,000.00 | \$57,750.00 | Farm Credit East, ACA | Chebeague Island | CL | - | 2 |
| RTG\&N, INC., | \$25,000.00 | 0.75 | \$18,750.00 | \$25,000.00 | \$18,750.00 | Evergreen Credit Union | Windham | CL | - | 9 |
| Salmon Falls Nusery, Inc. | \$600,800.00 | 0.55 | \$328,036.80 | \$194,552.85 | \$106,225.86 | Partners Bank | Berwick | CL | 25 | 60 |
| Santy, Bradley R | \$100,000.00 | 0.75 | \$75,000.00 | \$92,385.91 | \$69,289.43 | Farm Credit East, ACA | skowhegan | CL | - | 2 |
| Scott, Shawn L | \$76,461.14 | 0.60 | \$45,876.68 | \$18,796.30 | \$11,277.78 | Farm Credit East, ACA | Milford | CL | - | 1 |
| Sewall, Samuel B | \$196,650.00 | 0.75 | \$147,487.50 | \$139,386.29 | \$104,539.72 | Farm Credit East, ACA | York | CL | - | 2 |
| Sheepscot River Marine Services | \$100,000.00 | 0.50 | \$50,000.00 | \$81,000.00 | \$40,500.00 | Farm Credit East, ACA | Westport Island | CL | - | 2 |
| Silver Maple Farms, Inc., | \$1,100,000.00 | 0.75 | \$825,000.00 | \$1,100,000.00 | \$825,000.00 | Farm Credit East, ACA | Albion | CL | 1 | 6 |
| Skillin, Jason F | \$25,000.00 | 0.75 | \$18,750.00 | \$25,000.00 | \$18,750.00 | Farm Credit East, ACA | Chebague Island | CL | - | 1 |
| Southern Maine Lobster, Co., LLC, | \$500,000.00 | 0.50 | \$250,000.00 | \$500,000.00 | \$250,000.00 | Partners Bank | York | CLI |  | 7 |
| Spring Brook Farm, LLC, | \$250,000.00 | 0.58 | \$145,000.00 | \$250,000.00 | \$145,000.00 | Farm Credit East, ACA | Cumberland | CL | - | 5 |
| Springworks Farm Maine, Inc | \$1,000,000.00 | 0.75 | \$750,000.00 | \$1,000,000.00 | \$750,000.00 | Farm Credit East, ACA | Lisbon | CL | - | - |
| Springworks Farm Maine, Inc | \$5,000,000.00 | 0.75 | \$3,750,000.00 | \$5,000,000.00 | \$3,750,000.00 | Farm Credit East, ACA | Lisbon | CL | - | - |
| Steel, John D | \$550,000.00 | 0.90 | \$494,999.99 | \$456,938.39 | \$411,244.54 | TD Bank | Atlanta | CL | - | - |
| T\&B Transport, | \$283,000.00 | 0.75 | \$212,250.00 | \$261,355.96 | \$196,016.97 | Maine State Credit Union | New Vineyard | CL | - | 1 |
| Tardif, Robby J | \$313,000.00 | 0.70 | \$219,100.00 | \$313,000.00 | \$219,100.00 | Farm Credit East, ACA | Winterport | CL | - | 1 |
| The Allen Company, LLC, | \$354,000.00 | 0.70 | \$247,800.00 | \$353,727.00 | \$247,608.90 | Farm Credit East, ACA | Presque Isle | CL | - | 5 |
| The Milkhouse, LLC, | \$125,000.00 | 0.75 | \$93,750.00 | \$125,000.00 | \$93,750.00 | Farm Credit East, ACA | Monmouth | CLI | - | 4 |
| The Milkhouse, LLC, | \$611,000.00 | 0.75 | \$458,250.00 | \$565,283.88 | \$423,962.91 | Farm Credit East, ACA | Monmouth | CL | - | - |
| Thompson, Nathan E | \$464,500.00 | 0.40 | \$185,800.00 | \$464,500.00 | \$185,800.00 | Machias Savings Bank | Harrington | CL | 1 | 1 |
| Tim Flood Cattle Company, LLC, | \$149,672.50 | 0.75 | \$112,254.38 | \$133,045.01 | \$99,783.76 | Farm Credit East, ACA | Clinton | CL | - | 9 |
| Tim Flood Cattle Company, LLC, | \$1,348,955.94 | 0.75 | \$1,011,716.96 | \$1,348,955.94 | \$1,011,716.00 | Farm Credit East, ACA | Clinton | CL | - | - |
| Trask, Justin R | \$51,000.00 | 0.75 | \$38,250.00 | \$49,825.92 | \$37,369.44 | Farm Credit East, ACA | Farmingdale | CL | - | 2 |
| Trenoweth, Ronald J | \$100,606.67 | 0.75 | \$75,455.00 | \$100,606.67 | \$75,455.00 | Farm Credit East, ACA | Sumner | CL | - | 2 |
| Triple J Inc | \$298,000.00 | 0.75 | \$223,500.00 | \$41,947.65 | \$31,460.74 | Machias Savings Bank | Mattawamkeag | CL | - | 1 |
| True Blue Logging Inc. | \$200,000.00 | 0.75 | \$150,000.00 | \$120,586.84 | \$90,440.13 | Acadia Federal Credit Union | Winterville | CL | - | 6 |
| W.W. London Woodlot Management Co., | \$130,000.00 | 0.75 | \$97,500.00 | \$130,000.00 | \$97,500.00 | Farm Credit East, ACA | Milo | CL | - | 5 |
| W.W. London Woodlot Management Co., | \$355,000.00 | 0.75 | \$266,250.00 | \$342,848.61 | \$257,136.46 | Farm Credit East, ACA | Milo | CL | - | - |
| W.W. London Woodlot Management Co., | \$357,357.00 | 0.75 | \$268,017.75 | \$357,357.00 | \$268,017.75 | Farm Credit East, ACA | Milo | CLI | - | - |


| FAME Active Natural Resource Loans through 6/30/2023 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Borrower | OrigAmt | Guar\% | OrigFAMEBal | CurOutBal | CurGuarBal | Lender Name | City | Program | $\begin{gathered} \text { Jobs } \\ \text { Created } \end{gathered}$ | Jobs Retained |
| Washer, Milo S | \$500,000.00 | 0.40 | \$200,000.00 | \$500,000.00 | \$200,000.00 | Farm Credit East, ACA | Norway | CLI | - | 4 |
| Webster Tree Service, Inc., | \$169,600.00 | 0.75 | \$127,200.00 | \$71,778.14 | \$53,833.61 | Farm Credit East, ACA | Hebron | CL | - | 6 |
| Wentworth, Wesley A | \$382,639.34 | 0.40 | \$153,055.74 | \$349,339.62 | \$139,735.85 | Machias Savings Bank | Vinalhaven | CL | - | 2 |
| White, Zachary F | \$184,000.00 | 0.75 | \$138,000.00 | \$100,229.84 | \$75,172.38 | Farm Credit East, ACA | Freeport | CL | - | 1 |
| Whynot Farm, LLC, | \$50,000.00 | 0.75 | \$37,500.00 | \$50,000.00 | \$37,500.00 | Farm Credit East, ACA | Holden | CL | - | 2 |
| Wyman, Brandon S | \$75,000.00 | 0.75 | \$56,250.00 | \$75,000.00 | \$56,250.00 | Farm Credit East, ACA | Harpswell | CL | - | 1 |
| York, Scott G | \$39,565.24 | 0.75 | \$29,673.93 | \$34,240.58 | \$25,680.44 | Farm Credit East, ACA | Strong | CL | - | 1 |
| Moraisey, Matthew | \$50,000.00 | 0.75 | \$37,500.00 | \$19,794.03 | \$14,845.52 | Machias Savings Bank | Jonesport | CLI-FFF | - | 3 |
| 147 | \$47,693,281.62 |  | \$30,524,605.13 | \$38,780,078.53 | \$25,397,286.46 |  |  |  | 174 | 652 |
|  |  |  |  |  |  |  |  |  |  |  |
| Balfour Farm, LLC | \$80,296.40 | 1.00 | \$80,296.40 | \$69,246.56 | \$69,246.56 |  | Pittsfield | DIF | 1 | 1 |
| Brann, Michael W | \$85,000.00 | 1.00 | \$85,000.00 | \$62,512.60 | \$62,512.60 |  | Dixfield | DIF | - | 3 |
| Brigeen Farms, Inc., | \$150,000.00 | 1.00 | \$150,000.00 | \$148,093.15 | \$148,093.16 |  | Turner | DIF | - | 10 |
| Duff, Joel M | \$82,500.00 | 1.00 | \$82,500.00 | \$73,598.29 | \$73,598.29 |  | Hodgdon | DIF | - | 5 |
| Flying Goat Farm, LLC | \$248,250.00 | 1.00 | \$248,250.00 | \$227,209.76 | \$227,209.77 |  | New Gloucester | DIF | 1 | 1 |
| Grace Pond Farm, LLC | \$138,750.00 | 1.00 | \$138,750.00 | \$133,265.78 | \$133,265.78 |  | Thomaston | DIF | 1 | 2 |
| Hawes, Ernest E | \$250,000.00 | 1.00 | \$250,000.00 | \$209,782.12 | \$209,782.13 |  | Albion | DIF | - | 8 |
| Lewis, Christopher F. | \$250,000.00 | 1.00 | \$250,000.00 | \$233,085.03 | \$233,085.05 |  | Auburn | DIF | - | 6 |
| Perkins, Richard E | \$250,000.00 | 1.00 | \$250,000.00 | \$223,219.66 | \$223,219.66 |  | Charleston | DIF | - | 8 |
| Sheepscot Valley Farm, Inc. | \$100,000.00 | 1.00 | \$100,000.00 | \$93,311.51 | \$93,311.51 |  | Whitefield | DIF | - | 2 |
| The Milkhouse, LLC | \$187,500.00 | 1.00 | \$187,500.00 | \$179,733.41 | \$179,733.41 |  | Monmouth | DIF | - | 4 |
| Varney, Gregg W. | \$13,434.00 | 1.00 | \$13,434.00 | \$4,001.97 | \$4,001.97 |  | Turner | DIF | - | 2 |
| 12 | \$1,835,730.40 |  | \$1,835,730.40 | \$1,657,059.84 | \$1,657,059.87 |  |  |  | 3 | 52 |
|  |  |  |  |  |  |  |  |  |  |  |
| BCS Transport, Inc. | \$215,000.00 | 1.00 | \$215,000.00 | \$10,624.06 | \$10,624.06 | Finance Authority of Maine | Bangor | ERLP | 3 | 15 |
| Biodiversity Research Institute, | \$290,000.00 | 1.00 | \$290,000.00 | \$270,295.12 | \$270,295.13 |  | Portland | ERLP | - | 43 |
| Enviro-Wood Briquette, LLC | \$360,000.00 | 1.00 | \$360,000.00 | \$11,778.72 | \$11,778.72 | Finance Authority of Maine | South Berwick | ERLP | 7 | - |
| Farming Fungi, LLC | \$25,000.00 | 1.00 | \$25,000.00 | \$16,168.89 | \$16,168.89 | Finance Authority of Maine | Springvale | ERLP | 47 | 19 |
| Farming Fungi, LLC | \$290,000.00 | 1.00 | \$290,000.00 | \$255,097.95 | \$255,097.95 | Finance Authority of Maine | Springvale | ERLP | - | - |
| Luce, Arnold | \$72,000.00 | 1.00 | \$72,000.00 | \$13,376.01 | \$13,376.01 | Finance Authority of Maine | Anson | ERLP | 2 | 4 |
| Maine Cap N' Stem, LLC | \$74,430.00 | 1.00 | \$74,430.00 | \$31,982.78 | \$31,982.78 | Finance Authority of Maine | Gardiner | ERLP | 2 | 7 |
| Moon Tide Springs, Inc. | \$600,000.00 | 1.00 | \$600,000.00 | \$215,240.56 | \$215,240.56 | Finance Authority of Maine | Peru | ERLP | 60 | 60 |
| Northeast Timber Mats, LLC | \$47,500.00 | 1.00 | \$47,500.00 | \$31,841.14 | \$31,841.14 | Finance Authority of Maine | New Gloucester | ERLP | - | 10 |
| Traditional Wood Works, Inc. | \$50,000.00 | 1.00 | \$50,000.00 | \$24,660.62 | \$24,660.62 | Finance Authority of Maine | Berwick | ERLP | - | 25 |
| Toothaker, Earl F | \$122,000.00 | 1.00 | \$122,000.00 | \$57,300.50 | \$57,300.50 | Finance Authority of Maine | Harpswell | ERLP-FFF | 2 | 2 |
| American Unagi, LLC | \$1,000,000.00 | 1.00 | \$1,000,000.00 | \$896,239.23 | \$896,239.25 | Finance Authority of Maine | Thomaston | ERLP- PARTICIPATION | 9 | 3 |
| 12 | \$3,145,930.00 |  | \$3,145,930.00 | \$1,834,605.58 | \$1,834,605.61 |  |  |  | 132 | 188 |
|  |  |  |  |  |  |  |  |  |  |  |
| Blackstone, Orman Kyle | \$139,500.00 | 1.00 | \$139,500.00 | \$20,892.42 | \$20,892.42 |  | Caribou | PMIF | - | 1 |
| Borderview Farms, Inc. | \$189,000.00 | 1.00 | \$189,000.00 | \$26,458.28 | \$26,458.28 | Finance Authority of Maine | Bridgewater | PMIF | - | 2 |
| Bouchard, Rickey A. | \$155,250.00 | 1.00 | \$155,250.00 | \$85,553.11 | \$85,553.11 | Finance Authority of Maine | New Sweden | PMIF | - | - |

FAME Active Natural Resource Loans through 6/30/2023


## TAB 4

STUDENT FINANCIAL ASSISTANCE PROVIDED

| MAINE STATE GRANT PROGRAM |
| :--- |
| Grants Disbursed |
| Number of Students Assisted (Grants Awarded) |
| MAINE STATE GRANT PROGRAM - ADULT LEARNERS * |
| Grants Disbursed |
| Number of Students Assisted (Grants Awarded) |
| EDUCATORS FOR MAINE FORGIVABLE LOAN PROGRAM |
| Loans Disbursed |
| Forgiveness Given |
| Principal Repayments |
| Number of Students Assisted (Loans Awarded) |
| Number of Borrowers Granted Forgiveness |

EXTGEN COLLEGE SAVINGS PLAN PROGRAM
Year End Net Asset Balance - Total Accounts
Year End Net Asset Balance - Maine Accounts
Total Number of Accounts
Total Number of Maine Accounts
Program Benefits to Maine Citizens:
Program Benefits to Maine Citizens
Fee Rebates to Maine Accounts
Initial Matches Awarded
Next Steps Matches Awarded
NextGen Need-Based Grants Awarded
No. of Initial Matching Grants Awarded
No. of Next Steps Matching Grants Awarded No. of Automatic Payment Bonuses Awarded

*In FY 23, FAME awarded adult learners under the terms of the regular Maine State Grant Program. With the elimination of the FAFSA filing and Maine State Grant for Adults.


## HEALTH PROFESSIONS LOAN PROGRAM <br> Loans Disbursed - Doctors <br> Loans Disbursed - Veterinary Forgiveness Given <br> Principal Repayments <br> Number of Students Assisted - Doctors (Loans Awarded) Number of Students Assisted - Veterinary (Loans Awarded) <br> Number of Students Assisted - Veterinary (Loans Awarded) Number of Borrowers Granted Forgiveness

FHM DENTAL LOAN \& LOAN REPAYMENT PROGRAM
Loans Disbursed
Grants Disbursed - Loan Repayments
Forgiveness Given
Principal Repayments
Number of Students Aw
Number of Students Awarded Loans
Number of Dentists Awarded Loan R
DOCTORS FOR MAINE'S FUTURE SCHOLARSHIP PROGRAM
Number of Students Assisted (Grants Awarded)

TAB 5

FAME FISCAL YEAR 2023 INDEPENDENT AUDIT REPORT

# Finance Authority of Maine 

Basic Financial Statements, Management's Discussion and Analysis and Supplementary Information

Year Ended June 30, 2023

## FINANCE AUTHORITY OF MAINE

## FINANCIAL STATEMENTS

For the Year Ended June 30, 2023

## TABLE OF CONTENTS

Independent Auditors' Report ..... 1-3
Management's Discussion and Analysis ..... 4-15
Basic Financial Statements:
Authority-wide Financial Statements: Statement of Net Position ..... 16
Statement of Activities ..... 17-18
Fund Financial Statements:
Statements of Net Position - Proprietary Funds ..... 19-20
Statements of Revenues, Expenses and Changes in Net Position - Proprietary Funds ..... 21-22
Statements of Cash Flows - Proprietary Funds ..... 23-26
Balance Sheets - Governmental Funds ..... 27-28
Statements of Revenues, Expenditures, and Changes in Fund Balances - Governmental Funds ..... 29-30
Statements of Net Position - Fiduciary Funds ..... 31
Statements of Changes in Net Position - Fiduciary Funds ..... 32
Notes to Financial Statements ..... $33-62$
Supplementary Information:
Schedule 1 - Combining Schedule of Net Position - Custodial Funds63-64
Schedule 2 - Combining Schedule of Changes in Net Position - Custodial Funds ..... 65-66

## INDEPENDENT AUDITORS' REPORT

The Board of Directors

Finance Authority of Maine

## Report on the Audit of the Financial Statements

## Opinions

We have audited the financial statements of the governmental activities, the business-type activities, each major fund, and the aggregate remaining fund information of the Finance Authority of Maine (the Authority), a component unit of the State of Maine, as of and for the year ended June 30, 2023, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements as listed in the table of contents.

We did not audit the financial statements of NextGen 529, which represents 99.7 percent, 99.7 percent and 99.8 percent, respectively, of the assets, fund balance/net position and additions/revenues of the aggregate remaining fund information. Those financial statements were audited by other auditors whose report has been furnished to us, and our opinion, insofar as it relates to the amounts included for NextGen 529, is based solely on the report of the other auditors.

In our opinion, based upon our audit and the report of the other auditors, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities, the business-type activities, each major fund, and the aggregate remaining fund information of the Authority, as of June 30, 2023, and the respective changes in financial position and, where applicable, cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

## Basis for Opinions

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Authority and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

## Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

The Board of Directors<br>Finance Authority of Maine

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

## Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and Government Auditing Standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and Government Auditing Standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

## Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis, as listed in the table of contents, be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

The Board of Directors
Finance Authority of Maine

## Supplementary Information

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the Authority's basic financial statements. The Combining Schedule of Net Position - Custodial Funds and Combining Schedule of Changes in Net Position - Custodial Funds, as listed in the table of contents, are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements, or to the basic financial statements themselves, and other additional procedures in accordance with GAAS. In our opinion, the Combining Schedule of Net Position - Custodial Funds and Combining Schedule of Changes in Net Position - Custodial Funds are fairly stated in all material respects in relation to the basic financial statements as a whole.

## Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated November 1, 2023 on our consideration of the Authority's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Authority's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering the Authority's internal control over financial reporting and compliance.

## BakerNeuman \& Ny es LLC

Portland, Maine
November 1, 2023

# FINANCE AUTHORITY OF MAINE 

## MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2023

As management of the Finance Authority of Maine (FAME or the Authority), we offer readers of the Authority's financial statements this narrative overview and analysis of the financial activities of the Authority for the fiscal year ended June 30, 2023. As required, the Authority's financial statements are presented in the manner prescribed by Governmental Accounting Standards Board (GASB) Statement No. 34 - Basic Financial Statements and Management's Discussion and Analysis for State and Local Governments (GASB 34), as amended. Under GASB 34, the Authority's funds are identified as Proprietary, or Business-type, funds, Governmental funds, and Fiduciary funds. The Authority's funds are generally created by federal or state statute.

Four of the Authority's funds are combined as Proprietary or Business-type: the Mortgage Insurance Program Fund, the NextGen Administration Fund, the Maine Loan Program Fund, and the Other Educational Funds in the basic financial statements. The remaining funds are classified as either Governmental Funds or Fiduciary Funds. Governmental Funds combine the Authority's governmental business finance-related funds with its education finance-related funds. The Authority manages the Fiduciary Funds for other boards or entities either pursuant to statute or contract. The Authority serves as administrator for the Maine Education Savings Program, also known as NextGen 529, which is included in the Statement of Net Position - Fiduciary Funds. NextGen 529 is a fiduciary component unit of the Authority under guidance in GASB 14 and GASB 84.

## Significant Highlights for the Year Ended June 30, 2023

- In challenging economic periods, the demand for the Authority's commercial loan insurance product increases as financial institutions seek to mitigate risk by requiring the Authority's insurance protection. Conversely, the Authority typically experiences a decrease in the insured commercial loan portfolio in an improving economy.
- The insured commercial loan portfolio increased $\$ 20.9$ million year over year to $\$ 147.5$ million at June 30, 2023, a $16.5 \%$ increase from $\$ 126.5$ million at June 30, 2022. The allowance for insured commercial loan losses totaled $\$ 16.8$ million and $\$ 18.6$ million at June 30, 2022 and June 30, 2023, respectively. The allowance for insured commercial loan losses and associated provision reflect: the net change in the insured loan portfolio balance; the economic conditions present; the inherent credit quality of the underlying insured loan portfolio; probable losses on insured loans; and the amount of claims paid, net of recoveries. The Authority recorded a provision on insured loans of $\$ 2.2$ million during the year ended June 30, 2023, and a provision on insured loans of $\$ 1.1$ million during the year ended June 30, 2022. During fiscal year 2022, the Authority paid claims, net of recoveries, totaling $\$ 0.2$ million, compared to net claims paid totaling $\$ 0.5$ million in fiscal year 2023.
- The Authority administers NextGen 529, a Qualified Tuition Program under Section 529 of the Internal Revenue Code. Due primarily to significant market value gains during the fiscal year, the NextGen portfolio increased $\$ 1.0$ billion, or $7.9 \%$, to $\$ 13.0$ billion as of June 30, 2023. Investments within the portfolio are owned by or credited to accountholders who have opened an education investing account. The NextGen 529 balance reflects accountholder contributions, in excess of withdrawals, as well as market value movements and earned income on account balances.


## FINANCE AUTHORITY OF MAINE

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

The assets of the program are included in the Authority's financial statements. The Authority contracted with Merrill Lynch, Pierce, Fenner \& Smith Incorporated (Merrill Lynch) to provide management services to NextGen 529 through September 12, 2021 at which time the agreement with Merrill Lynch was terminated. A new agreement with Sumday Administration, The Bank of New York Mellon, BlackRock Advisors and BlackRock Investments for Program Manager, Program Custodian, Investment Manager and Program Distributor services, respectively, commenced on September 13, 2021. Sumday Administration was subsequently acquired by Vestwell Holdings (VH) on February 1, 2022. VH has assumed the Program Manager role. A one-time contract termination fee of $\$ 6.5$ million was paid by Merrill Lynch to the Authority during fiscal year 2022, which was included in fee and other income on the NextGen Administrative Fund statement of revenues, expenses and changes in net position.

The Authority earns fees for its administration services based on the daily net asset values of the program investments; program administration revenues and expenses are accounted for in the NextGen Administration Fund. NextGen administration fees, included in fee and other income on the statement of revenues, expenses and changes in net position, totaled $\$ 9.5$ million for fiscal year 2023, compared to $\$ 9.9$ million in the prior year. This decline is the result of market fluctuations during the year impacting the overall value of the portfolio and, therefore, the administration fees earned. The average balance of the portfolio was $\$ 12.3$ billion during the fiscal year, compared to $\$ 13.3$ billion during the prior year.

- The State Small Business Credit Initiative (SSBCI) is a federal program administered by the U.S. Department of the Treasury that was created to strengthen state programs that support private financing to small businesses. Governor Mills designated the Authority to serve as the state agency to accept and administer the allocated funds for the program. The total award for this program is $\$ 62.0$ million to be received by the Authority in three separate tranches. Through June 30, 2023, the Authority disbursed $\$ 26.9$ million under the program.
- The Authority, on behalf of the Department of Economic \& Community Development, is administering the new Pandemic Recovery Business Loan Fund Program (Thrive Maine), which encompasses a total funding allocation of $\$ 58.4$ million, of which $\$ 25.6$ million was disbursed during fiscal 2023. The Thrive Maine program is a forgivable loan program available to Maine small businesses and nonprofit organizations who experienced losses, increased costs or market interruptions because of the pandemic. Funding for the program is received due to the Maine Jobs \& Recovery Plan, with loans that continue to meet program terms qualifying to be forgiven over a four-year period. For financial reporting purposes, the forgivable loans have not been reported as assets of the Authority as the criteria for forgiveness is not deemed significant; amounts are recorded as grant expenses as funds are disbursed.
- The Hospital System Loan Fund Program was established in fiscal year 2023 by the State of Maine. The program is administered by the Authority for the purpose of alleviating hardship on hospitals due to loan payments as a result of the Medicare accelerated payment program in 42 United States Code, Section $1395 \mathrm{~g}(\mathrm{f})(2)(\mathrm{C})$. The program made one $\$ 12.0$ million dollar interest free loan during the year, with a 2year repayment schedule.
- The Authority's net position increased by $\$ 4.2$ million to $\$ 59.8$ million for the year ended June 30, 2023. This increase consists of a proprietary fund increase of $\$ 3.9$ million and a governmental fund increase of $\$ 0.3$ million.


# FINANCE AUTHORITY OF MAINE 

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

## Overview of the Authority

The Finance Authority of Maine was created in 1983 by an Act of the Maine Legislature (the Act), as a body corporate and politic, and is a public instrumentality of the State of Maine. The Authority's purpose at that time was to provide business-related finance programs. In 1989, the Act was amended to authorize the Authority to administer certain education-related finance programs. The Authority offers financing and loan insurance to Maine businesses, and also offers various educational grant, loan, and loan guaranty programs that assist students in attending institutions of higher education.

The Authority is considered a component unit of the State of Maine, and as such, its financial statements are reflected in the State of Maine general-purpose financial statements. The Authority is a quasi-governmental agency and not a department of the State of Maine. The Authority receives an appropriation from the State of Maine for loan, loan repayment and grant disbursements to education customers. A small portion of the appropriation is used for the administration of state programs.

## Overview of Financial Statements

This Discussion and Analysis is intended to serve as an introduction to the Authority's basic financial statements. The basic financial statements include Authority-wide financial statements, fund financial statements, and notes to the financial statements. GASB 34 requires the categorization of funds into Proprietary, or Business-type, funds and Governmental funds, which are then combined into the Authoritywide financial statements. Note 1 of the footnotes to the financial statements describes the arrangement of the funds in greater detail.

## Authority-wide Financial Statements

The Authority-wide financial statements are designed to provide readers with a broad overview of the Authority's finances. The Statement of Net Position presents information on all of the Authority's assets, deferred outflow of resources, liabilities, and net position, except for those funds that are classified as Fiduciary funds. The Fiduciary funds are presented in the Statement of Net Position - Fiduciary Funds. The Statement of Activities presents information showing functional areas of the Authority and their respective revenues and expenses. The statements are presented on an accrual basis.

The Authority-wide financial statements combine the business-type activities with the governmental activities. Under GASB 34, business-type activities include funds that are intended to recover all or a significant portion of their costs through customer fees and charges. Governmental activities include funds that are supported primarily with intergovernmental revenues such as appropriations or payment of fees by the Federal government.

## Fund Financial Statements

The fund financial statements provide more detailed information about the Authority's most significant funds and not the Authority as a whole. A fund is a group of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. The Authority's funds can be divided into three categories: Proprietary funds, Governmental funds and Fiduciary funds.

# FINANCE AUTHORITY OF MAINE 

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

Proprietary funds - The Authority identifies four funds as Proprietary. They include the Mortgage Insurance Program Fund, the NextGen Administration Fund, the Maine Loan Program Fund, and the Other Educational Funds in the basic financial statements. These funds rely on customer fees to cover a significant portion of the operational expenses of the funds.

Governmental funds - The remainder of the Authority's funds, with the exception of the Fiduciary funds, are grouped into this area. These funds are primarily supported by intergovernmental revenues such as State of Maine appropriations and payments by the Federal government to operate the Federal student loan guaranty program.

Fiduciary funds - The Authority maintains two different types of fiduciary funds. The Fiduciary Component Unit is used to report resources held for participants in the Maine Education Savings Program, a Qualified Tuition Program under Section 529 of the Internal Revenue Code, administered by the Authority, as well as Custodial Fund resources held by the Authority in a custodial capacity for other governmental organizations. The resources in these custodial funds cannot be used to support the Authority's operations. These funds are combined in the Statement of Net Position - Fiduciary Funds and Statement of Changes in Net Position Fiduciary Funds and presented as Custodial Funds.

All of these funds are described in Note 1 to the financial statements.

## FINANCE AUTHORITY OF MAINE

## MANAGEMENT’S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

## Overview of the Authority-wide Financial Position and Operations

The Authority's overall financial position and operations for the past two years are summarized below based on information included in the financial statements.

|  | Finance Authority of Maine Authority-wide Net Position (In thousands of dollars) |  |  |  |  |  | Total |  | Total <br> Percent <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Proprietary Activities |  |  |  | Governmental Activities |  |  |  |  |
|  |  | $\underline{2023}$ |  | $\underline{2022}$ | $\underline{2023}$ | $\underline{2022}$ | $\underline{2023}$ | $\underline{2022}$ |  |
| Assets |  |  |  |  |  |  |  |  |  |
| Cash and investments | \$ | 99,233 | \$ | 77,155 | \$24,826 | \$33,318 | \$124,059 | \$110,473 | 12.3\% |
| Notes and educational loans receivable, net |  | 74,593 |  | 66,033 | 30,018 | 19,366 | 104,611 | 85,399 | 22.5 |
| Grants receivable from U.S. Treasury |  | - |  | - | 7,823 | - | 7,823 | - | - |
| Due from other funds |  | 1,514 |  | - | 15,856 | - | 17,370 | - | - |
| Capital assets, net |  | 900 |  | 1,106 | - | - | 900 | 1,106 | (18.6) |
| Other assets |  | 4,331 |  | 3,293 | 603 | 356 | 4,934 | 3,649 | 35.2 |
| Total assets |  | 180,571 |  | $\underline{147,587}$ | \$79,126 | \$53,040 | \$259,697 | \$200,627 | 29.4\% |
| Deferred Outflows of Resources |  |  |  |  |  |  |  |  |  |
| Deferred loss on refunding |  | $\underline{1,038}$ |  | 1,224 | \$ | \$ | \$ 1,038 | \$ 1,224 | (15.2) $\%$ |
| Liabilities |  |  |  |  |  |  |  |  |  |
| Accounts payable and accrued liabilities |  | 5,942 | \$ | 5,467 | \$ 610 | \$ 232 | \$ 6,552 | \$ 5,699 | 15.0\% |
| Unearned fee income |  | 1,011 |  | 897 | 119 | 143 | 1,130 | 1,040 | 8.7 |
| Due to other funds |  | 9,162 |  | - | 8,208 | - | 17,370 | - | - |
| Unearned grant and scholarship funds |  | - |  | - | 4,223 | 2,505 | 4,223 | 2,505 | 68.6 |
| Allowance for losses on insured loans |  | 18,817 |  | 17,188 | - | - | 18,817 | 17,188 | 9.5 |
| Line of credit |  | 1,733 |  | - | - | - | 1,733 | - | - |
| Long-term liabilities: |  |  |  |  |  |  |  |  |  |
| Due in more than one year arbitrage rebate payable |  | 3,946 |  | 3,982 | - | - | 3,946 | 3,982 | (0.9) |
| Notes and bonds payable: |  |  |  |  |  |  |  |  |  |
| Due within one year |  | 6,065 |  | 6,394 | - | - | 6,065 | 6,394 | (5.1) |
| Due in more than one year |  | 83,898 |  | 67,725 | - | - | 83,898 | 67,725 | 23.9 |
| Program funds: |  |  |  |  |  |  |  |  |  |
| Amounts held under state revolving loan programs |  | - |  | - | 57,192 | 41,675 | 57,192 | 41,675 | 37.2 |
| Total liabilities |  | 130,574 |  | 101,653 | \$70,352 | \$44,555 | \$200,926 | \$146,208 | 37.4\% |
| Net Position |  |  |  |  |  |  |  |  |  |
| Unrestricted net assets |  | 28,455 | \$ | 24,809 | \$ 473 | \$ 449 | \$ 28,928 | \$ 25,258 | 14.5\% |
| Restricted net assets |  | 21,680 |  | 21,242 | 8,301 | 8,037 | 29,981 | 29,279 | 2.4 |
| Invested in capital assets |  | 900 |  | 1,106 | - | - | 900 | 1,106 | (18.6) |
| Total net position |  | 51,035 |  | 47,158 | \$ 8,774 | \$ 8,485 | \$ 59,809 | \$ 55,643 | 7.5\% |

## FINANCE AUTHORITY OF MAINE

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

The Authority's total assets increased $\$ 59.1$ million, or $29.4 \%$, while total liabilities increased by $\$ 54.7$ million, or $37.4 \%$; the total change in net position during the year was an increase of $\$ 4.2$ million, or $7.5 \%$. Significant changes in the individual line items are described below:

## Cash and Investments

Cash and investments increased by $\$ 13.6$ million, or $12.3 \%$, during the year. Proprietary fund balances increased $\$ 22.1$ million due primarily to an $\$ 18.7$ million increase in balances within the Maine Loan fund. This increase is primarily due to a temporary buildup of cash, including receipt of the 2023 bond proceeds in June 2023, in order to meet loan disbursement demands due to increased borrower applications during the fiscal 2023 year. Governmental cash and investment balances decreased $\$ 8.5$ million primarily due to transfers of cash to the Maine Loan fund, offset slightly by loan repayments to the Hospital System Loan Fund.

## Notes and Education Loans Receivable, Net

Notes and education loans receivable, net increased by $\$ 19.2$ million, or $22.5 \%$, during the year, attributable primarily to an increase of $\$ 8.6$ million in the outstanding loan portfolio for the Maine Loan program and $\$ 7.0$ million of outstanding loans under the Hospital System Loan Fund.

## Grants Receivable from U.S. Treasury

As part of the SSBCI program, the Authority received the first tranche of funds during fiscal 2023 totaling $\$ 19.8$ million. This tranche was quickly disbursed and the Authority disbursed an additional $\$ 7.8$ million in advance of the second tranche of funding. This amount is recorded as grants receivable within the SSBCI Fund at June 30, 2023. In order to continue to provide funding to Maine businesses, pending receipt of the second tranche of funds, the Authority borrowed $\$ 8.1$ million from the Economic Recovery Loan Fund, to be repaid once the second tranche of funds is received. The second tranche was received subsequent to June 30 , 2023.

## Due From/to Other Funds

During the year, the SSBCI fund borrowed $\$ 8.1$ million from the Economic Recovery Loan Fund to make grants to eligible recipients, as the next tranche of funding had not been received from the Treasury. Once received from the Treasury, the borrowed funds will be repaid.

In addition, the Maine Loan program borrowed $\$ 9.2$ million from the Federal Guaranty Agency Operating Fund and Other Educational Funds because of higher than anticipated borrower applications, which exceeded the funds available. Funds were repaid in August 2023 using proceeds from the 2023 bond issuance.

## Unearned Grant and Scholarship Funds

Unearned grant and scholarship funds increased $\$ 1.7$ million, or $68.6 \%$, as a result of increased funding to the Doctors for Maine's Future program, as well as increases in the Maine State Grant Program, in advance of related program disbursements.

# FINANCE AUTHORITY OF MAINE 

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

## Allowance for Losses on Insured Loans

The allowance for losses on insured loans increased by $\$ 1.6$ million, or $9.5 \%$, due in large part to an increase in the Mortgage Insurance Program Fund insured portfolio of $\$ 20.9$ million during the fiscal year.

## Line of Credit

In addition to funds transferred from the Federal Guaranty Agency Operating Fund, the Authority also established a line of credit to provide further funding of loan disbursements within the Maine Loan program. This line of credit was fully repaid in August 2023 using the proceeds from the 2023 bond issuance.

## Long-term Liabilities - Notes and Bonds Payable

Bonds payable increased by $\$ 15.8$ million as a result of the 2023 bond issue of $\$ 27.2$ million, offset by redemption activity during the fiscal year.

## Long-term Liabilities - Program Funds

The Authority receives State appropriations and funds from the issuance of State of Maine bonds to provide loans under revolving loan programs. The amounts held could be returned to the State of Maine upon request as a result of program modification, termination or to meet other State needs. The obligation to return the funds is identified on the balance sheet as a long-term liability, as the return of funds is not anticipated within the next year. These governmental program funds increased by $\$ 15.5$ million, or $37.2 \%$, during the fiscal year. The increase is primarily attributed to approximately $\$ 12$ million of Hospital System Loan Funds which are required to be returned to the State upon repayment.

## Net Position

The Authority's mission is to provide access to innovative financial solutions to help Maine citizens pursue business and higher education opportunities. When the economy is performing well, the Authority usually builds its balance sheet. In difficult economic climates, the Authority may continue to provide student and business funding even when net position may decline. A strong balance sheet allows the Authority to continue to serve its customers particularly when they need help the most. Alternatively, the Authority could reduce student grants and be more selective in financing Maine businesses to prevent a reduction in net position. The Authority tries to maintain its balance sheet to permit funding customers at the highest level possible.

For fiscal year 2023, the Authority's net position increased by $\$ 4.2$ million, compared to a prior year 2022 decrease of $\$ 0.6$ million. Revenues increased by $\$ 59.4$ million, or $125.8 \%$, when compared to prior year and include an increase of $\$ 51.8$ million in grants and scholarship revenues and a $\$ 13.1$ million increase in gains associated with the Authority's investment portfolio during the year. These revenue increases were offset by a decline in income from user fees of $\$ 6.8$ million, $\$ 6.5$ million of which represent the one-time contract termination fee from Merrill Lynch received during the prior fiscal year. Fiscal year 2023 operating expenses of $\$ 104.5$ million are more than 2022 expenses by $\$ 56.6$ million, or $118.5 \%$, primarily as a result of a $\$ 52.1$ million increase in grant and scholarship expenses, as well as a $\$ 2.0$ million increase in provisions for losses on insured loans.

## FINANCE AUTHORITY OF MAINE

MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

Further details are discussed below as part of the Statements of Revenues, Expenses/Expenditures and Changes in Net Position/Fund Balance for the Authority's proprietary and governmental funds. The results of operations for both the Authority's proprietary and governmental funds are presented below:

Finance Authority of Maine
Authority-wide Changes in Net Position
(In thousands of dollars)

|  | $\underline{2023}$ | $\underline{2022}$ | Increase/ (Decrease) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Revenues: |  |  |  |  |
| State appropriations | \$ 600 | \$ 600 | \$ - | 0.0\% |
| Income from user fees | 12,008 | 18,852 | $(6,844)$ | (36.3) |
| Investment income (loss) | 5,716 | $(7,389)$ | 13,105 | 177.4 |
| Interest income on notes and educational loans receivable | 4,148 | 4,188 | (40) | (1.0) |
| Other income | 4,252 | 2,881 | 1,371 | 47.6 |
| Grant and scholarship revenue | 79,940 | 28,107 | 51,833 | 184.4 |
| Total revenues | 106,664 | 47,239 | 59,425 | 125.8 |
| Expenses: |  |  |  |  |
| Salaries and benefits | 6,094 | 5,603 | 491 | 8.8 |
| Loan servicing expenses | 220 | 188 | 32 | 17.0 |
| Financing expenses | 2,566 | 2,851 | (285) | (10.0) |
| Provision for losses on insured loans and educational loans | 2,240 | 208 | 2,032 | 976.9 |
| Grant and scholarship expenses | 80,198 | 28,107 | 52,091 | 185.3 |
| Customer benefit expenses | 7,349 | 7,290 | 59 | 0.8 |
| Other operating expenses/other | 5,831 | 3,589 | 2,242 | 62.5 |
| Total expenses | 104,498 | 47,836 | 56,662 | 118.5 |
| Other activity: |  |  |  |  |
| Reserve fund transfer from State | 2,000 | - | 2,000 | - |
| Change in net position | \$ 4,166 | \$ (597) | $\$ \underline{4,763}$ | 797.8\% |

The details of the changes are explained in the proprietary and governmental funds section on the following pages titled Results of Operations.

## FINANCE AUTHORITY OF MAINE

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

## Results of Operations - Proprietary Funds

The net assets of the Authority's proprietary funds increased by $\$ 3.9$ million, or $8.2 \%$, during fiscal year 2023 compared to a $\$ 0.4$ million increase in prior year. The following table summarizes the Statement of Revenues, Expenses and Changes in Net Position for the proprietary funds for the years ended June 30, 2023 and 2022:

Finance Authority of Maine
Proprietary Funds
Statement of Revenues, Expenses and Changes in Net Position
(In thousands of dollars)

|  |  |  | Increase/ (Decrease) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\underline{2023}$ | $\underline{2022}$ | Amount | \% |
| Operating revenues: |  |  |  |  |
| Income from user fees | \$ 12,008 | \$ 18,852 | \$ $(6,844)$ | (36.3)\% |
| Interest income on notes and educational loans receivable | 4,148 | 4,188 | (40) | (1.0) |
| Other income | 2,347 | 2,122 | 225 | 10.6 |
| Total operating revenue | 18,502 | 25,162 | $(6,660)$ | (26.5) |
| Operating expenses: |  |  |  |  |
| Salaries and benefits | 4,585 | 4,583 | 2 | 0.0 |
| External loan servicing costs | 220 | 188 | 32 | 17.0 |
| Financing expenses | 2,566 | 2,851 | (285) | (10.0) |
| Provision for losses on insured loans and educational loans | 2,240 | 208 | 2,032 | 976.9 |
| Customer benefit expenses | 7,349 | 7,290 | 59 | 0.8 |
| Other operating expenses/other | 4,641 | 3,091 | 1,550 | 50.1 |
| Total operating expenses | 21,600 | 18,211 | 3,389 | 18.6 |
| Operating (loss) income | $(3,098)$ | 6,951 | $(10,049)$ | (144.6) |
| Nonoperating revenues (expenses): |  |  |  |  |
| Investment income (loss) | 4,974 | $(6,525)$ | 11,499 | 176.2 |
| Reserve fund transfer from State | 2,000 | - | 2,000 | - |
| Total nonoperating revenues (expenses) | 6,974 | $(6,525)$ | 13,499 | 206.9 |
| Change in net position | 3,877 | 425 | 3,452 | 812.2 |
| Net position at beginning of year | 47,158 | 46,733 | 425 | 0.9 |
| Net position at end of year | \$51,035 | \$47,158 | \$ 3,877 | 8.2\% |

# FINANCE AUTHORITY OF MAINE 

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

The proprietary funds include the Mortgage Insurance Program Fund, the NextGen Administration Fund, the Maine Loan Program Fund and the Other Educational Funds in the basic financial statements. Because these programs are classified as business-type funds, non-Program investment income and state appropriations are categorized as non-operating revenue as required by GASB 34. In the governmental funds, these items are listed as revenues. The Mortgage Insurance Program relies on fee revenue to provide most of its funding for operations. The NextGen Administration Fund and Other Educational Funds rely on fee revenue to cover operating expenses. The Maine Loan Program Fund relies on interest income from outstanding student loans to fund operating expenses. Net Position in the Mortgage Insurance Program Fund is used by the Authority to provide additional support for commercial loan insurance claims, in excess of the allowance for insured commercial loan losses. Net Position in the NextGen Administration Fund is used to fund student benefit programs, such as grants, scholarships, matching contributions and fee rebates for those who qualify for the programs. Effective October 9, 2013, the net position in the NextGen Administration Fund may also be used to fund financial education activities. Net Position in the Maine Loan Program Fund is used to provide new educational loans to students as well as support debt service on outstanding bonds payable. Net Position in the Other Educational Funds is used to fund higher education financing initiatives and outreach activities.

Operating revenue totaled $\$ 18.5$ million, a decrease of $\$ 6.7$ million, or $26.5 \%$, when compared to prior year, primarily attributed to a decrease of $\$ 6.8$ million in user fees within the NextGen Administration Fund. Of this $\$ 6.8$ million decrease, $\$ 6.5$ million represents the one-time contract termination fee paid by Merrill Lynch during the prior fiscal year.

Operating expenses increased by $\$ 3.4$ million, or $18.6 \%$, from the prior year. Provisions for insured loan and educational loan losses were higher by $\$ 2.0$ million over prior year because of growth within the Mortgage Insurance Fund. During fiscal year 2023, insured commercial loans increased $16.5 \%$, from $\$ 126.5$ million to $\$ 147.5$ million, with the reserve ratio declining to $12.6 \%$ resulting in a provisions expense for the year of $\$ 2.2$ million. The remaining $\$ 1.4$ million increase in operating expenses consists primarily of a $\$ 0.6$ million increase within the NextGen program, as well as an arbitrage expense recovery during fiscal 2023 that is $\$ 0.7$ million lower than had been recognized during the prior year.

The change in non-operating revenues is an increase of $\$ 13.5$ million, or $206.9 \%$. During fiscal 2022, net investment loss totaled $\$ 6.5$ million, compared to a net investment income of $\$ 5.0$ million during fiscal 2023. This variance to prior year is the result of the rising interest rate environment and the impact on the Authority's investment portfolio.

Overall, the net position of the proprietary funds increased by $\$ 3.9$ million, or $8.2 \%$, from $\$ 47.2$ million to $\$ 51.0$ million during the fiscal year.

## FINANCE AUTHORITY OF MAINE

## MANAGEMENT’S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

## Results of Operations - Governmental Funds

GASB 34 treats the presentation of the operating results differently in governmental funds. Revenue less expenditures is called Change in Fund Balance rather than Change in Net Position. Also, investment income and appropriations are classified under revenue, not non-operating revenue.

The Fund Balance of the Authority's governmental funds increased by $\$ 0.3$ million, or $3.4 \%$, from the prior year. The following table summarizes the Statement of Revenues, Expenditures and Changes in Fund Balance for the governmental funds for the years ended June 30, 2023 and 2022:

Finance Authority of Maine
Governmental Funds
Statement of Revenues, Expenditures and Changes in Fund Balance
(In thousands of dollars)

|  | 2023 | 2022 | Increase/(Decrease) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| Revenues: |  |  |  |  |
| State appropriations | \$ 600 | \$ 600 | \$ | 0.0\% |
| Investment income (loss) | 742 | (864) | 1,606 | 185.9 |
| Other income | 1,905 | 759 | 1,146 | 151.0 |
| Grant and scholarship revenue | 79,940 | 28,107 | 51,833 | 184.4 |
| Total revenues | 83,187 | 28,602 | 54,585 | 190.8 |
| Expenditures: |  |  |  |  |
| Salaries and benefits | 1,510 | 1,020 | 490 | 48.0 |
| Grant and scholarship expenses | 80,198 | 28,107 | 52,091 | 185.3 |
| Other operating expenses/other | 1,189 | 498 | 691 | 138.8 |
| Total expenditures | 82,898 | 29,625 | 53,273 | 179.8 |
| Changes in fund balance | 289 | $(1,023)$ | 1,312 | 128.3 |
| Fund balance at beginning of year | 8,485 | 9,508 | $(1,023)$ | (10.8) |
| Fund balance at end of year | \$ 8,774 | \$ 8,485 | \$ 289 | 3.4\% |

The governmental funds include certain business direct revolving loan programs, including programs such as the Business Direct Loan Program. The governmental funds also include the Federal Family Education Loan Program (FFELP) Operating Fund and other education-related programs such as the Educators for Maine Loan Program, the Maine State Grant Program, and the Maine Health Professions Loan Program. In fiscal 2023, the Authority added the SSBCI Fund, the Thrive Maine Fund and the Hospital System Loan Fund. These programs are classified as governmental funds because most of their revenue is derived from governmental sources and not from customer fees.

## FINANCE AUTHORITY OF MAINE

## MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)

June 30, 2023

Revenues for the year were $\$ 83.2$ million, an increase from prior year of $\$ 54.6$ million, or $190.8 \%$. This increase is primarily the result of higher grant and scholarship revenues during the fiscal year, including $\$ 26.7$ million in SSBCI and $\$ 25.6$ million in Thrive Maine, as well as increases to investment income and income from other sources.

Governmental fund expenditures for the year were $\$ 82.9$ million, which were $\$ 53.3$ million, or $179.8 \%$, more than the prior year. The increase came primarily from a $\$ 52.1$ million, or $185.3 \%$, increase in grant and scholarship expenses, correlating with the increase in grant and scholarship revenues cited above.

Overall, the fund balance of the governmental funds increased by $\$ 0.3$ million to $\$ 8.8$ million in fiscal year 2023. This reflects an increase of $\$ 1.3$ million when compared to the prior year fund balance decrease of $\$ 1.0$ million.

## Debt Structure

The Authority's operating expenses are funded primarily through fees for services, investment earnings, interest income on notes and educational loans receivable and appropriations or other governmental contributions.

The Authority is authorized to issue student loan revenue bonds to originate alternative educational loans to Maine residents for the purpose of higher education. As of June 30, 2023, the Authority had $\$ 90.0$ million in net bonds payable outstanding. The Authority retired $\$ 11.1$ million of the Series 2012, 2014, 2017, 2018, 2019 and 2021 bonds upon scheduled maturity and mandatory redemptions, including refunding $\$ 4.9$ million of the Series 2012 bonds; the 2023 bond issue will begin principal repayments at the end of calendar year 2027.

## Requests for Information

Questions concerning any of the information provided in this report or request for additional financial information should be addressed to the Chief Executive Officer, Finance Authority of Maine, P.O. Box 949, Augusta, ME 04332-0949.

# FINANCE AUTHORITY OF MAINE 

## STATEMENT OF NET POSITION

June 30, 2023

## ASSETS

Cash and cash equivalents
Investments
Accounts receivable
Grants receivable from U.S. Treasury
Accrued interest receivable
Notes and educational loans receivable, net
Due from other funds
Prepaid expenses and other assets
Capital assets, net
Total assets

## DEFERRED OUTFLOW OF RESOURCES

Deferred loss on refunding

## LIABILITIES

Accounts payable and accrued liabilities
Due to other funds
Unearned fee income
Accrued interest payable
Accrued arbitrage liability
Unearned grant and scholarship funds
Allowance for losses on insured loans
Line of credit
Long-term liabilities:
Due within one year - bonds payable
Due in more than one year - bonds payable
Due in more than one year - program funds
Total liabilities
Commitments and contingent liabilities (notes 6, 7 and 12)

## NET POSITION

Invested in capital assets
Restricted for education activities
Restricted for education bond programs
Unrestricted
Total net position


See accompanying notes to the financial statements.

# FINANCE AUTHORITY OF MAINE 

## STATEMENT OF ACTIVITIES

For the Year Ended June 30, 2023

|  |  | Charges <br> for |
| :--- | ---: | ---: | ---: |
| Functions/Programs: |  |  |
| Governmental activities: | Expenses | Services |

Other activity:
Investment income
Reserve fund transfer from State
Total other activity
Change in net position
Net position at beginning of year
Net position at end of year

See accompanying notes to the financial statements.

| Program Revenues |  | Net Revenue (Expense) and Changes in Net Position |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Program Investment Income | Operating Grants and Contributions | Governmental Activities | Business-type Activities | Total |
| \$264,774 | \$ 167,323 | 264,960 | \$ - | \$ 264,960 |
| - | 26,094,658 | - | - | - |
| - | 219,570 | - | - | - |
| 233,806 | 26,678,764 | - | - | - |
| - | 25,597,830 | - | - | - |
| - | - | 24,000 | - | 24,000 |
| 243,387 | 1,949,127 | 14 | - | 14 |
| 741,967 | 80,707,272 | 288,974 | - | 288,974 |
| - | - | - | $(1,561,858)$ | $(1,561,858)$ |
| - | - | - | $(1,344,320)$ | (1,344,320) |
| - | - | - | 132,613 | 132,613 |
| - | - | - | $(323,751)$ | $(323,751)$ |
| - | - | - | $(3,097,316)$ | $(3,097,316)$ |
| \$741,967 | \$80,707,272 | 288,974 | $(3,097,316)$ | $(2,808,342)$ |
|  |  | - | 4,974,419 | 4,974,419 |
|  |  | - | 2,000,000 | 2,000,000 |
|  |  | - | 6,974,419 | 6,974,419 |
|  |  | 288,974 | 3,877,103 | 4,166,077 |
|  |  | 8,485,427 | 47,157,931 | 55,643,358 |
|  |  | \$8,774,401 | \$51,035,034 | \$59,809,435 |

## FINANCE AUTHORITY OF MAINE

STATEMENTS OF NET POSITION

## PROPRIETARY FUNDS

June 30, 2023

|  | $\begin{gathered} \text { Mortgage } \\ \text { Insurance } \\ \text { Program Fund } \\ \hline \end{gathered}$ | NextGen Administration Fund | Maine <br> Loan <br> Program Fund |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Current assets: |  |  |  |
| Cash and cash equivalents | \$ 6,717,893 | \$ 1,385,107 | \$ 32,732,792 |
| Investments | 37,797,649 | 18,595,661 | - |
| Accounts receivable | 105,943 | 1,757,280 | - |
| Accrued interest receivable | 329 | - | 519,808 |
| Notes and educational loans receivable, net | 83,958 | - | 6,653,201 |
| Due from other funds | 145,698 | - | - |
| Prepaid expenses and other assets | 350,277 | 18,757 | 11,302 |
| Total current assets | 45,201,747 | 21,756,805 | 39,917,103 |
| Noncurrent assets: |  |  |  |
| Notes and educational loans receivable, net | 665 | - | 67,855,305 |
| Accrued interest receivable | - | - | 1,276,968 |
| Other assets | - | - | 254,540 |
| Capital assets, net | 899,576 | - | - |
| Total noncurrent assets | 900,241 | - | 69,386,813 |
| Total assets | \$ 46,101,988 | \$ 21,756,805 | \$109,303,916 |
| DEFERRED OUTFLOW OF RESOURCES |  |  |  |
| Deferred loss on refunding | \$ | \$ | \$ 1,038,466 |
| LIABILITIES |  |  |  |
| Current: |  |  |  |
| Accounts payable and accrued liabilities | \$ 694,037 | \$ 4,710,683 | \$ 166,458 |
| Unearned fee income | 996,852 | - | - - |
| Accrued interest payable | - | - | 309,646 |
| Bonds payable, net | - | - | 6,064,904 |
| Line of credit | - | - | 1,732,730 |
| Due to other funds | - ${ }^{-}$ | - | 9,162,151 |
| Allowance for losses on insured loans | 18,579,060 | - - | - |
| Total current liabilities | 20,269,949 | 4,710,683 | 17,435,889 |
| Noncurrent liabilities: |  |  |  |
| Arbitrage rebatable | - | - | 3,946,232 |
| Bonds payable, net | - | - | 83,897,874 |
| Total noncurrent liabilities | - | - | 87,844,106 |
| Total liabilities | \$ 20,269,949 | \$ 4,710,683 | \$105,279,995 |
| Commitments and contingent liabilities (notes 6, 7 and 12) |  |  |  |
| NET POSITION |  |  |  |
| Net investment in capital assets | \$ 899,576 | \$ | \$ |
| Restricted for education activities | - | 17,046,122 | - |
| Restricted for education bond programs | - | - | 4,634,237 |
| Unrestricted | 24,932,463 | - | 428,150 |
| Total net position | \$ 25,832,039 | \$ 17,046,122 | \$ 5,062,387 |

See accompanying notes to the financial statements.

Other
Educational
Funds Total

| $\$ 12,941$ | $\$ 40,848,733$ |
| ---: | ---: |
| $1,990,995$ | $58,384,305$ |
| 35,256 | $1,898,479$ |
| - | 520,137 |
| - | $6,737,159$ |
| $1,367,896$ | $1,513,594$ |
| 500 | 380,836 |
| $3,407,588$ | $110,283,243$ |


| - | 67,855,970 |
| :---: | :---: |
| - | 1,276,968 |
| - | 254,540 |
| - | 899,576 |
| - | 70,287,054 |
| \$ 3,407,588 | \$ 180,570,297 |

$\$ \quad-\quad \$ \quad 1,038,466$

| $\$$ | 61,173 | $\$$ |
| :---: | ---: | ---: |
| 13,800 |  | $1,032,351$ |
|  | - | 309,652 |
|  | - | $6,064,904$ |
|  | - | $1,732,730$ |
|  | $9,162,151$ |  |
|  | 238,129 | $18,817,189$ |
| 313,102 | $42,729,623$ |  |


| - | $3,946,232$ |  |
| :---: | ---: | ---: |
| - | $83,897,874$ <br> - | $87,844,106$ |

$\$ \quad 313,102 \quad \$ \underline{130,573,729}$

| $\$$ | - | $\$$ | 899,576 |
| ---: | ---: | ---: | ---: |
| - |  | $17,046,122$ |  |
| - | $4,634,237$ |  |  |
| $3,094,486$ |  | $28,455,099$ |  |
|  |  |  |  |

# FINANCE AUTHORITY OF MAINE 

## STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION

## PROPRIETARY FUNDS

For the Year Ended June 30, 2023

|  | Mortgage Insurance Program Fund | NextGen Administration $\qquad$ Fund | Maine <br> Loan <br> Program Fund |
| :---: | :---: | :---: | :---: |
| Operating revenues: |  |  |  |
| Insurance premiums | \$ 1,720,251 | \$ - | \$ - |
| Application and commitment fees | 602,571 | - |  |
| Interest income on notes and educational loans receivable | 5,910 | - | 4,141,749 |
| Fee and other income | 414,027 | 11,376,717 | 14,803 |
| Total operating revenues | 2,742,759 | 11,376,717 | 4,156,552 |
| Operating expenses: |  |  |  |
| Salaries and related benefits | 1,532,617 | 2,384,150 | 422,143 |
| Financing expenses | - | - | 2,565,734 |
| Bond administration expenses | - | - | 536,540 |
| Arbitrage income | - | - | $(35,949)$ |
| Other operating expenses | 570,986 | 2,988,172 | 291,530 |
| Loan servicing costs | - | - | 219,941 |
| Provision for losses on insured loans and educational loans | 2,201,014 | - | 24,000 |
| Matching contributions and rebates | - | 7,348,715 | - |
| Total operating expenses | 4,304,617 | 12,721,037 | 4,023,939 |
| Operating (loss) income | $(1,561,858)$ | (1,344,320) | 132,613 |
| Nonoperating revenues: |  |  |  |
| Investment income | 3,124,099 | 1,249,254 | 356,493 |
| Reserve fund transfer from State | 2,000,000 | - | - |
| Total nonoperating revenues | 5,124,099 | 1,249,254 | 356,493 |
| Change in net position | 3,562,241 | $(95,066)$ | 489,106 |
| Net position at beginning of year | 22,269,798 | 17,141,188 | 4,573,281 |
| Net position at end of year | \$25,832,039 | \$ $\underline{\underline{17,046,122}}$ | \$5,062,387 |

See accompanying notes to the financial statements.

| Other Educational Funds | Total |
| :---: | :---: |
| 24,220 - | $\begin{array}{r} \$ 1,744,471 \\ 602,571 \end{array}$ |
| $202,085$ | $\begin{array}{r} 4,147,659 \\ 12,007,632 \\ \hline \end{array}$ |
| 226,305 | 18,502,333 |
| 245,620 | 4,584,530 |
| - | 2,565,734 |
| - | 536,540 |
| - | $(35,949)$ |
| 289,904 | 4,140,592 |
| - | 219,941 |
| 14,532 | 2,239,546 |
| - | 7,348,715 |
| 550,056 | 21,599,649 |
| $(323,751)$ | $(3,097,316)$ |
| 244,573 | 4,974,419 |
| - | 2,000,000 |
| 244,573 | 6,974,419 |
| $(79,178)$ | 3,877,103 |
| 3,173,664 | 47,157,931 |
| \$3,094,486 | \$51,035,034 |

## FINANCE AUTHORITY OF MAINE

## STATEMENTS OF CASH FLOWS

## PROPRIETARY FUNDS

For the Year Ended June 30, 2023

Cash flows from operating activities:
Fees received from customers
Principal payments received on educational loans
Educational loans originated
Interest receipts on notes and educational loans receivable
Payments for operating expenses
Payments to employees
Repayments on notes receivable
Payments for scholarships, matching contributions and rebates
Default payments made on loan guarantees
Recoveries received from prior loan guarantees and educational loans
Other Net cash provided (used) by operating activities

Cash flows from noncapital and related financing activities:
Proceeds from sale of bonds
Issuance costs paid
Interest payments on bonds
Redemption of bonds
Transfer to escrow agent, bond refunding
Interfund transactions
(Paid to) advanced from other funds
Borrowing on line of credit, net
Funds received from other governments
Net cash (used) provided by noncapital and
$\quad$ related financing activities

Cash flows from capital and related financing activities: Acquisition of capital assets

Cash flows from investing activities:
Purchases of investments
Sales of investments
Interest received on investments and cash and cash equivalents Net cash provided (used) by investing activities

Net (decrease) increase in cash and cash equivalents

Cash and cash equivalents at beginning of year
Cash and cash equivalents at end of year

| Mortgage <br> Insurance <br> Program Fund | NextGen Administration Fund | Maine <br> Loan <br> Program Fund |
| :---: | :---: | :---: |
| \$ 2,825,419 | \$10,592,528 | \$ |
| - | - | 9,799,418 |
| - | - | $(17,931,810)$ |
| 5,910 | (2,674, ${ }^{-}$ | 3,187,827 |
| $(410,588)$ | $(2,674,484)$ | $(1,027,813)$ |
| $(1,499,344)$ | (2,400,791) | $(413,687)$ |
| 33,823 | - | - |
| - | $(7,348,715)$ | - |
| $(456,313)$ | - | - |
| 4,600 | - | 367,346 |
| $(132,451)$ | $(2,439)$ | - |
| 371,056 | $(1,833,901)$ | (6,018,719) |


| - | - | $27,570,320$ |
| :---: | :---: | ---: |
| - | - | $(430,112)$ |
| - | - | $(2,477,838)$ |
| - | - | $(6,225,000)$ |
| - | - | $(4,915,000)$ |
| $(3,183,581)$ | - | - |
| $(145,698)$ | - | $9,162,151$ |
| - | - | $1,732,730$ |
| $2,000,000$ | - | $24,417,251$ |

$(123,432)$

| $(731,953)$ | $(8,473,006)$ | - |
| :---: | :---: | :---: |
| - | - | - |
| $1,252,340$ |  |  |
| 520,387 | $(7,974,377)$ |  |

$(561,268)$
(9,808,278)
$18,755,025$

7,279,161
$\$ \underline{\underline{6,717,893}}$

11,193,385
$\underline{13,977,767}$
$\$ 1,385,107$ 32,732,792

Other
Educational Funds Total

| $\$ 259,567$ | $\$ 13,677,514$ |
| :---: | ---: |
| - | $9,799,418$ |
| - | $(17,931,810)$ |
| - | $3,193,737$ |
| $(284,639)$ | $(4,397,524)$ |
| $(277,563)$ | $(4,591,385)$ |
| - | 33,823 |
|  | $(7,348,715)$ |
| - | $(594,644)$ |
| $(138,331)$ | 375,146 |
| 3,200 | $(134,695)$ |
| 195 | $(7,919,135)$ |


| - | 27,570,320 |
| :---: | :---: |
| - | $(430,112)$ |
| - | $(2,477,838)$ |
| - | $(6,225,000)$ |
| - | $(4,915,000)$ |
| - | $(3,183,581)$ |
| $(1,367,896)$ | 7,648,557 |
| - | 1,732,730 |
| - | 2,000,000 |
| $(1,367,896)$ | 21,720,076 |
| - | $(123,432)$ |
| - | $(9,204,959)$ |
| 1,425,227 | 1,425,227 |
| 96,712 | 2,204,174 |
| 1,521,939 | $(5,575,558)$ |
| $(283,528)$ | 8,101,951 |
| 296,469 | 32,746,782 |
| \$ 12,941 | \$ 40,848,733 |

## FINANCE AUTHORITY OF MAINE

## STATEMENTS OF CASH FLOWS (CONTINUED)

## PROPRIETARY FUNDS

For the Year Ended June 30, 2023

|  | Mortgage <br> Insurance <br> Program Fund | NextGen Administration Fund | Maine <br> Loan <br> Program Fund |
| :---: | :---: | :---: | :---: |
| Reconciliation of operating (loss) income to net cash provided (used) by operating activities: |  |  |  |
| Operating (loss) income | \$ $(1,561,858)$ | \$ (1,344,320) | \$ 132,613 |
| Adjustments to reconcile operating (loss) income to net cash provided (used) by operating activities: |  |  |  |
| Depreciation | 330,100 | - | - |
| Provision for losses on insured loans and educational loans | 2,201,014 | - | 24,000 |
| Interest on bonds payable | - | - | 2,565,734 |
| Default payments made on loan guarantees | $(456,313)$ | - | - |
| Recoveries received from prior loan guarantees and educational loans | 4,600 | - | 367,346 |
| Changes in operating assets and liabilities: |  |  |  |
| Accounts receivable | $(20,855)$ | $(784,189)$ | - |
| Notes and educational loans receivable | 33,823 | - | $(8,131,625)$ |
| Interest receivable | - | - | $(953,922)$ |
| Arbitrage rebatable | - | - | $(35,949)$ |
| Prepaid expenses and other assets | $(132,451)$ | $(2,439)$ | $(59,639)$ |
| Accounts payable and accrued liabilities | 73,944 | 297,047 | 72,723 |
| Unearned fee income and other | $(100,948)$ | - | - |
| Net cash provided (used) by operating activities | \$ 371,056 | \$(1,833,901) | \$(6,018,719) |
| Noncash activities - Maine Loan Program Fund |  |  |  |
| The Authority capitalized interest on educational loans in the amount of \$853,537 during the year end |  |  |  |

See accompanying notes to the financial statements.

Other

| Educational Funds | Total |
| :---: | :---: |
| \$(323,751) | \$ $(3,097,316)$ |
| - | 330,100 |
| 14,532 | 2,239,546 |
|  | 2,565,734 |
| $(138,331)$ | $(594,644)$ |
| 3,200 | 375,146 |
| 29,062 | $(775,982)$ |
| - | $(8,097,802)$ |
| - | $(953,922)$ |
| - | $(35,949)$ |
| 195 | $(194,334)$ |
| $(26,678)$ | 417,036 |
| 4,200 | $(96,748)$ |
| \$ (437,571) | \$ (7,919,135) |

# FINANCE AUTHORITY OF MAINE 

## BALANCE SHEETS

## GOVERNMENTAL FUNDS

June 30, 2023

|  |  | Federal Guaranty Agency Operating Fund | $\begin{aligned} & \text { Educational } \\ & \text { Grant } \\ & \text { Fund } \\ & \hline \end{aligned}$ | Revolving Fund | State Small Business Credit Initiative Fund | Pandemic <br> Recovery <br> Business <br> Loan <br> Fund |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |
| Cash and cash equivalents |  | 244,608 | \$ 909,816 | \$ 4,408,765 | \$ 916,552 | \$ |
| Investments |  | 504,705 | - | 11,488,092 | - | - |
| Accounts receivable |  | 1,467 | - | - | - | 174,834 |
| Grants receivable from U.S. Treasury |  | - | - | - | 7,822,869 | - |
| Notes receivable, net |  | - | - | 23,018,287 | - | - |
| Due from other funds |  | 7,794,255 | - | 8,062,075 | - | - |
| Other assets |  | 13,477 | - | 409,718 | - | - |
| Total assets |  | 8,558,512 | \$ 909,816 | \$ 47,386,937 | \$ 8,739,421 | \$ 174,834 |
| $\underline{\text { LIABILITIES AND FUND BALANCES }}$ |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |
| Accounts payable and accrued liabilities | \$ | 257,026 | \$ | \$ 199,439 | \$ 18,361 | \$ 29,136 |
| Due to other funds |  | - | - | - | 8,062,075 | 145,698 |
| Unearned fee income |  | - | - | 119,436 | - | - |
| Unearned grant and scholarship funds |  | - | 909,398 | 1,481,836 | 658,985 | - |
| Amounts held under state revolving loan programs |  | - | - | 45,186,851 | - | - |
| Total liabilities |  | 257,026 | 909,398 | 46,987,562 | 8,739,421 | 174,834 |
| Fund balances: |  |  |  |  |  |  |
| Assigned - loan programs |  | - | 418 | 399,375 | - | - |
| Restricted - education programs |  | 8,301,486 | - | - | - | - |
| Total fund balances |  | 8,301,486 | 418 | 399,375 | - - | - |
| Total liabilities and fund balances |  | 8,558,512 | \$ 909,816 | \$47,386,937 | \$ 8,739,421 | \$ 174,834 |

See accompanying notes to the financial statements.

| Hospital <br> System <br> Loan <br> Fund | Other Governmental Funds | Total Governmental Funds |
| :---: | :---: | :---: |
| \$ 5,000,000 | \$ 1,018,394 | \$ 12,498,135 |
| - | 335,494 | 12,328,291 |
| - | - | 176,301 |
| - | - | 7,822,869 |
| 7,000,000 | - | 30,018,287 |
| - | - | 15,856,330 |
| - | 3,396 | 426,591 |
| \$ 12,000,000 | \$ 1,357,284 | \$ 79,126,804 |
| \$ | \$ 106,025 | \$ 609,987 |
| - | - | 8,207,773 |
| - | - | 119,436 |
| - | 1,173,267 | 4,223,486 |
| 11,976,000 | 28,870 | 57,191,721 |
| 11,976,000 | 1,308,162 | 70,352,403 |
| 24,000 | 49,122 | 472,915 |
| - | - | 8,301,486 |
| 24,000 | 49,122 | 8,774,401 |
| \$ 12,000,000 | \$ 1,357,284 | \$79,126,804 |

## FINANCE AUTHORITY OF MAINE

## STATEMENTS OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES

GOVERNMENTAL FUNDS
For the Year Ended June 30, 2023

|  |  | Federal <br> Guarantee Agency Operating Fund |  | $\begin{gathered} \text { Educational } \\ \text { Grant } \\ \text { Fund } \\ \hline \end{gathered}$ | Revolving Fund |  | State Small <br> Business Credit Initiative Fund |  | Pandemic <br> Recovery Business Loan Fund |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues: |  |  |  |  |  |  |  |  |  |
| State appropriations | \$ | - | \$ | - | \$ | \$ | \$ | \$ | - |
| Investment income |  | 264,774 |  | - | - |  | 233,806 |  | - |
| Other income |  | 167,323 |  | - | 638,598 |  | 358,163 |  | 684,532 |
| Grant and scholarship revenue |  | - |  | 26,094,658 | 219,570 |  | 26,678,764 |  | 25,597,830 |
| Total revenues |  | 432,097 |  | 26,094,658 | 858,168 |  | 27,270,733 |  | 26,282,362 |
| Expenditures: |  |  |  |  |  |  |  |  |  |
| Operating expenditures: |  |  |  |  |  |  |  |  |  |
| Salaries and related benefits |  | - |  | - | 460,748 |  | 262,478 |  | 88,639 |
| Other operating expenses |  | 167,137 |  | - | 177,850 |  | 70,952 |  | 595,893 |
| Grant and scholarship expense |  | - |  | 26,094,658 | 219,570 |  | 26,937,303 |  | 25,597,830 |
| Total expenditures |  | 167,137 |  | 26,094,658 | 858,168 |  | 27,270,733 |  | 26,282,362 |
| Excess of revenues over (under) expenses |  | 264,960 |  | - | - |  | - |  | - |
| Net change in fund balances |  | 264,960 |  | - | - |  | - |  | - |
| Fund balances at beginning of year |  | 8,036,526 |  | 418 | 399,375 |  | - |  | - |
| Fund balances at end of year |  | 8,301,486 | \$ | 418 | \$399,375 | \$ | \$ | \$ | - - |

See accompanying notes to the financial statements.

| Hospital <br> System <br> Loan <br> Fund | Other Governmental Funds | Total <br> Governmenta $\qquad$ <br> Funds |
| :---: | :---: | :---: |
| \$ | \$ 600,000 | \$ 600,000 |
| - | 243,387 | 741,967 |
| 24,000 | 32,104 | 1,904,720 |
| - | 1,349,127 | 79,939,949 |
| 24,000 | 2,224,618 | 83,186,636 |
| - | 697,934 | 1,509,799 |
| - | 177,543 | 1,189,375 |
| - | 1,349,127 | 80,198,488 |
| - | 2,224,604 | 82,897,662 |
| 24,000 | 14 | 288,974 |
| 24,000 | 14 | 288,974 |
| - | 49,108 | 8,485,427 |
| \$ 24,000 | \$ | \$ 8,774,401 |

# FINANCE AUTHORITY OF MAINE 

STATEMENTS OF NET POSITION
FIDUCIARY FUNDS

June 30, 2023

## ASSETS HELD FOR OTHERS

Cash and cash equivalents
Investments
Receivable for securities sold
Accrued interest receivable
Notes receivable, net
Total assets

| $\$ 32,221,519$ | $\$ 10,693,478$ |
| ---: | ---: |
| $12,988,325,089$ | $19,915,795$ |
| $8,698,967$ | - |
| - | 127,285 |
| - | $8,273,452$ |

$13,029,245,575 \quad 39,010,010$

## LIABILITIES

Accounts payable and other liabilities
Due to program manager
Payable for securities purchased
Withdrawals payable
Payable for accrued fees and expenses
Total liabilities

| - | 168,296 |
| ---: | ---: |
| 2,420 | - |
| $8,642,971$ | - |
| $30,436,261$ | - |
| $5,027,106$ | - |
| $44,108,758$ |  |
|  |  |

## NET POSITION

Net position held for education benefits
Net position restricted for other agencies
Total net position

Maine
Education
Savings
Program

## Custodial

 Funds
## FINANCE AUTHORITY OF MAINE

## STATEMENTS OF CHANGES IN NET POSITION FIDUCIARY FUNDS

For the Year Ended June 30, 2023

| ADDITIONS AND NET INVESTMENT LOSS |  | Maine <br> Education Savings Program |  | Custodial <br> Funds |
| :---: | :---: | :---: | :---: | :---: |
| Contributions | \$ | 1,108,109,427 | \$ | - |
| Appropriations |  | - |  | 937,003 |
| Investment income: |  |  |  |  |
| Dividends and interest |  | 412,413,926 |  | 756,573 |
| Net appreciation in fair value of investments |  | 734,261,685 |  | 1,203,657 |
| Net investment income |  | 1,146,675,611 |  | 1,960,230 |
| Other receipts |  | - |  | 300,796 |
| Total additions and net investment income |  | 2,254,785,038 |  | 3,198,029 |
| DEDUCTIONS |  |  |  |  |
| Grants |  | - |  | 50,000 |
| Recovery for losses on loans |  | - |  | $(155,846)$ |
| Other operating expenses |  | - |  | 3,476,800 |
| Withdrawals |  | 1,256,500,559 |  | - |
| Fees and expenses: |  |  |  |  |
| Maine administration fees |  | 9,509,744 |  | - |
| Sales fees |  | 31,172,398 |  | - |
| Other expenses |  | 4,548,427 |  | - |
| Total fees and expenses |  | 45,230,569 |  | - |
| Total deductions |  | 1,301,731,128 |  | 3,370,954 |
| Net increase (decrease) |  | 953,053,910 |  | $(172,925)$ |
| Net position at beginning of year |  | 12,032,082,907 |  | 39,014,639 |
| Net position at end of year |  | 12,985,136,817 |  | 38,841,714 |

See accompanying notes to the financial statements.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies

## Authorizing Legislation

The Finance Authority of Maine (FAME or the Authority) was created in 1983 by the Finance Authority of Maine Act (the Act), Title 10, Chapter 110, of the Maine Revised Statutes, as amended, as a body corporate and politic, and a public (tax exempt) instrumentality of the State of Maine. In 1989, the Act was amended to authorize the Authority's administration of educational finance programs found in Title 20-A, Chapters 417-E through 430-B (with the exceptions of Chapters 417-A and 418, which are not administered by the Authority, and $417 \mathrm{E}-417 \mathrm{~F}$ which are administered by the Authority and were enacted in 1998 and 2003, respectively). In June 2015, the State of Maine Legislature passed, and the Governor approved, S.P. 544-L.D. 1443, An Act to Merge the Maine Educational Loan Authority with the Finance Authority of Maine (the Act). The Act provided that FAME become successor to the Maine Educational Loan Authority (MELA). These financial statements include all of the operations conducted by the Authority. In addition, the Authority's financial statements reflect the assets of NextGen 529 as a fiduciary component unit (note 15).

The Authority provides commercial financing and loan insurance to Maine businesses. The Authority is also authorized to carry out various programs to provide financial and other assistance to Maine residents and families to finance costs of attendance at institutions of higher education.

For financial reporting purposes, the Authority is considered a component unit of the State of Maine and as such, the Authority's financial statements are reflected in the State of Maine's general-purpose financial statements. The Authority is a quasi-independent agency and not a department of the State of Maine.

The financial statements also include the accounts and activities of FAME Opportunities, Inc. and FAME Leaders, Inc., separate 501(c)(3) organizations formed and controlled by the Authority. The operations of FAME Opportunities, Inc. are not significant to the financial statements. The operations of FAME Leaders, Inc. consist of offsetting grant revenue and grant expense and is included within the Governmental Funds financial statements within "Other Governmental Funds."

## Basis of Presentation - Government-Wide Financial Statements

Separate government-wide financial statements, which are prepared using the economic resources measurement focus and the accrual basis of accounting, are presented. The governmental activities column incorporates data from governmental funds, while business-type activities incorporate data from the Authority's proprietary funds. Separate financial statements are provided for governmental funds, proprietary funds and fiduciary funds, even though the latter are excluded from the government-wide financial statements.

## Basis of Accounting

The financial statements are prepared in accordance with statements promulgated by the Governmental Accounting Standards Board (GASB).

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

The Authority follows the economic resources measurement focus and the accrual basis of accounting for the proprietary funds and, accordingly, recognizes revenue as earned and expenses as incurred. Governmental funds are reported using the current financial resources measurement focus and the modified accrual basis of accounting, whereby revenues are recorded when they become available and measurable and expenses when incurred. Revenues from grants and programs are generally considered "available" if received within three months of the balance sheet date. There are no significant differences between the modified accrual basis and the accrual basis for the governmental funds. The fiduciary component unit and custodial funds are reported using the accrual basis of accounting.

Separate fund financial statements are provided for proprietary and governmental funds. The fund financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America applicable to governmental entities, which provides that accounting systems be organized by funds to account for specific activities consistent with legal and operating requirements. Major individual governmental funds and proprietary funds and fund groups are reported as separate columns in the fund financial statements.

## Maine Education Savings Program Fund

NextGen 529 (the Program) was established in accordance with Chapter 417-E of Title 20-A of the Maine Revised Statutes Annotated of 1964, as amended (the Act), to encourage the investment of funds to be used for qualified education expenses at eligible education institutions. The Program is designed to comply with the requirements for treatment as a qualified tuition program under Section 529 of the Internal Revenue Code of 1986 (IRC), as amended (a 529 Savings Plan). The Act authorizes the Authority to administer the Program and act as administrator of the Maine Education Savings Program Fund (the Program Fund). The Program Fund is held by the Authority, and is invested under the direction of and with the advice of a seven member Advisory Committee on Education Savings.

The Authority has a Program Services Agreement with Sumday Administration, LLC (Sumday) as program manager, The Bank of New York Mellon as program custodian, BlackRock Advisers, LLC as investment manager and BlackRock Investments, LLC as program distributer. Sumday was subsequently acquired by Vestwell Holdings (VH) on February 1, 2022. VH has assumed the Program Manager role. Through sub-contracts with one or more of the new service providers, Merrill Lynch, Pierce, Fenner \& Smith Incorporated, former program manager, will continue to provide distribution and recordkeeping services.

As the primary consideration for its administrative duties, the Authority receives a monthly fee at an annual rate of up to $0.09 \%$ of the average daily net asset value of certain Program assets. The administrative fees earned were $\$ 9,509,749$ in fiscal year 2023 and are recorded as fee and other income in the NextGen Administration Fund.

Administrative fees are used to provide benefits as set forth in the Act and the Program rule. Program benefits to Maine accounts (accounts owned by Maine residents or designated beneficiaries who are Maine residents) include fee rebates and matching grants. Program benefit expenses recorded in the NextGen Administration Fund were $\$ 7,348,715$ in fiscal year 2023. After matching grants are awarded, they are deposited in the Maine Education Savings Program Fund. Matching grants, including earnings thereon, are not the property of account participants or designated beneficiaries unless and until withdrawn for qualified higher education expenses of designated beneficiaries.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

## Fund Structure

The following business-type activities of the Authority are classified as proprietary funds:

## Mortgage Insurance Program Fund

This fund consists of activities primarily relating to providing capital to a broad range of commercial borrowers that may be denied commercial credit without the provision of the Authority's loan insurance to financial institutions. The Authority receives loan insurance fees from the financial institutions (which may pass the cost to the ultimate borrower).

## NextGen Administration Fund

This fund accounts for activities related to the administration of the Maine Education Savings Program, also known as NextGen 529 or NextGen, a qualified tuition program pursuant to Section 529 of the IRC to encourage families to invest for the qualified higher education expenses of a designated beneficiary. The Authority is the administrator of the Program. Included in the fund are the administrative fees received by the Authority from some participants based on the net asset value of accounts (Maine Administration Fee).

## Maine Loan Program Fund

Under this fund, the Authority provides education loans primarily using funds acquired through the issuance of long-term debt. The Authority earns interest on the loans at variable and fixed rates.

Other Educational Funds
The following proprietary activities of the Authority are included in the Other Educational Funds:

## Student Loan Insurance Program

This program provides loan insurance on direct educational loans made by participating financial institutions in the Maine Private Education Loan Network, including consolidations of existing student loans. Qualifying loans fall into three credit tiers with varying guarantee fees. These fees may be absorbed by the lending partners or passed through to the student borrowers. In addition to the upfront guarantee fees, an annual servicing fee is charged to the lending institutions based on outstanding loan balances.

## Claim Your Future

Claim Your Future is an interactive game that encourages exploration into education after high school, future careers and money management. Organizations in multiple states have contracts in place to use the game which is available online or in a classroom version.

## Not-for-Profit Loan Servicing Program

This program ended in fiscal 2020. Amounts remaining in the fund consist of cash and investments which can be used at the discretion of the Authority.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

The following governmental activities of the Authority are classified as governmental funds:

## Federal Guarantee Agency Operating Fund

This fund accounted for the activities under the Federal Family Education Loan Program (FFELP). The Authority, in conjunction with the DE, made educational related federal loan guarantees to eligible Maine students and their families to attend post-secondary schools.

The Authority, with approval from DE, entered into an agreement to transfer its entire guarantee loan portfolio, including all associated guarantee obligations, to another agency in fiscal year 2020. As part of a separate agreement, the Authority will receive $\$ 950,000$ over five years through fiscal year 2024, if certain annual conditions are met, to support the Authority's higher education programs. The Authority received $\$ 650,000$ in previous fiscal years and received $\$ 160,000$ under this agreement in fiscal year 2023, which is included on the Statement of Revenues, Expenditures and Changes in Fund Balances as Other Income. The agreement includes scheduled payments to the Authority in fiscal 2024 of $\$ 140,000$. Amounts are recognized as revenue annually when it has been determined the Authority has fulfilled its obligations under the agreement.

## Educational Grant Fund

This fund accounts for the activities relating to providing grants to eligible undergraduate Maine students who have the greatest financial need and who attend private or public post-secondary institutions of higher learning. The funding for this program is received directly from the State of Maine on an annual basis.

## Revolving Fund

This fund primarily consists of the funds relating to the Authority's administration of State of Maine revolving loan programs. These are State programs administered by the Authority, which provide either educational or commercial loans on a revolving basis. This fund records the aggregate activity of these programs. The program funding levels are derived from the State of Maine. Loans are granted with and without interest charges depending on the program and in some cases, there is also loan forgiveness. This fund consists of funds of the following programs:

Business Direct Loan Program (formerly known as Economic Recovery Loan Program)
Educators for Maine Program
Foreign Credentialing and Skills Recognition Revolving Loan Program
Health Professionals Loan Program
Regional Economic Development Revolving Loan Program
Oil Storage Facility and Tank Replacement Program

## State Small Business Credit Initiative Fund (SSBCI)

This program was re-funded in fiscal 2023 by the U.S. Department of the Treasury. The program was created to provide funds to States to promote American entrepreneurship, support small business ownership and provide access to capital, including underserved communities. The Authority, along with its intermediary partners, are providing funding through loan guarantees, direct loans and equity capital. Disbursements by the Authority to intermediary partners are recorded as grant expenses.

Refer to note 14 for additional information.

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

## Pandemic Recovery Business Loan Fund (Thrive Maine)

This fund is new in fiscal 2023 and accounts for the activities related to providing forgivable loans to small businesses and nonprofits in Maine that were negatively impacted by COVID. The Authority administers the program for the State of Maine under the Maine Jobs and Recovery Act. Funding for the Maine Jobs and Recovery Act is provided via federal grants made through the American Rescue Plan Act (ARPA). Under the terms of the loan agreements, loans are made at $0 \%$ interest with principal amounts forgiven at an annual rate of $25 \%$, based upon various criteria, including that the business must provide annual reporting under the Thrive Maine program guidelines, be in good standing with the State of Maine and continue to be in operation. Should the recipient not meet the conditions of the loan, the unforgiven amounts will be repaid at an interest rate of $3 \%$.

Given the conditional criteria for forgiveness are not deemed significant, loans receivable for unforgiven amounts have not been recorded in the accompanying Thrive balance sheet at June 30, 2023. Grant revenues and related expenses are recognized as loan amounts are disbursed to qualifying businesses and totaled $\$ 25,597,830$ in fiscal 2023. In addition, the Authority is reimbursed for certain allowable administrative costs. Such amounts totaled $\$ 684,532$ in fiscal 2023 and is recorded in other income in the Thrive statement of revenues, expenditures and changes in fund balance. Of this total, $\$ 174,834$ is recorded as accounts receivable on the Thrive balance sheet at June 30, 2023.

At June 30, 2023, there is approximately $\$ 25,598,000$ in loans outstanding that will be formally forgiven at a future date.

## Hospital System Loan Fund

This fund is new in fiscal 2023 and accounts for the activities related to providing loans to eligible hospitals. The program is funded by the State of Maine and administered by the Authority. The program was established by Maine State Legislature S.P. 158 - L.D. 372, to provide immediate financial support to certain hospitals in the State of Maine experiencing financial hardship as a result of the Medicare accelerated payment program in U.S. Code, Section $1395 \mathrm{~g}(\mathrm{f})(2)(\mathrm{C})$. Under the rules of the program, the Authority is providing eligible hospitals with twenty-four month, $0 \%$ loans. Borrowers must repay loans in equal installments over the twenty-four month term. At the conclusion of the program, the Authority will return all funds to the State of Maine.

## Other Governmental Funds

The Authority administers various other governmental and educational related programs. This fund group records the aggregate activity and reflects the combination of these programs. The State of Maine provides funding for the Doctors for Maine's Future program. The Authority administers the scholarship in accordance with a memorandum of agreement with the Maine Department of Education. The funds are granted to qualifying students for attendance at college. FAME Leaders, Inc. relies on private corporations for funding. FAME Opportunities, Inc. relies on private individuals and corporations for contributions. The State of Maine provides program funding on an annual basis for the Higher Education Fund.

This fund group consists of the following:
Doctors for Maine's Future
FAME Leaders, Inc.
FAME Opportunities, Inc.
Higher Education Fund

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

There are no legally adopted budgets for any of the Authority's funds.

The following fiduciary activities of the Authority are classified as Fiduciary Funds:

## Fiduciary Component Unit

NextGen 529 is the Maine Education Savings Program. The program was established under Chapter 417E of Title 20-A, to encourage the investment of funds to be used for Qualified Higher Education Expenses at qualified institutions. The Plan consists of the investments made by participants in the State's Qualified State Tuition Program under Section 529 of the IRC.

The Authority acts as administrator for this fund. The resources in this fund cannot be used to support the Authority's operations. The fund is reflected in the Statement of Net Position - Fiduciary Funds and the Statement of Changes in Net Position - Fiduciary Funds as the NextGen 529.

Accounting policies of the Fiduciary Component Unit are further described in note 15 .

## Custodial Funds

Additionally, pursuant to a contract, the Authority provides administrative, financial services support and other services for the Payroll Processing Insurance Fund, the Northern Maine Transmission Corporation, the Department of Agriculture for the Agricultural Marketing Loan Fund and the Potato Marketing Improvement Fund, the Small Enterprise Growth Fund, the Maine Rural Development Authority, the Dairy Improvement Loan Fund and the Compliance Assistance Loan Program.

The Authority acts in a custodian capacity for these Funds. The resources in these Funds cannot be used to support the Authority's operations. These Funds are combined in the Statement of Net Position Fiduciary Funds and Statements of Changes in Net Position - Fiduciary Funds and presented as Custodial Funds.

## Restriction on Net Position

The restricted net position of the Authority is restricted to a specific use by contract, federal or state statutes and regulations and bond indentures. Financial activities and resulting account balances that are not so restricted are presented in the Statement of Net Position as unrestricted net position. The Authority's unrestricted net position is generally intended for use for program-related activities.

## Fund Balances

GASB No. 54, Fund Balance Reporting and Governmental Fund Type Definitions, requires the fund balance of governmental funds be classified based on a hierarchy of constraints imposed on the use of resources. The fund balances must be identified as nonspendable, restricted, committed, assigned or unassigned.

Restricted fund balances include amounts that can be spent only for the specific purposes stipulated by the constitution, external resource providers, or through enabling legislation. The assigned fund balance classification is intended to be used for specific purposes but assigned fund balances do not meet the criteria to be classified as restricted.

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

There are no funds with fund balances classified as nonspendable, committed or unassigned. The Authority considers amounts to have been spent when an expenditure is incurred for both restricted and assigned fund balances. Assigned fund balances are reflected as unrestricted net position on the statement of net position.

The fund balance of the Authority's Federal Guaranty Agency Operating Fund is restricted. Pursuant to the Higher Education Act, the Authority may use the Operating Fund's balance only for higher education related activities, including student financial aid-related activities for the benefit of students.

Fund balances classified as assigned may be assigned by the Chief Executive Officer who has statutory power to supervise the Authority's administrative and technical affairs. To the extent such assignments are utilized in the budgeting process, they are approved by the Board of Directors. The appropriation that funds these programs generally gives guidance as to what the principal of the appropriation must be used for but is generally silent as to the treatment of any earnings on such funds. It has been the Authority's policy to use these earnings for the programs funded by the principal of the appropriation, including administrative costs. The Authority first utilizes restricted or committed or assigned fund balances, if any, when an expenditure is incurred for purposes for which both restricted and unrestricted fund balances are available.

## Management Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management of the Authority to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The most significant estimates utilized in the preparation of the financial statements of the Authority relate to the allowance for losses on insured loans and the allowance for loan losses on educational loans.

## Risks and Uncertainties

The U.S. economy has experienced a number of disruptions including volatility in investment markets, inflationary pressures and interest rate increases which have had the effect of increasing economic uncertainty at the national level and by extension to the State of Maine. The uncertainty and extent of any significant or prolonged impact to the economy could adversely affect the ability of borrowers, including those for which the Authority provides loan insurance within the Mortgage Insurance Program Fund and Student Loan Insurance Program, to satisfy their obligations. Other financial effects could occur, though such potential impact is unknown at this time.

## Federal Income Taxes

It is the opinion of management that the Authority is exempt from federal income taxes under IRC Section 115 and that the Authority has maintained its tax-exempt status and has no uncertain tax positions that require adjustment or disclosure in these financial statements. However, because the Authority issues tax-exempt bonds, it is subject to the arbitrage rebate requirements of Section 148 of the IRC. Section 148 requires that any arbitrage profit earned on the proceeds of tax-exempt bonds issued after 1985 must be rebated to the federal government at least once every five years, with the balance rebated no later than 60 days after the retirement of the bonds.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

## Cash and Cash Equivalents

For purposes of preparing the statement of cash flows for the proprietary funds, the Authority considers certain highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. Cash equivalents include funds held in institutional money market funds.

## Investments

Investments are carried at fair value; see note 5. Unrealized gains and losses due to changes in fair values of investments are included in investment income, with the exception of the Revolving Loan Programs, where all investment income and losses, including unrealized gains and losses, are credited/charged to the "amounts held under state revolving loan programs" liability.

The Authority invests in various investment securities. Investment securities are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the financial statements.

## Notes Receivable

Notes receivable are carried at the principal amount outstanding less an allowance for losses. The allowance for losses on notes receivable is established through a provision for losses on notes receivable charged to operations. Notes receivable losses are charged against the allowance when management believes collectibility of the note principal is unlikely. The allowance is an amount that management believes will be adequate to absorb losses based on an evaluation of collectibility and prior loss experience.

Losses on notes receivable in the revolving loan programs are recognized by charging the amount held under the revolving loan program liability accounts when the notes receivable are forgiven or charged off.

## Educational Loans

Educational loans within the Maine Loan Program Fund are stated at their unpaid principal balance, less an allowance for losses. Educational loans consist primarily of student loans, which are made to postsecondary students attending eligible educational institutions, and parental loans made to parents of dependent undergraduate students, graduate and professional students and independent undergraduate students attending eligible educational institutions.

Fees and costs related to the origination of student loans are recognized as expense when the loans are disbursed.

Interest on educational loans is recognized as revenue in the period earned and servicing costs are charged directly to expense as incurred.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

## Allowance for Loan Losses on Educational Loans

Management of the Authority has established an allowance for loan losses to provide for probable losses on educational loans. The amount of the allowance, which is established through a provision for losses on educational loans charged to expense, is based on management's estimation of the probable losses within the portfolio. In estimating the adequacy of the allowance for loan losses, management considers such factors as the nature and volume of the portfolio, delinquency trends, specific problem loans and current economic conditions that may affect the borrowers' ability to repay. Actual results could differ from those estimates. Past due loans greater than 180 days are generally charged off.

## Capital Assets

The Authority's capital assets are recorded at cost and depreciation is provided on the straight-line method over the estimated useful lives of the assets. Capital asset acquisitions that equal or exceed $\$ 1,000$ are capitalized. The Authority's capital assets are comprised primarily of a floor of a building owned in common and improvements thereon in Augusta, Maine and computer hardware and software. The estimated useful lives of capital assets are as follows:

Building and improvements $5-30$ years
Computer and office equipment/furniture $3-15$ years

## Allowance for Losses on Insured Loans

The Authority has established an allowance to absorb probable losses on commercial loans it insures. This allowance is adjusted by provisions charged to operating expense, default payments and by recoveries on prior default payments. The amount of the allowance, which represents probable, but not actual losses, is determined by management's evaluation of the insured loan portfolio. Primary considerations in this evaluation are loss experience, the character and changes in the size of the portfolio, business and economic conditions, the value of the collateral and the maintenance of the allowance at a level adequate to absorb losses. Actual results could differ from those estimates.

## Discount, Premium and Issuance Costs on Bonds

Bond discount and premium are reflected as a component of bonds payable and are amortized using a method that approximates the effective interest method over the life of the bonds. Bond issuance costs are charged directly to expense when incurred. Amortization of bond discount and premium is accelerated for early repayment of bonds. Gains and losses on bond refundings are deferred and amortized as a component of interest expense over the life of the original or refunded bonds, whichever is shorter, and reflected as a deferred outflow of resources.

## Revolving Loan Programs

Funds received, including interest, for revolving loan programs are recorded as a liability in "amounts held under State revolving loan programs."

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

## Grants and Scholarships

Unrestricted grants and scholarships are recorded as revenue when received. Restricted grants and scholarships are recorded as revenue upon compliance with the restrictions. Amounts received for grant and scholarship programs are recorded in "unearned grant and scholarship funds" until they are utilized; at that time revenues equal to the expenses are recognized since these grants and scholarships are expenditure-driven.

## Mortgage Insurance Premiums

The Authority's fee for insuring business loans may range from $0.5 \%$ to $2 \%$ per year of the outstanding insured portion of the principal balance of the business loan on the loan's annual anniversary date. Such mortgage insurance fees received in advance of the insurance period, are deferred and are recognized as income over the insurance period.

## Application and Commitment Fees

The Authority charges a fee for the review of applications for certain types of tax-exempt bonds and for the allocation of the state ceiling of tax-exempt bond cap. The Authority also charges an application and/or commitment fee on certain commercial loan insurance. Certain loans also require that a commitment fee be charged to the borrower. The fees are recorded as income when they are no longer refundable or when the Authority has performed the service.

## Administrative Expenses

Administrative expenses are indirect costs associated with operating the Authority. These expenses are charged to the various funds based on the estimated time spent during the period on each program.

## Operating Revenue and Expenses

Proprietary Funds distinguish operating revenues and expenses from nonoperating items. Operating revenues in the Mortgage Insurance Fund include fees received from providing services, insurance premiums and interest income on notes receivable. Operating revenues in the NextGen Administration Fund and the Other Educational Funds include fees received from providing services and related grants. Operating revenues in the Maine Loan Program include interest income on educational loans receivable, guarantee fee and other miscellaneous fee income.

Operating expenses in the Mortgage Insurance Fund and the NextGen Administration Fund include, as applicable, salaries and related benefits, other operating expenses, provision for losses on insured loans, scholarships, matching contributions and rebates. Operating expenses in the Maine Loan Program Fund are primarily for financing expenses, external loan servicing costs, provision for losses on educational loans, salaries and related benefits and other operating expenses. Operating expenses in the Other Educational Funds are primarily for loan processing services and also salaries and related benefits and operating expenses. Operating expenses for all proprietary funds are the costs of providing the services and operating all programs. All revenues and expenses not categorized above are reported as nonoperating revenues and expenses.

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 1. Organization and Significant Accounting Policies (Continued)

## Compensated Absences

It is the Authority's policy to permit employees to accumulate earned but unused vacation. All vacation pay is accrued when incurred in the government-wide, proprietary, and governmental fund financial statements.

## 2. Cash, Cash Equivalents and Investments

## Cash and Cash Equivalents

The carrying amounts, which represent both fair value and cost, of cash and cash equivalents for the Authority at June 30, 2023 are presented below:

Cash held in demand deposit accounts and on hand
\$ 1,614,502
Money market accounts and repurchase agreements
532,860
Total carrying amount of deposits
2,147,362
Amounts restricted for bond obligations in Maine Loan Program Fund money market funds

31,331,281
Amounts held in State of Maine Treasurer's Cash Pool (consisting of cash
and cash equivalents, repurchase agreements, Certificates of Deposit, U.S. investments and corporate bonds)
$19,868,225$
$\$ 53,346,868$
Of the total carrying amount of deposits of $\$ 2,147,362$ at June 30,2023 , the corresponding bank balances were $\$ 2,360,746$. The difference between the carrying amounts of deposits and bank balances consists primarily of checks issued but not cashed and deposits in transit. The amount of bank balances covered by Federal depository insurance was $\$ 301,233$ at June 30, 2023, leaving $\$ 2,059,513$ uninsured, of which $\$ 1,448,630$ was collateralized by Repurchase Agreements issued by Bangor Savings Bank in the Authority's name.

At June 30, 2023, the money market funds were invested in the Federated Government Obligations Fund. The Federated Government Obligations Fund invests primarily in short-term U.S. Treasury and government agency securities including repurchase agreements collateralized by U.S. Treasury and government agency securities. As of June 30, 2023, the fund was rated Aaa-mf by Moody's Investors Service, AAAm by Standard \& Poor's (S\&P), and AAAmmf by Fitch Ratings. The underlying assets were not held in the name of the Authority.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 2. Cash, Cash Equivalents and Investments (Continued)

The Authority invests monies that are not needed for immediate use or not held in the Maine Loan Program Bond Indenture with the State of Maine. The State of Maine sponsors an internal investment pool (the Treasurer's Cash Pool). The Authority's participation is voluntary. The State of Maine Treasurer's Cash Pool is primarily comprised of investment vehicles with short maturities and management of the Authority characterizes the investments within the pool as low risk. The State of Maine's Treasurer's Cash Pool is not rated by external rating agencies. The Authority is able to make withdrawals from the State of Maine investment pool at par with little advance notice and without penalty. The Authority's management considers this investment vehicle a money market instrument and carries the amounts in the pool at cost.

Included in cash and cash equivalents on the Statement of Net Position Fiduciary Funds - Custodial Funds is $\$ 10,693,478$ held in the Authority's name in the State of Maine Treasurer's Cash Pool.

At June 30, 2023, the Authority's management had reserved $\$ 467,820$ of cash to fund a moral obligation capital reserve for certain small business mortgage loans and the costs of property maintenance related to an acquired property (see note 7). The Authority's management has also designated $\$ 467,820$ of the Mortgage Insurance Program unrestricted net position as a reserve for these matters.

At June 30, 2023, the Authority held $\$ 31,331,281$ of money market funds within the Maine Loan Program Fund that are restricted for the repayment of bond obligations, and to satisfy certain reserve requirements specified by the bond indentures.

## Investments

A summary of the fair values of investment securities as of June 30, 2023 is as follows:

| Money market funds | 5,408 |
| :--- | ---: | ---: |
| Vanguard Total International Stock Index Fund | $21,971,593$ |
| Vanguard Total Bond Market Index Fund | $35,034,454$ |
| Vanguard Total Stock Market Index Fund | $\mathbf{3 3 , 6 1 6 , 9 3 6}$ |

90,628,391
Less: investments recorded in Statements of Net Position Fiduciary Funds - Custodial Funds $(19,915,795)$

Investments recorded in Statement of Net Position
$\$ \xlongequal{70,712,596}$
The Authority is authorized to invest funds not needed currently to meet its obligations with the Treasurer of the State of Maine or in any such manner as provided for by law.

Included in investment income for the year ended June 30, 2023 is $\$ 2,802,730$ of net unrealized gains from the change in fair value of investment securities for proprietary funds and $\$ 440,108$ for governmental funds.

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 2. Cash, Cash Equivalents and Investments (Continued)

The Authority's investment policy incorporates a strategic asset allocation, which has been implemented through the use of full discretion investment managers who invest the assets of the portfolios assigned to them subject to the specific investment guidelines as outlined in the investment policy. The strategic allocation for the Authority's asset pools are as follows:

|  | Target <br> Allocation |
| :--- | :---: |
| Reserve portfolio: | $100 \%$ |
| Cash and equivalents and short-term fixed income |  |
| Growth (diversified) portfolio: | $40 \%$ |
| Diversifying | $60 \%$ |

The above have been implemented through the following Vanguard Index Funds:
The Vanguard Total International Stock Index Fund employs an indexing investment approach designed to track the performance of the FTSE Global All Cap ex US Index, a float-adjusted market-capitalizationweighted index designed to measure equity market performance of companies located in developed and emerging markets, excluding the United States. It invests all, or substantially all, of its assets in the common stocks included in its target index.

The Vanguard Total Bond Market Index Fund measures the performance of a wide spectrum of public, investment-grade, taxable and fixed income securities in the United States, including government, corporate and international dollar-denominated bonds, as well as mortgage-backed and asset-backed securities, all with maturities of more than 1 year. All of its investments are selected through a sampling process and at least $80 \%$ of its assets will be invested in bonds held in the index.

The Vanguard Total Stock Market Index Fund employs an indexing investment approach designed to track the index, which represents approximately $100 \%$ of the investable U.S. stock market and includes large-, mid-, small-, and micro-cap stocks regularly traded on the New York Stock Exchange and Nasdaq. It invests by sampling the index, meaning that it holds a broadly diversified collection of securities that, in the aggregate, approximates the full index in terms of key characteristics.

Interest Rate Risk: The Authority manages interest rate risk according to its investment policy by generally prohibiting investments in fixed income securities maturing more than 10 years from the date of purchase. The Vanguard Total Bond Market Index Fund invests primarily in short and intermediate term bonds. The fund has an average duration of 3.0 years.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 2. Cash, Cash Equivalents and Investments (Continued)

Credit Risk: Credit risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations to the Authority. The Authority's investment policy limits its investments to those with high credit quality such as U.S. Treasury Obligations, U.S. Government-sponsored enterprises and corporate bonds rated at least AA- or equivalent at the time of purchase by at least one nationally recognized statistical rating organization such as Moody's or S\&P, guaranteed investment contracts backed by high credit quality insurance companies or letters of credit. The Vanguard Total Bond Market Index is not rated; however, the fund generally invests in bonds that are investment grade quality, with approximately $80 \%$ of underlying investments rated A or better.

Concentration of Credit Risk: The Authority's investment policy restricts investments to prescribed categories and the Authority closely monitors its concentration to any one issuer through consultation with its investment advisor, which monitors the credit quality of the issuers.

Custodial Credit Risk: Custodial credit risk is the risk that in the event of a bank failure, or for investments the failure of a counterparty, the Authority's deposits or investments may not be returned to it. The Authority's policy to manage the custodial risk of its deposits is to have the underlying investments held by its agent in the nominee's name. The Authority's investment advisor monitors the agent's credit quality. The Authority's investments in Vanguard Index Funds are not subject to custodial credit risk disclosure requirements.

For information on investment activity and risks related to the Fiduciary Component Unit, refer to note 15.

## 3. Notes and Educational Loans Receivable

## Maine Loan Program Educational Loans

Educational loans earn interest at variable and fixed rates. Most of the Authority's borrowers within the Maine Loan Program are located in the New England states, primarily the State of Maine. Educational loans are unsecured.

Educational loans in the Maine Loan Program are classified as being in "interim" status during the period from the date the loan is made until a student ceases to be enrolled at least on a half-time basis plus a grace period of six months, during which time no payments of principal or interest are required. Borrowers may elect to make payments while in school. Loans in an "interest only" status are loans in which only interest payments are due. "Repayment" loan status refers to loans which require principal and interest payments. "Forbearance" status is a period during the life of the loan when repayment is suspended for authorized purposes.

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 3. Notes and Educational Loans Receivable (Continued)

Educational loans receivable are summarized as follows at June 30, 2023:

| Status: | $\$ 17,878,154$ |
| :--- | ---: |
| Interim | $13,725,873$ |
| Interest only | $44,624,474$ |
| Repayment | 35,537 |
| Forbearance | $76,264,038$ |
| Total educational loans, gross | $\underline{(1,755,532)}$ |
| Less: allowance for loan losses | $74,508,506$ |
| Total educational loans, net | $\underline{6,653,201}$ |
| Current portion | $\$ \underline{\underline{67,855,305}}$ |

The educational loans are pledged for the repayment of bonds.
Transactions in the allowance for loan losses on educational loans for the year ended June 30, 2023 are as follows:

Balance at July 1, 2022
\$ 1,676,578
Loans charged-off
$(312,392)$
Recoveries on loans
367,346
Net recoveries on loans
54,954
Provision for losses on educational loans
24,000

Balance at June 30, 2023
$\$ 1,755,532$
At June 30, 2023, loans greater than 90 days delinquent or in claims or forbearance status approximated \$236,000.

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 3. Notes and Educational Loans Receivable (Continued)

## Notes Receivable

The following is a summary of notes receivable at June 30, 2023:

| Mortgage Insurance Program Fund: | 83,292 |
| :--- | ---: |
| $6.0 \%$ note, due fiscal 2024 | 1,331 |
|  | 84,623 |
|  |  |
| Notes receivable in the Revolving Fund: | $11,934,887$ |
| Business Direct Loan Program, net | $1,558,488$ |
| Educators for Maine Program | $9,116,734$ |
| Health Professionals Loan Program | 27,983 |
| Regional Economic Development Revolving Loan Program | 379,500 |
| Oil Storage Facility and Tank Replacement Program | 695 |
| Foreign Credentialing and Skills Recognition Revolving Loan Program | - |

Hospital System Loan Fund:
$0.0 \%$ note, monthly payments through August 1, 2024
$7,000,000$

Total notes receivable, net
$\$ 30,102,910$
An allowance for losses on notes receivable has been established for the Business Direct Loan Program to consider potential losses. The allowance is netted against the notes receivable balances for the program. As of June 30, 2023, the allowance had a balance of $\$ 2,905,977$. Because the Business Direct Loan Program is a state revolving loan program administered by the Authority, there is no effect on the Statement of Revenues, Expenditures and Changes in Fund Balances for the change in the allowance for losses for this Fund. The allowance account is offset against amounts held under revolving loan program accounts.

Security on the Mortgage Insurance Program notes generally includes a mortgage on the underlying property or other tangible business assets. Notes receivable under the Business Direct Loan, Regional Economic Development Revolving Loan, Oil Storage Facility and Tank Replacement and Foreign Credentialing and Skills Recognition Revolving Loan programs are secured by various property and equipment and in some cases, are unsecured. The other notes for educational purposes are unsecured. Notes receivable in the Hospital System Loan Fund are secured by certain business assets of the borrower. Notes receivable, other than those in the Mortgage Insurance Program, bear interest from $0 \%$ to $9.0 \%$, and are due on various dates up to 2034.

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 3. Notes and Educational Loans Receivable (Continued)

Notes receivable in the Custodial Funds at June 30, 2023 are as follows:

| Potato Marketing Improvement Fund | $\$ 985,966$ |
| :--- | ---: |
| Agricultural Marketing Loan Fund | $1,675,462$ |
| Maine Rural Development Authority, net | $3,451,763$ |
| Dairy Improvement Loan Fund | $1,657,060$ |
| Compliance Assistance Loan Program | $\mathbf{5 0 3 , 2 0 1}$ |

$\$ \underline{\underline{8}, 273,452}$
An allowance for losses on notes receivable has been established for the Maine Rural Development Authority (MRDA) to consider potential losses. The allowance is netted against the notes receivable balances for the program. As of June 30, 2023, the allowance for the MRDA was $\$ 28,373$.

## 4. Allowance for Losses on Insured Loans

The Authority has established an allowance account to absorb probable losses on the loans it insures (see note 6). The amount of the allowance and the provision for losses is determined by management's evaluation of the insured portfolio. The following is the activity in the allowance for losses on insured loans during the year ended June 30, 2023:

|  | Mortgage Insurance Program Fund | Other Educational Funds |
| :---: | :---: | :---: |
| Beginning balance | \$16,829,759 | \$ 358,728 |
| Default payments | $(456,313)$ | $(138,331)$ |
| Provision for losses | 2,201,014 | 14,532 |
| Recoveries on prior default payments | 4,600 | 3,200 |
| Ending balance | \$18,579,060 | \$ 238,129 |

## 5. Fair Value Measurements

The Authority categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The hierarchy is based on the valuation inputs used to measure the fair value of the asset. The framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are described below:

Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Authority has the ability to access.

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 5. Fair Value Measurements (Continued)

Level 2 - Inputs to the valuation method include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Assets and liabilities measured at fair value are based on one or more of three valuation techniques. The three valuation techniques are as follows:

- Market approach - Prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities;
- Cost approach - Amount that would be required to replace the service capacity of an asset (i.e., replacement cost); and
- Income approach - Techniques to convert future amounts to a single present amount based on market expectations (including present value techniques).

Each asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

For the fiscal year ended June 30, 2023, the application of valuation techniques applied to similar assets has been consistent. Following is a description of the valuation methodologies used for assets measured at fair value.

Money market funds and Vanguard index funds: Valued at the closing price reported in the active market in which the security is traded.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Authority believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 5. Fair Value Measurements (Continued)

The following table sets forth by level, within the fair value hierarchy, the Authority's assets carried at fair value on a recurring basis as of June 30, 2023:

|  | Level 1 | Level 2 | Level 3 | Total |
| :---: | :---: | :---: | :---: | :---: |
| Money market funds | 5,408 |  |  | \$ 5,408 |
| Vanguard index funds ${ }^{(1)}$ | 90,622,983 | - | - | 90,622,983 |
|  | \$90,628,391 | \$- | \$ - | \$90,628,391 |

${ }^{(1)}$ See breakdown of funds in footnote 2 .
6. Off-Balance Sheet Financial Instruments, Commitments, Contingencies and Concentrations of Credit Risk

The Authority is insuring loans made by financial institutions to qualifying businesses under its various insurance programs. The Authority is contingently liable for the insured portion of payments due on these loans. At June 30, 2023, the Authority had insurance outstanding for commercial loans under the Loan Insurance Program totaling approximately $\$ 147,450,000$.

At June 30, 2023, the Authority was insuring commercial loans with an aggregate outstanding principal balance approximating $\$ 950,000$ which were ninety or more days delinquent. The aggregate insured balance of these loans was approximately $\$ 445,000$ at June 30, 2023.

The Authority's exposure to credit loss in the event of nonperformance by the other parties is equal to the amount insured including the Authority's share of expenses and any accrued interest. The amount and nature of collateral held varies but may include accounts receivable, inventory, and property, plant and equipment. Insurance is extended after a review of the subject's creditworthiness, among other considerations.

In addition, the Authority has entered into commitments to insure commercial loans at some future date. At June 30, 2023, these commitments under the Loan Insurance Program were approximately \$11,101,000.

Substantially all of the Authority's loan customers and commercial loan insurance participants are located in the State of Maine. The only significant concentrations of credit risk in the Authority's loan and insured loan portfolios at June 30, 2023 are for geographical concentration.

The Authority provides loan insurance on direct educational loans and consolidation loans made by participating financial institutions in the Maine Private Education Loan Network. At June 30, 2023, approximately $\$ 20,599,000$ of loans were insured under this program. Such loans are unsecured. See note 4 (Other Educational Funds).

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 6. Off-Balance Sheet Financial Instruments, Commitments, Contingencies and Concentrations of Credit Risk (Continued)

The Authority has legislative authority to incur Full Faith and Credit Obligations and Moral Obligations of the State of Maine in an aggregate amount not to exceed $\$ 1,153,500,000$ at June 30, 2023. The State has not paid, nor does the Authority expect it to pay, any amounts as a result of this authorization as of June 30, 2023. Such insurance obligations are detailed below:

|  | Authorized |  | Outstanding |  |
| :---: | :---: | :---: | :---: | :---: |
| Full Faith and Credit of the State of Maine: |  |  |  |  |
| Commercial Insurance Authority | \$ | 90,000,000 | \$ | 90,000,000 |
| Veterans Mortgage Insurance Authority |  | 4,000,000 |  | 38,016 |
| Higher Education Bonds |  | 4,000,000 |  | - |
| Moral Obligation of the State of Maine: |  |  |  |  |
| Commercial Loan Insurance * |  | 150,000,000 |  | 57,412,446 |
| Other Obligations ** |  | 120,000,000 |  | - |
| Direct Higher Education Loans |  | 3,500,000 |  | - |
| Paper Industry Job Retention Projects |  | 120,000,000 |  | - |
| Educational Bonds |  | 225,000,000 |  | 85,935,000 |
| Workers Compensation Residual Market Projects |  | 57,000,000 |  | - |
| Solid Waste Bonds |  | 50,000,000 |  | - |
| Supplemental Student Loan Program |  | 50,000,000 |  | - |
| Transmission Facilities Projects |  | 100,000,000 |  | - |
| Electric Rate Stabilization, Energy Generation System and |  |  |  |  |
| Energy Distribution System Projects |  | 180,000,000 |  | - |
| Total Moral Obligation |  | 1,055,500,000 |  | 143,347,446 |
| Total authorized and outstanding |  | 1,153,500,000 |  | 233,385,462 |

* Statutory formula requires this amount be reduced by the amount of Other Obligations issued under 10 MRSA Section 1053.
** Statutory formula provides a total of $\$ 270,000,000$ for "other" obligations, less the amount of Commercial Loan Insurance obligations issued under 10 MRSA Section 1032 (currently $\$ 150,000,000$ allocated).

The Authority carries insurance to cover its exposure to various risks of loss excluding losses on loans and loan insurance. There were no significant uninsured losses during 2023.

At June 30, 2023, the Authority had commitments to extend credit for educational loans within the Maine Loan Program of approximately $\$ 239,000$. Commitments to extend credit are agreements to lend to a borrower as long as there is no violation of any condition established in the commitment agreement. Commitments generally have fixed expiration dates or other termination clauses. The Authority uses the same credit policies in making commitments as it does for educational loans receivable.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 7. Acquired Property

The Authority holds title to land that it acquired in the course of a bankruptcy proceeding. The property is carried at no value in the Authority's Statement of Net Position. The land was previously owned by a company that operated a tannery and apparently used the land as a site for disposal of its industrial waste. The Authority takes the position that it is not liable for clean-up costs at the site because it acquired title to the property involuntarily. However, it has entered into a Memorandum of Understanding with the Maine Department of Environmental Protection and the Federal Environmental Protection Agency (EPA) pursuant to which it has or will pay a portion of the past and future cleanup costs on the site and has undertaken ongoing site maintenance responsibilities. The EPA has formally de-listed the site so that it is no longer considered an active Comprehensive Environmental Response, Clean-up and Liability Act (CERCLA) site, but the site remains under the oversight of the Maine Department of Environmental Protection (MEDEP).

Included in accounts payable and accrued liabilities at June 30, 2023, is approximately $\$ 69,000$ accrued by management of the Authority to record potential costs associated with site protection and monitoring functions for which the Authority may be held liable. The Authority may be liable for additional payments if there is an extraordinary event on the property. For those additional payments, the Authority's legal counsel is unable to estimate an amount or range of possible liability at this time.

The MEDEP has informally notified the Authority that if contaminants migrate onto and contaminate adjacent residential water supplies, the Authority should assume mitigation costs. The mitigation costs are undetermined at this time. The Authority continues to assert that it is not liable. The Authority's legal counsel is unable to estimate an amount or range of a satisfactory settlement at this time for these matters.

## 8. Bonds Payable and Line of Credit

The following bonds outstanding at June 30, 2023 within the Maine Loan Program Fund have been issued to finance the purchase and origination of educational loans:

| Educational Loan Revenue Bonds | Amount |
| :--- | ---: |
| Outstanding |  |

2014 series due in annual installments on December 1, 2023 through 2031; interest fixed at rates ranging from $3.50 \%$ to $5.00 \%$
\$ 2,290,000
2017 series due in annual installments on December 1, 2023 through 2034; interest fixed at rates ranging from $3.75 \%$ to $5.00 \% \quad 8,100,000$
2018 series due in annual installments on December 1, 2023 through 2036; interest fixed at rates ranging from $3.50 \%$ to $5.00 \% \quad 5,270,000$
2019 series due in annual installments on December 1, 2023 through 2039; interest fixed at rates ranging from $3.00 \%$ to $5.00 \%$
$24,615,000$
2021 series due in annual installments on December 1, 2023 through 2041; interest fixed at rates ranging from $2.12 \%$ to $5.00 \%$

18,485,000

## FINANCE AUTHORITY OF MAINE

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 8. Bonds Payable and Line of Credit (Continued)

| Educational Loan Revenue Bonds (Continued) | Amount Outstanding |
| :---: | :---: |
| 2023 series due in annual installments on December 1, 2023 through 2044; interest fixed at rates ranging from $3.75 \%$ to $5.00 \%$ | \$27,175,000 |
| Net unaccreted bond premium | $\begin{array}{r} 85,935,000 \\ 4,027,778 \\ \hline \end{array}$ |
| Bonds payable, net | 89,962,778 |
| Current portion | 6,064,904 |
| Non-current portion | \$83,897,874 |
| Unaccreted deferred loss on refunding | \$ 1,038,466 |

The Authority recorded a deferred loss on refunding of $\$ 12,889$ in fiscal 2023. The Authority accreted $\$ 198,532$ for the year ended June 30, 2023 of the deferred loss on refunding.

The bonds are not a debt or liability of the State of Maine but are payable solely as provided in the bond indentures. The bonds are secured by cash, cash equivalents, investments and a first lien on the educational loans originated and acquired with the proceeds.

The bonds are subject to early redemption at par, in whole or in part, from unused bond proceeds and investment income thereon, to the extent that the funds will not be used to originate eligible loans. The bonds are subject to mandatory redemption under provisions outlined in the bond indentures.

Investments made and educational loans originated with the proceeds of the bonds, and the net revenues thereon are held in trust. As additional security for the bonds, the Authority has established cash reserve funds totaling $\$ 1,187,197$ at June 30,2023 , to be used to replenish any deficiency in funds required to pay principal or interest due on the bonds. In addition to the cash reserve funds, the Authority also has a reserve fund insurance policy (surety bond) available in an amount up to the maximum annual debt service in any given year, less the cash reserve funds.

The State of Maine approved legislation extending the ability of the Authority to create or establish capital reserve funds which will benefit from a "moral obligation" from the State of Maine to June 30, 2023. The maximum amount of bonds that the Authority can have outstanding with a capital reserve fund which will benefit from a "moral obligation" of the State of Maine is $\$ 225,000,000$.

## FINANCE AUTHORITY OF MAINE

NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 8. Bonds Payable and Line of Credit (Continued)

The debt service requirements through June 30, 2028 and in five-year increments thereafter to maturity for the Authority, are as follows:

| Fiscal Year(s) | Principal | Interest | Total |
| :---: | :---: | :---: | :---: |
| 2024 | \$ 5,480,000 | \$ 3,582,159 | \$ 9,062,159 |
| 2025 | 5,650,000 | 3,302,156 | 8,952,156 |
| 2026 | 5,785,000 | 3,019,619 | 8,804,619 |
| 2027 | 5,820,000 | 2,732,525 | 8,552,525 |
| 2028 | 6,870,000 | 2,422,275 | 9,292,275 |
| 2029-2033 | 24,635,000 | 8,241,747 | 32,876,747 |
| 2034-2038 | 17,800,000 | 4,290,328 | 22,090,328 |
| 2039-2043 | 10,565,000 | 1,708,966 | 12,273,966 |
| 2044-2045 | 3,330,000 | 159,525 | 3,489,525 |
|  | \$85,935,000 | \$29,459,300 | \$ 115,394,300 |

The actual maturities and interest may differ due to redemption provisions or other factors.
The following summarizes the bond activity for the Authority for the year ended June 30, 2023:
Balance at beginning of year
\$ 74,118,759

Issuance

$$
\begin{equation*}
27,570,320 \tag{4,902,111}
\end{equation*}
$$

Redemption of bonds $(6,225,000)$
Refunding of bonds, net ${ }^{(1)}$
Net accretion/amortization

Balance at end of year
${ }^{(1)} \$ 4,915,000$ of outstanding principal and $\$ 12,889$ of unamortized bond discount.
During fiscal 2023, as a means to temporarily bridge the funding gap between receipt of bond proceeds and funding new educational loans, the Authority used internal funding sources to issue loans in the Maine Loan Program; $\$ 7,794,255$ was advanced from the Federal Guarantee Agency Operating Fund and $\$ 1,367,896$ was advanced from the Not-for-Profit Loan Servicing Program and recorded as due (to) from other funds in the respective Fund's June 30, 2023 balance sheet. In addition, the Authority utilized a line of credit with a bank to fund $\$ 1,843,532$ of Maine Loan Program Loans. The amounts due to other funds and amounts outstanding on the line of credit (see below), will be repaid in future years upon receipt and transfer of bond proceeds. Subsequent to June 30, 2023, all amounts due to other funds were repaid.

The Authority entered into a line of credit agreement with a bank with a maximum borrowing of $\$ 4,000,000$. The line was used to fund student loans in the Maine Loan Program in advance of receipt of 2023 bond proceeds. Interest accrues at a fixed rate of $5.70 \%$. The balance outstanding on the line of credit at June 30, 2023 was $\$ 1,732,730$. All amounts outstanding on the line of credit were repaid subsequent to June 30, 2023.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 9. Arbitrage

The bonds issued in the Maine Loan Program are subject to Internal Revenue Service regulations which limit the amount of income which may be earned on certain cash equivalents, investments and educational loans acquired with bond proceeds. Any excess earnings are to be refunded to the Federal government. The estimated arbitrage liability related to excess earnings on educational loans was $\$ 3,946,232$ at June 30, 2023. No payments were required in fiscal 2023. The Authority does not anticipate that any payments will be due through June 30, 2024.

## 10. Capital Assets

Capital assets activity for the year ended June 30, 2023, was as follows:

|  | $\begin{gathered} \text { June } 30, \\ 2022 \\ \hline \end{gathered}$ | Additions | Disposals | $\begin{gathered} \text { June 30, } \\ 2023 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Building and improvements | \$ 2,232,425 | \$ - |  | \$ 2,232,425 |
| Computer and office equipment | 2,212,420 | 123,432 | - | 2,335,852 |
|  | 4,444,845 | 123,432 | - | 4,568,277 |
| Less accumulated depreciation for: |  |  |  |  |
| Building and improvements | $(1,641,510)$ | $(65,129)$ | - | $(1,706,639)$ |
| Computer and office equipment | (1,697,091) | $(264,971)$ | - | (1,962,062) |
| Total accumulated depreciation | (3,338,601) | $(330,100)$ | - | $(3,668,701)$ |
|  | \$ 1,106,244 | \$ $(206,668)$ | \$ | \$ 899,576 |

## 11. Transactions with the State of Maine

Amounts received in governmental and business-type activities from the State of Maine for the year ended June 30, 2023, are summarized below:

Received for grant programs
\$54,062,922
Received for loan programs 12,567,729
General State of Maine appropriations
675,000
Reserve fund transfers
The Maine Revised Statutes provide that, if certain conditions are met, the State will transfer to the Authority funds, as available, from the State's Loan Insurance Reserves.

As part of the Authority's administration of the Maine State Grant Program, the Authority received $\$ 26,445,394$ of funds reflected in the table above from the State of Maine, which is included in the Educational Grant Fund on the Statement of Revenues, Expenditures and Changes in Fund Balances.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 12. Revenue Bonds

In accordance with the Act, the Authority is authorized to assist, review and approve the issuance of Revenue Obligation Securities, which enable applicants, public or private, to finance projects through the issuance of tax exempt securities by the Authority or municipalities. Occasionally, the Authority insures the repayment of a portion of the mortgage loans securing these bonds.

Each series of these bonds are limited obligations of the Authority, separately secured by a pledge of the revenues and collateral derived in connection with the mortgage loan financed from the proceeds of such series (conduit debt). All costs of originating the bonds, including underwriter's discount, are paid by the borrowers. The principal and interest paid by each borrower is at an amount equal to the amount of principal and interest due to the bondholders. Because the bonds represent only a contingent liability to the Authority, in that the Authority is not responsible for payment of the bonds unless the insured borrower defaults on an insured bond, the amount of bonds payable, the related mortgages receivable and the cash held in trust have not been recorded on the Authority's Statement of Net Position.

## 13. Deferred Compensation and Pension Plans

The Authority offers its employees a deferred compensation plan created in accordance with IRC Section 457. The plan, available to all Authority employees, permits the employees to defer a portion of their salary until future years. The Authority does not match any deferred compensation under this plan. The deferred compensation is not available to employees until termination, retirement, death or an unforeseeable emergency. The Authority has established a trust for the exclusive benefit of the participants and their beneficiaries. As a result, the plan assets and corresponding liability are not presented in the Authority's Statement of Net Position at June 30, 2023.

Currently, the Authority offers a Simplified Employee Pension Plan, a defined contribution plan, to its employees. All contributions made by the Authority go into this plan at $8 \%$ of eligible compensation. Pension expense was approximately $\$ 353,000$ in fiscal year 2023.

## 14. SSBCI

The Authority, as an Agency of the State of Maine, and the US Treasury (the Treasury), entered into an Allocation Agreement whereby the Treasury allocated approximately $\$ 62,233,000$ of potential federal SSBCI funds to the Authority for specific purposes as outlined in the Allocation Agreement. As per the Allocation Agreement, funds are to be disbursed to the Authority in three separate tranches. The Authority received the first tranche of funding, totaling $\$ 19,848,311$, in fiscal 2023, of which $\$ 992,416$, or $5 \%$, is to reimburse the Authority for allowable administrative costs of running the program (see below). The remaining $\$ 18,855,895$ is for specific program purposes and was fully disbursed in fiscal 2023. In March 2023, the Authority applied for tranche two of funding and executed a signed certificate, a precondition of receipt of additional tranches, indicating compliance with all terms and conditions of the Allocation Agreement. Receipt of additional funds is subject to approval by the Treasury, including verification of compliance with program requirements related to disbursements in the initial tranche of funding.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 14. SSBCI (Continued)

The Authority had significant demand in the SSBCI program after exhausting funds received from the Treasury in tranche one. To meet this demand, the Authority advanced $\$ 8,062,075$ of cash from the Revolving Fund to the SSBCI Fund pending receipt of tranche two. The Authority has recorded a grant receivable of $\$ 7,822,869$ on its June 30,2023 balance sheet, representing reimbursement from the Treasury for program disbursements made in excess of amounts received. The Authority believes it has met all the significant program compliance requirements and received tranche two of funding in the amount of $\$ 20,891,570$ subsequent to year end. The program is subject to financial and compliance audits and resolution of identified questioned costs. The amount, if any, of expenditures which may be disallowed by the Treasury cannot be determined at this time.

The Authority received $\$ 992,416$ in tranche one to cover program administrative costs. Through June 30, 2023, the Authority has used approximately $\$ 333,431$, with the remaining $\$ 658,985$ included in unearned grant and scholarship funds on the June 30, 2023, balance sheet.

## 15. Fiduciary Component Unit

A summary of investments by asset class is as follows:

## Investment Type

Domestic Equity Funds
International Equity Funds
Alternative Investment Funds
Investment Grade Fixed Income Funds
Non-Investment Grade Fixed Income Funds
Mixed Asset Funds
Cash Allocation Account
Guaranteed Interest Account
Bank Deposit Accounts

Total

Significant Accounting Policies

## Investments

Investments are generally measured at fair value, except as described in the paragraphs that follow. Accounting standards categorize fair value measurements according to a hierarchy that is based on the valuation inputs that are used to measure fair value. Level 1 inputs are quoted prices for identical assets in active markets that can be accessed at the measurement date. Level 2 inputs are inputs other than quoted prices that are observable for an asset, either directly or indirectly. Level 3 inputs are unobservable.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 15. Fiduciary Component Unit (Continued)

Most of the Portfolios invest directly in mutual funds and exchange traded funds (ETFs). The mutual funds and ETFs are reported at fair value, determined based on the net asset value per share or market price as of the close of the New York Stock Exchange on the reporting date (Level 1 inputs). Net realized and unrealized gains and losses are included in "net appreciation (depreciation) in fair value of investments" on the Statement of Changes in Net Position - Fiduciary Funds. Purchases and sales are recorded on a trade date basis. Dividend and capital gain distributions are recorded on the ex-dividend date.

The Cash Allocation Account is a separate account in which certain Portfolios are invested. The underlying assets of the Cash Allocation Account include certificates of deposit, commercial paper, corporate notes, municipal variable rate demand notes, U.S. government sponsored enterprise securities and obligations of the U.S. Treasury, all with short maturities (generally, one year or less at the date of purchase). BlackRock Advisors, LLC is responsible for management of the assets in the Cash Allocation Account, and State Street Bank and Trust Company (State Street) is custodian of all investments held in the Cash Allocation Account. Each Portfolio's investment in the Cash Allocation Account is evidenced by units of participation in the separate account and is reported at net asset value per unit, which is determined based on the net book value of the investments held in the Cash Allocation Account, plus accrued interest and any other assets, less accrued expenses and any other liabilities, divided by the total number of units outstanding. Due to the short maturities of the investments held in the Cash Allocation Account, net book value approximates fair value.

The Guaranteed Interest Account (GIA), issued by New York Life Investment Management LLC is a non-participating, unallocated insurance contract and is reported at contract value, which is equal to contributions, plus interest credited at a guaranteed rate (may be adjusted periodically), less any applicable expenses and withdrawals. The GIA is guaranteed as to principal, accumulated interest and a future interest rate for a designated time period. Such guarantees are made available to the Program, not to an individual participant.

The NextGen Savings Portfolio invests exclusively in interest-bearing omnibus negotiable order of withdrawal (NOW) accounts at Bank of America, N.A. (the Bank Deposit Accounts). The Bank Deposit Accounts are reported as the cumulative sum of contributions to the Bank Deposit Accounts, plus interest credited, less withdrawals.

## Fees and Expenses

Fees and expenses reported on the Statement of Changes in Net Position - Fiduciary Funds reflect the fees and expenses of each Portfolio paid from Program Fund assets and do not include any expenses associated with the underlying investments. Each Portfolio indirectly bears its proportional share of the expenses of the underlying investments in which it invests. Accordingly, each Portfolio's investment return will be net of the expenses of the underlying investments and the fees and expenses attributable to that Portfolio.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 15. Fiduciary Component Unit (Continued)

## Federal Income Tax

The Program has been designed to comply with the requirements for treatment as a qualified tuition program under Section 529 of the Internal Revenue Code of 1986, as amended. Therefore, no federal income tax provision is required. The earnings portion of non-qualified withdrawals may be subject to a $10 \%$ federal tax in addition to applicable federal and state income tax. It is the participant's responsibility to determine whether or not a withdrawal is for qualified higher education expenses and to calculate and report on his or her personal income tax return the taxable amount of non-qualified withdrawals, if any.

## Contributions

Individuals and certain types of entities may establish one or more accounts to which cash contributions may be made, subject to minimum contribution requirements, limitations on the aggregate balance of accounts in the Program for the same beneficiary and other terms and limitations defined in the Program Description and Participation Agreement between the participant and the Program. Participants may elect to invest contributions in one or more Portfolios offered through the Direct or Select Series. In addition, the Select Series Portfolios offer different Unit classes, each having a different expense structure. The Unit class attributable to a contribution is automatically determined based on the participant's eligible assets (as defined in the Client Select Series Program Description and Participation Agreement), with certain exceptions. Although participants can select the Portfolio(s) into which their contributions are invested, they cannot direct the selection or allocation of the underlying investments composing each Portfolio. Contributions are reported on the Statement of Changes in Net Position - Fiduciary Funds as increases in fiduciary net position on the day they are received by the Program Manager and are net of any applicable sales charges.

## Withdrawals

Withdrawals are based on the net asset value calculated for such Portfolios on the business day following the day on which the Program Manager accepts and processes the withdrawal request. A Participant may direct a withdrawal from an account at any time by notifying the Program Manager by mail, electronically or in any other manner specified by the Program Manager. Following the acceptance and processing of a properly completed withdrawal request by the Program Manager, units held in the participant's account will be redeemed to fulfill the withdrawal. The redeemed units will be valued at the next net asset value(s) calculated after the withdrawal request is accepted by the Program Manager. Generally, a completed withdrawal request is deemed received by the Program Manager on the date and time it is received by the applicable financial intermediary, although the practices of a particular financial intermediary may vary, depending on each financial intermediary's arrangements with the Program regarding the withdrawal of units based on the date and time the request is received by such financial intermediary. After such units are redeemed, the Program Manager will deliver the proceeds to the payee. Withdrawals are reported on the Statement of Changes in Net Position - Fiduciary Funds as decreases in net position on the day they are communicated to the Program Manager. Withdrawals presented on the Statement of Changes in Net Position - Fiduciary Funds include any applicable sales charges.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 15. Fiduciary Component Unit (Continued)

## Investment Risk Disclosures

The Program's investments are exposed to various risks, including, but not limited to, interest rate, market and credit risk. It is at least reasonably possible that exposure to such risks could result in changes in fair values that could occur in the near term, and the changes could materially affect participant balances and amounts reported in the Program's Basic Financial Statements. U.S. GAAP requires that certain disclosures be made related to the Program's investment policy and its exposure to credit risk, interest rate risk and foreign currency risk, which are included in the paragraphs that follow.

## Investment Policy

The Program's investment objectives and performance monitoring requirements are set forth in the Investment Policy and Monitoring Guidelines adopted by the Board of Directors of the Authority, and most recently amended on March 16, 2023. Meketa Investment Group, the Program's independent investment consultant, monitors investment performance and compliance with policy. Generally, the Program's objectives include providing diverse investment options through the Client Direct and Client Select Series, structured for different levels of risk tolerance, time horizons and investment management preferences, while maintaining asset based fees at a competitive level. While the Investment Policy and Monitoring Guidelines do not specify permissible investments for the Program or address credit risk, interest rate risk, concentrations of credit risk or foreign currency risk, the assets of each Portfolio are invested according to an allocation strategy recommended by the Program's investment manager and SubAdvisors and approved by the Authority. Any changes to the investment allocation strategy must be approved by the Authority.

## Credit Risk

Credit risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations. The Portfolios are exposed to credit risk primarily through investments in bond mutual funds and bond ETFs. The Principal Plus Portfolio and the Cash Allocation Account may also be exposed to credit risk. None of the mutual funds or ETFs in which the Portfolios invest are rated as to credit quality by a nationally recognized statistical rating organization (NRSRO). While the GIA is not rated, its respective issuer is rated AA+ by Standard and Poor's.

## Custodial Credit Risk

Investment securities are exposed to custodial credit risk if the securities are uninsured, are not registered in the name of the government and are held by either the counterparty or the counterparty's trust department or agent but not in the government's name. Deposits are exposed to custodial credit risk if they are not covered by depository insurance and they are uncollateralized or collateralized with securities held by the pledging financial institution, or collateralized with securities held by the pledging financial institution's trust department or agent, but not in the depositor-government's name. The Program's investments in mutual funds and ETFs are not subject to custodial credit risk disclosure requirements. In addition, the GIA held in the Principal Plus Portfolio is considered a contractual investment, rather than an investment security, and is not exposed to custodial credit risk.

# FINANCE AUTHORITY OF MAINE 

## NOTES TO FINANCIAL STATEMENTS

June 30, 2023

## 15. Fiduciary Component Unit (Continued)

The Cash Allocation Account's investments are registered in the name of State Street as custodian and held in a separate account in the name of the Cash Allocation Account. The Cash Allocation Account may invest in bank deposit products, and these balances are not fully covered by depository insurance, nor are they covered by pledged collateral or supplemental insurance.

Account balances invested in the Bank Deposit Account through the NextGen Savings Portfolio are covered by depository insurance at the individual account level, to the extent applicable under FDIC regulations.

## Concentration of Credit Risk

A concentration of credit risk is the risk of loss attributed to the magnitude of the Program's investments in a single issuer. Investments in mutual funds, ETFs or securities that are issued or explicitly guaranteed by the U.S. government are not subject to concentration of credit risk disclosure requirements. There are no investments in the Cash Allocation Account that represent 5\% or more of the total investments of the Cash Allocation Account.

## Interest Rate Risk

Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of an investment. Certain Portfolios invest in mutual funds and ETFs that are exposed to interest rate risk due to underlying debt securities included in the asset holdings of those funds. In general, the value of a debt security will increase when interest rates decline and decrease when interest rates increase. Prices of longer term securities generally change more in response to interest rate changes than the prices of shorter term securities. Average maturity is a measure of sensitivity to interest rate risk. Average maturity is the average length of time until fixed income securities held by a fund reach maturity and will be repaid, taking into consideration the possibility that the issuer may call the security before its maturity date. In general, the longer the average maturity, the more a fund's value will fluctuate in response to changes in interest rates. As of June 30, 2023, the average maturities of the bond mutual funds and ETFs in which the Portfolios invest ranged from 0.26 years to 25.49 years.

## Foreign Currency Risk

Foreign currency risk is the risk that changes in exchange rates will adversely affect the fair value of an investment. Due to the nature of the Program's investments, the Program does not have any direct exposure to foreign currency risk. Certain mutual funds and ETFs in which the Portfolios invest include foreign securities in their underlying asset holdings, and these mutual funds and ETFs indirectly expose the Program to foreign currency risk. There are certain additional risks involved when investing in foreign securities that are not inherent to investments in domestic securities. These risks may include foreign currency exchange rate fluctuations, adverse political and economic developments and the possible prevention of currency exchange or other foreign governmental laws or restrictions.

## FINANCE AUTHORITY OF MAINE

## COMBINING SCHEDULE OF NET POSITION

## CUSTODIAL FUNDS

June 30, 2023

| Potato | Agricultural | Small | Payroll |
| :---: | :---: | :---: | :---: |
| Marketing | Marketing | Enterprise | Processing |
| Improvement | Loan | Growth | Insurance |
| Fund | Fund | Fund | Fund |
|  |  |  |  |

## ASSETS HELD FOR OTHERS

Cash and cash equivalents Investments
Accrued interest receivable
Notes receivable, net
Total assets
LIABILITIES

Accounts payable and other liabilities

Total liabilities
\$ $\quad 36,980$ $\qquad$
$\qquad$ \$ $\qquad$
$\$ \quad 36,980$
\$ $\qquad$
$\qquad$ \$ $\qquad$

## NET POSITION

Net position restricted for other agencies
\$15,193,402
$\$ 5,880,143$
$\$ 5,818,206$
$\$ 1,793,726$

| Northern Maine Transmission Corporation | Maine <br> Rural <br> Development Authority | Dairy Improvement Loan Fund | Compliance Assistance Loan Program | Total Custodial Funds |
| :---: | :---: | :---: | :---: | :---: |
| \$ 9,825 | \$2,769,082 | \$ 1,691,952 | \$131,109 | \$10,693,478 |
| - | - | - | - | 19,915,795 |
| - | 73,354 | - | - | 127,285 |
| - | 3,451,763 | 1,657,060 | 503,201 | 8,273,452 |
| \$9,825 | \$6,294,199 | \$3,349,012 | \$634,310 | \$39,010,010 |
| \$ _ - | \$ _ - | \$ | \$131,109 | \$ 168,296 |
| \$ - | \$ - | \$ - | \$131,109 | \$ 168,296 |
| \$ 9,825 | \$6,294,199 | \$3,349,012 | \$503,201 | \$38,841,714 |

## FINANCE AUTHORITY OF MAINE

## COMBINING SCHEDULE OF CHANGES IN NET POSITION

## CUSTODIAL FUNDS

June 30, 2023

## ADDITIONS

Appropriations
Investment income Other receipts

Total additions

DEDUCTIONS

| Grants | 50,000 | - | - |  |
| :---: | :---: | :---: | :---: | :---: |
| Provision (recovery) for losses on loans | 5 | 2,099 |  |  |
| Other operating expenses | 292,837 | 1,003,038 | 1,525,786 | 1,800 |
| Total deductions | 342,842 | 1,005,137 | 1,525,786 | 1,800 |
| Net increase (decrease) | 756,181 | $(656,383)$ | $(653,283)$ | 118,476 |
| Net position at beginning of year | 14,437,221 | 6,536,526 | 6,471,489 | 1,675,250 |
| Net position at end of year | \$15,193,402 | \$5,880,143 | \$ 5, 818,206 | \$1,793,726 |


| Northern Maine <br> Transmission Corporation | Maine <br> Rural <br> Development Authority | Dairy Improvement Loan Fund | Compliance <br> Assistance <br> Loan <br> Program | Total Custodial Funds |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \$- \\ 210 \\ \hline \\ \hline \end{gathered}$ | $\begin{array}{lr} \$ & - \\ 60,818 \\ & 198,567 \\ \hline \end{array}$ | $\begin{array}{r} 437,003 \\ 32,130 \\ 19,271 \\ \hline \end{array}$ | $\begin{array}{lc} \$ & - \\ & 911 \\ 8,563 \\ \hline \end{array}$ | $\begin{array}{r} 937,003 \\ 1,960,230 \\ 300,796 \\ \hline \end{array}$ |
| 210 | 259,385 | 488,404 | 9,474 | 3,198,029 |
| - | - | - | - | 50,000 |
| - | $(157,950)$ | - | - | $(155,846)$ |
| - | 68,732 | 47,077 | 537,530 | 3,476,800 |
| - | $(89,218)$ | 47,077 | 537,530 | 3,370,954 |
| 210 | 348,603 | 441,327 | $(528,056)$ | $(172,925)$ |
| 9,615 | 5,945,596 | 2,907,685 | 1,031,257 | 39,014,639 |
| \$ 9 , 825 | \$6,294,199 | \$3,349,012 | \$ 503,201 | \$38,841,714 |

