

# 50 Projects – 50 States: Maine

## Maine Mutual Insurance Presque Isle, ME

MG Insurance Company (MMG) is a financial services processing center that is a leading professional employer in Aroostook County, Maine. Aroostook, with a population of 73,000, is the only county in Maine which is a high out-migration county based on 2000 census data. The county lost 10 percent of its population during the prior 20-year period.

Against this backdrop, the presence and commitment of a significant financial services company is very important to the county as a whole. MMG has been a vital member of the business community for over 100 years. When MMG wanted to expand its facilities, CEI Capital Management stepped in. Using its New Markets Tax Credit (NMTC) allocation, they provided a \$7 million equity infusion to finance expansion of its operating facility from 25,000 square feet, to 45,000 square feet.

With operating facilities almost double the size, MMG was able to hire 45 new employees. The renovated headquarters building houses multiple functions, with the claims processing unit being the primary group within the facility. The original 25,000 square foot structure was completely renovated and integrated into the 20,000 square foot addition. CEI financing also provided for improved office space and technology.

MMG is a locally controlled employer in a rural area prone to out-migration. MMG's average employee pay scale exceeds regional per capita income by 50 percent. The NMTC equity infusion also allows this local company to expand its overall sales volume within industry and regulatory standards. Given that 93 percent of its sales are out of the area, but support a \$6 million payroll in the County, the expansion in sales is a win-win for both the company and the county.

### **NMTC Allocatee**

**CEI Capital Management,  
LLC  
Portland, ME  
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**An Affiliate of  
Coastal Enterprises, Inc.**

### **Community Profile**

- Highly distressed census tract
- Federally designated high out-migration area

### **Project Highlights**

- Real Estate: facility expansion
- Total Project Cost: \$7 million
- NMTC: \$7 million
- Equity Investor: Country Mutual Insurance Company
- MMG's average employee pay scale exceeds regional per capita income by 50%
- Jobs: 125 retained 45 new

