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STATE OF MAINE



REPORT

ECONOMIC DEVELOPMENT INCENTIVE COMMISSION

December 2000

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Staff:

Julie Jones
Office of Fiscal and
Program Review



Members:

Sen. Chellie Pingree, Chair
Sen. S. Peter Mills
Rep. Kenneth Gagnon
Rep. Peter Cianchette
Michael Allen
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REPORT OF THE ECONOMIC DEVELOPMENT INCENTIVE COMMISSION

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REPORT OF THE ECONOMIC DEVELOPMENT INCENTIVE COMMISSION

Executive Summary

The Economic Development Incentive Commission submits this report to the Governor and the Legislature pursuant to 5 M.R.S.A. §13070-L. The report identifies the work of the Commission over its first two years of existence. The report reflects the decisions and discussions of the Commission on the issues under the Commission's jurisdiction. The members of the Commission represent a broad spectrum of economic development incentive policy perspectives as demonstrated by occasionally vigorous discussions and respectful differences of opinion both with regard to process and the issues before the Commission. This report describes the issues discussed by the Commission. It reflects many areas of agreement and identifies areas where differences were expressed. Despite their differences of opinion on some issues, Commission members have worked together well and with mutual respect. As the Commission reviewed a final draft report, it became apparent that there were some areas where strong opinions are held by Commission members that had not had the opportunity for significant previous discussion. Appendix H presents those individual perspectives.

Specifically the Commission identifies the following major accomplishments.

- Working with the agencies with reporting responsibilities under the new law, the Commission developed and refined a uniform business reporting format and timetable to provide the State with information necessary to evaluate the State's experience with businesses receiving economic development incentives in terms of job creation and retention, wages and benefits provided and capital and education investments.
- The reporting process has generated significant data relating to job creation and retention, wages and benefits and capital and education investments through two years of business and agency reports
- The Commission obtained independent analysis of the effects of economic development incentives on employment growth in Maine establishments by Todd Gabe, Ph.D. of the University of Maine Department of Resource Economics and Policy.

- The Commission has identified the parameters of the policy arguments supporting and opposing economic development incentives and the potential impact of imposing additional conditions on receipt of those incentives.
- The Commission has refined issues for consideration by the Governor and Legislature relating to economic development incentives and the need for future analysis of the impact of those incentives.
- The Commission sponsored an educational forum in 1999 on Economic Development Incentives that brought together national experts in the field of economic development incentives for a discussion of current research.

The Economic Development Incentive Commission (EDIC) was established by Public Laws 1997, chapter 761. The Commission is composed of 11 members including legislators, executive agencies and members of the public, appointed by the Governor, the President of the Senate and the Speaker of the House. The Commission is charged with the accumulation of data and analysis concerning:

- The Business Equipment Tax Reimbursement Program (BETR);
- Employment Tax Increment Financing (ETIF);
- Municipal Tax Increment Financing (MTIF);
- The Governor's Training Initiative (GTI);
- Maine Quality Centers (MQC);
- The Jobs and Investment Tax Credit (JITC); and
- The Research Expense Tax Credit (RETC).

The Commission has met regularly since first appointed in 1998. The Commission held an Educational Forum in March of 1999, inviting national economic development incentive experts to speak on the current state of economic development incentive research, public policy and practice.

The Commission focused its first activities on working with the Department of Economic and Community Development and the other agencies administering the seven economic development incentive programs under the Commission's jurisdiction to develop the business and agency reporting framework required by the economic development incentive law. A form was devised to collect information required by law from businesses receiving more than \$10,000 from a single incentive in one year. Report timetables were refined through the enactment of legislation during the Second Regular Session of the 119th Legislature. Reports from administering agencies were reviewed by the Commission in both 1999 and 2000.

The Commission had very limited resources for analysis of the data collected through the reporting process beyond that provided in the administering agency reports. During the Spring and Summer of 2000, the Commission was able to contract with Todd

Gabe, Ph.D. of the University of Maine Department of Resource Economics and Policy to assist the Commission in its evaluation of the economic development programs. Gabe's research was a statistical-based study of the relationship between four of the seven economic development incentive programs and short-term employment change. Gabe's research analyzed the numbers of jobs associated with economic development incentives and wages and benefits related to those jobs. His report concluded that the number of jobs associated with incentives varies widely and that employment growth rates are at least partially explained by characteristics unrelated to incentives.

The Commission is charged by statute with reviewing the seven economic development incentives according to a variety of criteria. The Commission determined that comparative analysis of the seven programs is complicated by different statutory purposes, differences in agency reporting requirements with regard to the programs, inconsistencies in data collected on the business reports and timing issues that make it difficult to establish causal relationships between incentives and their effects. The Commission explored the current state of the literature reviewing the effectiveness of state economic development incentive strategies and the pros and cons of economic development incentives in general. The Commission also reviewed literature regarding methods of evaluating economic development programs.

The Commission reviewed whether economic development incentives result in intercommunity competition or are being used by companies to move their operations out of state. The Commission determined that there is no evidence that businesses are taking advantage of Maine incentives to expand outside the state. Anecdotal reports exist of intercommunity competition, primarily under the municipal tax increment financing program; however, the Commission did not have adequate information or resources to draw meaningful conclusions. It identified this issue as one where additional information needs to be collected. The Commission reviewed the numbers of jobs associated with incentives as identified in the Gabe report and agency reports but identified difficulties in establishing causal relationships between jobs and incentives based on the data currently available. The Commission was unable to reach a consensus on a way of defining and measuring the "rate of return on investment" attributable to incentives. The Commission recommends the addition to the Commission's jurisdiction of the super credit for substantially increased research and development and the high-technology investment credit which have come into effect since the enactment of the EDIC law. The Commission reached no conclusion on whether to extend wage and benefit standards under the employment tax increment financing program to other incentives.

The Commission makes the following additional findings and recommendations with regard to the Commission's process and the provisions subject to review.

1. The Commission finds that it is not yet ready to evaluate the performance of the Maine Quality Centers, Governor's Training Initiative and Employment Tax Increment Financing programs.

2. Economic development incentives should be based on specific goals. These goals should be included in legislation establishing the incentives. Performance measures should be identified (see Maine Economic Growth Council “Measures of Growth”) and auditing responsibility assigned when an economic development incentive is enacted.
3. The Commission recommends that the Legislature appropriate \$100,000 to ensure that further research and data analysis can continue regarding the effectiveness of economic development incentives.
4. The Commission recognizes that there continues to be significant disagreement about the purposes and conditions of the BETR program.
5. The municipal tax increment financing program should be evaluated with regard to its effectiveness as a municipal economic development tool and its impacts upon local and regional economies and the allocation of public funds.
6. The Governor and Legislature should consider the potential for structural tax reform as an incentive for economic development.
7. The Governor and Legislature should consider developing strategies to encourage regional planning and cooperation in economic development to counter the temptation for intrastate local competition. These strategies should also support regional growth management efforts designed to discourage the spreading out of development or “sprawl.”
8. Some members of the commission support additional restrictions on economic development incentives.

REPORT OF THE ECONOMIC DEVELOPMENT INCENTIVE COMMISSION

I. Introduction

The Economic Development Incentive Commission (EDIC or “the Commission”) was created by Public Laws 1997, chapter 761. The original legislation proposing the Commission, **LD 2243, An Act to Encourage Accountability and Return on Investment for Maine Taxpayers from Economic Development Initiatives**, was proposed and sponsored by Senator Chellie Pingree of Knox for the following purpose:

To ensure “...that Maine taxpayers get the most for their money when state and local governments make large investments in economic development projects.”¹

The Commission, chaired by Senator Pingree, has met regularly since its beginning in September 1998. It has focused on the development of a reporting framework for businesses and agencies required to report under chapter 761, the accumulation of data regarding the experience of businesses receiving one or more of seven economic development incentive programs and the beginning of analysis of the data. Specifically the Commission identifies the following major accomplishments.

- Working with the agencies required to report under the EDIC law, the Commission developed and refined a uniform business reporting format and timetable to provide the State with information necessary to evaluate the State’s experience with businesses receiving economic development incentives in terms of job creation and retention, wages and benefits provided and capital and education investments.

¹ Summary to LD 2243.

- The reporting process has generated significant data relating to job creation and retention, wages and benefits and capital and education investments through two years of business and agency reports
- The Commission obtained independent analysis of the effects of economic development incentives on employment growth and associated wages in Maine establishments by Todd Gabe, Ph.D. of the University of Maine Department of Resource Economics and Policy.
- The Commission has identified the parameters of the policy arguments supporting and opposing economic development incentives and the potential impact of imposing additional conditions on receipt of those incentives.
- The Commission has refined issues for consideration by the Governor and Legislature relating to economic development incentives and the need for future analysis of the impact of those incentives.
- The Commission sponsored an educational forum in 1999 on Economic Development Incentives that brought together national experts in the field of economic development incentives for a discussion of current research.

II. Background of the Commission

A. Legislation establishing the Commission

LD 2243 was introduced in the Second Regular Session of the 118th Legislature on March 2, 1998. The bill was referred to the Joint Standing Committee on Taxation for public hearing and review.

LD 2243 was reported out by the Taxation Committee with two divided "Ought to Pass as Amended" reports.² The majority report was enacted without further change as Public Laws 1997, chapter 761. Chapter 761 enacted 5 M.R.S.A. chapter 383, subchapter II, Article 6 established reporting obligations for businesses that receive more than \$10,000 in any one year through the Maine Quality Centers (MQC) program, the Governor's Training Initiative (GTI), municipal tax increment financing (MTIF), the jobs and investment tax credit

² The amendments were identical except that the minority report did not provide for the establishment of an Economic Development Incentive Commission. Instead, agency reports would have been submitted to the joint standing committees of the Legislature with jurisdiction over taxation and economic and community development.

(JITC), the research expense tax credit (RETC), the employment tax increment financing program (ETIF) or reimbursement for certain taxes paid on business property (commonly referred to as the BETR program).³ The new law established the Economic Development Incentive Commission and required the agencies administering the seven economic development incentive programs to report to the Commission and established a sunset date for the Commission and the reporting process of October 1, 2001.⁴

B Membership of the Commission

The Commission is comprised of 11 members including:

- Two Senators appointed by the President of the Senate (one must belong to the minority party);
- Two Representatives appointed by the Speaker of the House of Representatives (one must belong to the minority party);
- The Commissioner of the Department of Economic and Community Development or the Commissioner's designee;
- The State Tax Assessor or the assessor's designee; and
- Five members of the public (one each appointed by the President of the Senate and the Speaker of the House of Representatives and three appointed by the Governor).⁵

C. Commission activities

The Commission is charged with gathering information, analyzing and evaluating the seven economic development incentives under its jurisdiction and making recommendations to the Governor, the Legislature and the Commissioner of the Department of Economic and Community Development. The Commission has met regularly since it was established. The Commission reviewed all of the economic development incentive programs under its jurisdiction, met with agency representatives and members of the public regarding the programs and the Commission's responsibilities, worked with DECD in the development of a business reporting system, identified legislative changes necessary to facilitate the reporting of data and held numerous discussions relating to the business and agency reporting functions and the Commission's own reporting responsibilities. The Commission also held an Educational Forum on March 19, 1999 at which representatives of the Federal Reserve Bank of Boston, the National Association

³ A summary of each program with statutory citations and a 5-year funding history is located in Appendix E.

⁴ PL 1999, chapter 768 extended the sunset of the Commission and the reporting system until August 1, 2002 and made other changes to the timing of the reporting process. Chapter 768 also changed the staffing of the Commission from the Bureau of Revenue Services to the Legislature's Office of Fiscal and Program Review.

⁵ A list of Commission members is located in Appendix A.

of State Development Agencies, KPMG, Good Jobs First and the Muskie School of Public Service of the University of Southern Maine made presentations.

III. EDIC information gathering process

The Economic Development Incentive Commission is required by statute to gather information pertaining to economic development incentives provided in the State. The statute establishes the process by which the information gathering occurs. Businesses receiving economic development incentives exceeding \$10,000 in one year are required to report to the Department of Economic and Community Development. Each agency administering one of the seven economic development incentive programs is required to report to the Commission regarding the programs under its jurisdiction. A summary of the information required in each report is located in Appendix C.

A. Development of reporting process

The EDIC spent considerable effort during its first year in working with the Department of Economic and Community Development and the other reporting agencies to determine and refine the reporting forms and process to minimize the burden on businesses required to report while gathering the information necessary to permit the analyses envisioned by the EDIC legislation. A form was devised to collect information from businesses receiving an economic development incentive exceeding \$10,000 in one year.⁶ The form requests information relating to amounts of economic development incentive assistance received, the amounts of capital and training investments made by the business, its employment levels, wages and benefits in Maine and any changes that result from the incentive. Businesses are given the opportunity to provide narrative information relating to the impact of the incentive on the business, the return on investment on incentives and suggestions for improvement in the incentive programs. Businesses are also asked to identify the public purpose of incentives received and to describe whether the public purpose has been accomplished.

Agencies administering economic development incentives report to DECD the names and addresses of businesses that received more than \$10,000 from an incentive each year, and DECD mails the business reporting forms to those companies. In 1999, deficiencies in the statutory reporting language were discovered relating to the timing of reports. Although administering agencies were required by the original EDIC legislation to report to the Legislature and the Commission by May 1, the legislation did not establish deadlines for the business reporting forms; therefore, DECD was left with the responsibility of establishing a due date. The first year's due date of April 16, 1999, caused significant discontent

⁶ Copies of the 1998 and 1999 form are located in Appendix D.

for businesses that were also coping with the federal and state income tax due dates of April 15. This timing issue, combined with administrative difficulties and businesses' unfamiliarity with the new reporting requirements, resulted in lower report return rates than originally envisioned, and significant effort was required on the part of administering agencies to obtain reports that were not submitted by the date requested. Legislation enacted during the Second Regular Session added business reporting deadlines (August 1), changed agency reporting deadlines to October 1, and enacted a procedure for withholding of BETR reimbursement for businesses that have not submitted their reports beginning with reports due in 2001.⁷

The business reporting forms are received by DECD and distributed to the administering agencies for analysis. Resources have not been available for the establishment of a centralized computer database of all the information reported on the business forms.⁸ In 1999 the agency reporting deadline was extended from May 1 to June 1 by the EDIC to allow the agencies to accommodate the EDIC's suggested changes to the report form. The agency reports were submitted by the June 1 deadline and included data from all business reports received as of that date.⁹ (In both 1999 and 2000 there was no statutory obligation for businesses to report by May 1, nor for the agencies to include their reported data in their agency reports.)

A review of a sample of the business reporting forms raises concerns about their usefulness for comparison and analysis. Potential problem areas include:

- Some forms are incomplete
- Responses on the forms are sometimes confusing, ambiguous or appear to indicate a lack of understanding of information requested
- Wage information is reported inconsistently with regard to time period (i.e. hourly, weekly, monthly, yearly)

B. Contract for independent analysis

The Commission contracted for research by Todd M. Gabe, Ph.D. of the University of Maine, Department of Resource Economics and Policy to assist in its evaluation of EDI programs. Gabe's research is a statistical-based study of the relationship between four of the seven EDI programs (BETR, GTI, MQC and

⁷ BETR was the program with the lowest response rate. the new legislation is PL 1999, c. 768.

⁸ A database of business report data was established by Prof. Todd Gabe, whose analysis of the data is described in the next section of this report.

⁹ The four agency reports received by the Commission in 2000 are contained in Appendix C.

MTIF) and short-term employment change.¹⁰ It is important to note however, that only two of the four examined programs (MQC and GTI) have a specific, statutorily-defined purpose in job creation and/or retention.

Gabe used econometric models to estimate the number of jobs in Maine establishments that are associated with their participation in the four economic development incentive programs. His report presents information regarding employment change in businesses from 1998 to 1999, the estimated number of jobs associated with the four incentive programs analyzed, the amount of wages paid per dollar of incentives received and the amount of incentives received by businesses per incentive-related job. The models used for the study isolate the relationship between incentives and job growth while controlling for growth resulting from factors unrelated to incentives. The models focus only on employment effects and do not consider the effects of the incentives on investment or other non-employment measures of establishment growth or economic benefit, nor do they consider the actual purpose for which each program was established.

Gabe used data obtained from the Maine Department of Labor to analyze the experience in 1998 of 36,321 Maine establishments (860 of which received at least one of the four incentives, 35,461 of which did not). The key findings of the study are as follows.

Key Findings of Gabe Study

- 36,321 establishments experienced a combined net increase in employment of 20,408 workers between the first quarters of 1998 and 1999.
- 860 establishments that received incentives from the BETR, GTI, MQC and TIF programs experienced a combined net increase in employment of 690 workers between 1998 and 1999.
- 860 establishments received a total of \$38.7 million in incentives from the BETR, GTI, MQC and TIF programs in 1998.
- Businesses that participated in these incentive programs received an average of \$44,969 in assistance, or an average of \$871 per worker employed by the establishment.

¹⁰ At the time the Gabe analysis was begun, data was not available with regard to the jobs and investment tax credit, the research expense tax credit or the employment tax increment financing program.

- 77 percent of the establishments that participated in the BETR, GTI, MQC and TIF programs received less than \$10,000 in incentives and six percent received \$100,000 or more in assistance.
- 198 establishments, that received \$10,000 or more in assistance, accounted for \$37.5 million of the total amount of incentives provided by the BETR, GTI, MQC and TIF programs.
- Simulations indicate that 4,730 jobs were associated with the BETR, GTI, MQC and TIF programs, and establishments received an average of \$8,176 in assistance per incentive-related jobs.
- Simulations reveal that ten or more jobs were associated with incentives from the BETR, GTI, MQC and TIF programs in 21 percent of the establishments.
- Simulations show that 40 percent of the establishments that received incentives had lower levels of estimated employment change than were estimated for these establishments based solely on their characteristics unrelated to incentives.
- Simulations indicate that 1,586 jobs were associated with the BETR Program and establishments received an average of \$16,654 in assistance per (BETR) incentive-related job.
- Simulations reveal that 420 jobs were associated with the GTI and establishments received an average of \$5,031 in assistance per (GTI) incentive-related jobs.
- Simulations show that 1,091 jobs were associated with the MQC program and establishments received an average of \$1,004 in assistance per (MQC) incentive-related job.
- There is not a statistically significant relationship between employment growth and an establishment's participation in the TIF program, other things being equal.

Gabe's research analyzed relationships between jobs and incentives under the four economic development incentive programs considered in his report. Gabe notes that job creation and retention are not necessarily appropriate measures of the public benefit of all of these programs, as two (BETR and MTIF) were established for other purposes. He further notes that his analysis does not consider the fact that the majority of incentive benefits are paid to businesses on a reimbursement basis and that their true job and investment impacts were realized in years prior to the study and are, therefore, not included in the analysis. His conclusions

regarding numbers of jobs associated with incentives and the wages associated with those jobs are identified in Section III.3.E. of this report.¹¹

IV. EDIC statutory reporting responsibilities

The Economic Development Incentive Commission is charged with reporting to the Governor and the Legislature regarding performance and effectiveness of the seven economic development incentive programs subject to review. Specifically, the Commission is directed to:

- Evaluate the effectiveness of the 7 EDIC programs relative to alternative public investment opportunities
- Evaluate the effectiveness of economic development programs in general
- Recommend to CECD additional provisions to be reviewed
- Review if economic development incentives are being used by businesses to locate jobs outside the State or to facilitate intercommunity competition
- Review the aggregate number of jobs, the cost to taxpayers to create the jobs and the wages in those jobs
- Recommend whether to extend standards of the Employment Tax Increment Financing (ETIF) program to other EDIs
- Report the rate of return on EDIs
- Examine whether the EDIs inhibit competition or provide preferential treatment
- Recommend to the Governor and the Legislature improvements in the purpose, award criteria, administration, accountability and enforcement of EDIs

Comparative analysis of the seven EDIC programs as contemplated by the statutes is complicated by the fact that each of the seven programs has a different stated statutory purpose.¹² Maine's economic development incentive programs each contain language describing the purpose of the individual program, but these statements of purpose vary in specificity. Some incentives are aimed directly at job creation or enhancement; some at capital investment; some are intended to fund local economic development initiatives at the municipality's discretion. It is unlikely that any one measure of effectiveness can be used to analyze the effectiveness of all programs.

A further constraint on comparative analysis of economic development incentive programs is the inconsistency of time periods for the operation and evaluation of the programs. BETR, MTIF, ETIF, JTIC, and RETC investments are front ended with the costs of the program to the State or local government spread out over subsequent years.

¹¹ The executive summary from the Gabe report is located in Appendix G.

¹² See Appendix E.

The time period during which jobs are created or investments made may have little relationship to the period during which benefits are received by the business. Matters are further complicated by the fact that income tax incentives are received by businesses with respect to their tax year; businesses are required to report receipts during a calendar year, property taxes are assessed on a year that begins on April 1, and state funds are appropriated for the state fiscal year which begins on July 1. Effective analysis requires the accumulation of data over several years in order to identify the impact over time of economic development incentives; however, we only have two years of data thus far, and only one year has been the subject of comprehensive analysis.

A. Effectiveness of the 7 EDIC programs relative to alternative public investment opportunities

The EDIC law requires the commission to analyze "... the effectiveness of [the seven EDIC incentives] relative to alternative public investment opportunities."¹³ The EDIC's primary efforts in its first two years were on establishing a data gathering process to obtain timely and consistent information pertaining to the seven EDI programs.

The evaluation of the "effectiveness of ... incentives relative to alternative public investment opportunities" is a complex process that is fraught with definitional, political and analytical complications. An immense literature exists surveying not only the "effectiveness" of various economic development strategies but even which methods of evaluation are appropriate.¹⁴ The legislation that was originally proposed to establish the Commission envisioned providing resources sufficient to enable the collection and analysis of data regarding business development.¹⁵ However, as finally enacted, the only appropriation for data collection and analysis was a one-time \$25,000 to the Bureau of Revenue Services for "...computer programming and other costs associated with gathering information necessary to provide biennial reports to the Legislature." In the Second Regular Session of the 119th Legislature an additional appropriation was sought by the Joint Standing Committee on Taxation to provide a \$20,000 continuing appropriation to the Commission for "... studies, research and operating expenses for the Commission." In its final form, the appropriation was on a "one-time basis" for fiscal year 2000-01. The appropriation permitted the Commission to contract with Professor Todd Gabe, Ph.D. of the University of

¹³ 5 MRSA §13070-L, sub-§4, ¶A.

¹⁴ For a sample of the state of the literature on the effectiveness of economic development incentives see the articles printed and cited in NEER. For a good review from the viewpoint of some policymakers outside of Maine see NCSL.

¹⁵ LD 2243, An Act to Encourage Accountability and Return on Investment for Maine Taxpayers from Economic Development Initiatives. 118th Maine Legislature, Second Regular Session 1998. As enacted (PL 1997, chapter 761) the legislation contained a one-time appropriation of \$25,000 to the Bureau of Revenue Services for computer programming and other information gathering costs.

Maine Department of Resource Economics and Policy for analysis of the data collected through the EDIC process in 1999 with regard to tax incentives received in 1998, the first year for which the data collection process was in effect.

Beyond the work of Prof. Gabe, the Commission has not had the resources to do more than conduct a cursory review of the work of others who embarked upon such a task.¹⁶

The Commission discussed methods of evaluating economic development incentives. The Commission experienced difficulty agreeing on what types of programs ought to be considered “incentives,” how to define “rate of return, how to identify causal relationships between incentives and business activity and how to obtain useful data for analysis.

B. Evaluation of effectiveness of economic development programs in general

In order to prepare itself to evaluate the economic development incentives under its jurisdiction, the Commission sought information about how this function is conducted in other jurisdictions. The literature is diverse and practices vary. The Commission identified the following as being important considerations in the evaluation of economic development incentives.

1. Goals and potential costs of economic development policies

It seems to go without saying that economic development is good. But in order to evaluate policies intended to increase economic development it is necessary to define what is meant by the term. Economic development is a complex process that encompasses an array of activities generally directed at one or more of the following goals:

Economic Development Goals

- *Attracting businesses from somewhere else*
- *Creation of new businesses*
- *Expansion of existing businesses*
- *Retaining existing businesses*

¹⁶ For an idea of the effort required to conduct a comprehensive review of state economic development programs see the 277-page report prepared by the Urban Center of Cleveland State University for the Ohio Economic Development Study Advisory Committee in 1998-99. The list of persons involved in the research team for that effort includes 23 professionals, 6 Ph.D. student research assistants, and 2 clerical and administrative staff.

- *Modernization or strengthening of existing business*
 - *Job creation*
 - *Job retention*
 - *Increasing wages and job benefits*
 - *Increasing public revenues*
 - *Increasing gross state product*
-

While the EDIC reporting process is intended to identify the positive impacts of economic development policies, economic development incentives cannot be fully evaluated without also considering the potential costs of those policies.

Potential Costs of Economic Development

- *Direct cost of the incentive and its administration*
 - *Indirect costs (demands for additional public services and infrastructure) that result from the development*
 - *Impact on physical and social environment*
 - *Social, cultural change*
-

2. Types of economic development incentives

There are a variety of types of incentives that a State may choose from in pursuing the goal of increased economic development. Their purposes and effects are different. They may be general or targeted to a specific purpose or project. They are not easily compared.

Types of Economic Development Incentives

- **Tax incentives.** Tax incentives include exemptions, credits, and reimbursements. These are among the most visible incentives. Tax incentives have high legislative and public visibility and are frequently the subject of scrutiny in the press and among taxpayer “watchdog” groups. Tax incentives provide a direct financial benefit to a business by either reducing its tax liability or by returning to it all or a portion of the tax paid. The amount of the benefit depends upon the individual circumstances of the business. A business with little or no tax liability in the current year receives little or no current benefit from a tax incentive program, though some benefit may carry forward to future years.
- **Financing assistance.** Financing assistance includes loans, grants, loan guarantees, tax-based credit enhancement agreements and similar policies directed at increasing or lowering the cost of capital to businesses.
- **Training assistance.** Training assistance includes provision of training or funding of training programs directed at the development of employee skills that are specifically required by a particular business or industry.
- **Business technical assistance.** Business technical assistance includes entrepreneurship and business management training and assistance, permitting and other regulatory assistance, university research, agricultural extension, marketing assistance.
- **General and higher education.** General and higher education include maintenance of a high quality state general and higher education environment to provide a desirable level of skilled employees in the general population as well as to provide the interaction between business and academia that is necessary to energize business’ ability to compete in sectors, such as communications, technology and biological research where it is necessary to remain on the forefront of modern research and development.
- **Infrastructure improvements.** Infrastructure improvements include transportation, communications, utilities and other infrastructure improvements necessary for the development and efficient operation of many types of economic activity

3. General review of literature on pros and cons of economic development strategies

There are very few fields of public policy where so much has been written to demonstrate the effectiveness or ineffectiveness of government policy as in the field of economic development strategies. The absence of

agreement on economic incentive policy is a reflection of both the complexity of analysis and the political realities surrounding tax and other preferences and the proper role of government. There are literally thousands of academic analyses reviewing economic development incentives. There is no consensus on the effectiveness of economic development incentive programs. Many studies find a positive correlation between economic growth and incentive programs; many other studies find no correlation whatsoever. One line of argument maintains that economic development incentives are a desirable governmental expenditure directed at improving the economy of the state, creating jobs and secondary economic activity and ultimately returning more to state tax coffers than the program originally costs. Under this line of argument, economic development will occur in places where the cost of development is lowest for the business, and economic development incentives are necessary for a higher-cost state to offset the costs of doing business in the state in order for the state to be competitive with lower-cost jurisdictions. The opposing side of the debate maintains that economic development incentives create giveaways to business for activity that may well happen without the incentive, that incentives create tax and other inequalities among businesses and deprive the state of revenues necessary for other public purposes and that incentives result in counterproductive competition among states and localities for business activity.

In the economic development incentive debate, particular attention has been paid to the effectiveness of tax incentives. Tax policies have a variable impact upon economic development decision-making, dependent upon timing of investment cycles and economic opportunity, return on investment calculations made by a company relative to competing economic investment options, and the interrelationship of labor, transportation, energy and other cost factors. Therefore, economic development strategies and the tax policies they impact can be difficult to evaluate objectively, and the effectiveness of economic development tax incentives is subject to multiple and conflicting interpretations.

Pros and Cons of Economic Development Incentives¹⁷

Arguments favoring incentives	Arguments opposing incentives
Encourage job creation and keep firms from moving	Create windfalls for business
Level competitive differences among the states	Jobs they create are simply stolen from other states
Benefit business nationally by prompting states to make tax and regulatory policies more uniform	Reduce funding for education, transportation and other government services that are necessary for solid economic growth
Reduce the tax burden on business	Create inequities among industries and firms within a state
Incentives have a positive effect on business location	Zero sum game for national economy
Incentives finance job creation	Governments should minimize interference in the private sector
Incentives are cost-effective	Empirical studies show that business incentives are not cost-effective
Incentives help foster competitiveness	Incentives are primarily politically motivated
Incentives have a political element	Taxes are not an important factor in business location decisions
Incentives influence business location decisions	Create destructive rivalry between the states
Incentives create new jobs	Incentives tend to favor manufacturing and mobile businesses with service industries and other businesses that are unable to relocate making up the cost
Tax incentives are not a loss because without the incentive government would not get the tax revenue anyway	
Incentives have a multiplier effect that boosts the state's economy	
Incentives make state appear more "business friendly"	
Everyone else is doing it	
A means of adjusting state and local business climate to meet rapidly changing needs	
Allow states and communities to chart and pursue their own economic futures	

¹⁷ Pros and cons are derived primarily from analyses prepared by the National Conference of State Legislators, the Council on State Government and the Deloitte and Touche Center for State Taxation.

4. Evaluation of economic development incentives

In order to provide for an effective evaluation of Maine's economic development incentives, the Commission reviewed representative literature analyzing methods for evaluating incentives. The National Association of State Development Agencies has identified the following key questions that are critical to the establishment of an effective incentive monitoring and evaluation strategy.¹⁸

Key steps in establishing an effective monitoring and evaluation system

1. Articulating the goals of the incentive and the policy problem the incentive addresses
2. Transforming economic development goals into measurable objectives
3. Selecting a strategy for assessing progress in achieving the policy goal
4. Determining what data can be collected and how to collect it
5. Deciding what analytic methods are most appropriate for analysis
6. How can this effort be managed so the monitoring and evaluation efforts are most effective?

The NASDA report provides additional advice to policymakers designing economic development incentive evaluation strategies. The report advises that analysis is most powerful when the results can be measured against some preestablished benchmark. Effective evaluation techniques are sophisticated and expensive. Regional economic software tools are tools for estimation or projections and should be used with great caution as they can lead to errors if not adequately applied or understood. Only with an economic impact model that is specifically designed to measure the particular regional linkages of the area's key industries can an analyst properly estimate the economic impact of a development project. Job multipliers are commonly misunderstood or overstated. Policymakers should consider establishing a set of policies as criteria in determining whether an incentive offer is absolutely necessary before a company requests assistance. Making the link between use of incentives and direct economic impacts is difficult at best.

5. Review of literature on effectiveness of economic development incentives

¹⁸ NASDA pp. 24-28.

A review of the literature on the effectiveness of economic development consensus raises more questions than are answered. Rigorous research on incentive impacts has found positive, but limited impacts from many business incentive investments. Evidence is inconclusive about what strategies are most effective. Many different modes of analysis are employed, and researchers disagree over the validity or usefulness of various approaches. It is difficult to analyze the impact of tax and expenditure policies because of a variety of conceptual, definitional and measurement issues. Some empirical studies show a positive relationship between economic development incentives and economic development; others do not. Many researchers suggest that policymakers should focus on general tax policy rather than expanding the use of tax incentives to stimulate investment. Disagreement also exists about the effect of state spending and regulatory policies.¹⁹

A recent analysis prepared for Ohio's Economic Development Study Advisory Committee concluded that both business assistance programs and "reasonable changes in business tax policies" were necessary to maintain the state's future economic development competitiveness. The study concludes that economic development programs should be performance-based and that a state should actively monitor and evaluate program performance to provide for the most effective use of the state's resources. Programs are defined as being performance-based if they meet the following conditions:

Six Conditions for Performance-based Economic Development Programs²⁰

1. *They are guided by clear, unambiguous, and consistent goals*
2. *Their performance is judged in terms of the programs' intended and unintended effects in the short, intermediate, and long terms.*
3. *They consider the industry, geographic, population, labor, market, state and local governmental finance, and natural resource impacts of using the programs.*
4. *They are budgeted annually and account for their full costs and benefits to the State and local governments.*

¹⁹ See NEER 1-12 summarizing articles and commentary by numerous experts in the field of economic development incentives research and practice.

²⁰ Ohio, p. 15.

5. *They strive at a minimum to achieve break-even financial performance for state and local government, considering their full costs and benefits.*
 6. *They provide adequate legal recourse for state and local government against those companies that do not meet the requirements of their negotiated incentive agreements.*
-

C. Recommend to the Commissioner of the Department of Economic and Community Development additional provisions to be reviewed

The Commission considered an extended list of additional tax and economic development programs that could be added to the provisions subject to EDIC review.²¹ The Commission agreed that two additional programs that were enacted in 1997 should be added to the list: the super credit for substantially increased research and development and the high-technology investment credit. These credits are similar and complementary to the research expense credit and should be reviewed according to the same structure. Further expansion is not recommended at this time.

D. Review if economic development incentives are being used by companies to relocate outside State or to result in intercommunity competition

The Commission does not have adequate information to undertake this review in a comprehensive way.

Of the seven programs under the Commission's purview, only one, MTIF, has the possibility of being used for intercommunity competition. The Commission has identified this program as one where additional information needs to be collected by the state in order to permit a variety of analyses. While there are some anecdotal indications of intercommunity competition, sufficient information does not exist to draw meaningful conclusions about this effect.

While some states have adopted economic development incentive policies that make it possible for companies to receive a large state subsidy and subsequently move their operations to another state, the seven programs subject to EDIC review are only available to businesses that have already made an investment or created jobs in Maine or are receiving assistance with training of Maine employees.

²¹ See Appendix F.

There is no indication that businesses are taking advantage of Maine incentives in order to expand outside the State.

E. Review aggregate number of jobs, cost to taxpayers and wages in those jobs

Professor Gabe’s report identified the number of jobs associated with the four economic development incentives analyzed in his research. His conclusions are based on a framework that defines “jobs associated with incentives” as the difference between an establishment’s estimated employment change with and without incentives based on economic modeling using Department of Labor data.

Jobs Associated with Incentives
(Gabe analysis)

Program	Number of incentive associated jobs	Incentives received per job
BETR	1,586	\$16,654
GTI	420	\$5,031
MQC	1,091	\$1,004
MTIF	Model was not able to analyze the impact of MTIF on job growth due to limitations within the statistical models employed ²²	

Agency reports submitted to the Commission pursuant to the EDIC law contain some information relating to job creation. Job information is not required to be reported by agencies with regard to the jobs and investment tax credit, the research expense tax credit, the employment tax increment financing program or the BETR program. Although the business reporting forms request job creation data with regard to all programs, that information is required only from businesses receiving more than \$10,000, is inconsistently reported and the reported information has not been tabulated or analyzed. Agency reports relating to the Governor’s Training Initiative, Maine Quality Centers and Municipal Tax Increment Financing contain information related to jobs created and retained; however, some the categories are defined inconsistently and the time periods are covered are not clear. Given the lack of resources for further analysis and the difficulty of establishing causal relationships between the funds expended and the

²² Notwithstanding Professor Gabe’s inability to analyze MTIF data, many employers believe that the program has been associated with thousands of new or retained jobs throughout the state in the course of the program’s many years of operation.

jobs created or retained, the Commission is unable to draw further conclusions with regard to the relationship between jobs and program expenditures or costs.²³

F. Recommend whether to extend ETIF standards to other EDIs²⁴

Some members of the Commission believe that the State should ensure that funds directed at economic development incentives should be restricted to those businesses that are creating quality employment opportunities. They believe that ETIF wage and benefit standards have worked well where applied and should be extended to other programs and tax incentives. Proponents maintain that job standards ensure that the State's funds are directed toward businesses that contribute to the improvement of the State's economy and the well-being of its citizens.

However, there is no consensus within the Commission regarding the expansion of ETIF standards to other EDIs. Many Commission members believe that job, wage and benefit requirements are inappropriate for application to economic development incentives that focus on capital investment. Renewal of Maine's capital infrastructure is a critical component of the state's long-term economic health. Tying economic development incentives which are geared toward capital investment to other qualifying standards makes them inherently less effective.

G. Report rate of return on EDIs

While studies exist that purport to identify the "rate of return on investment" by the state in economic development incentives, the results of those studies are not

²³ Appendix H contains a compilation of business comments relating to the EDIC law derived from the business reporting forms submitted to the Department of Economic and Community Development.

²⁴ The Employment Tax Increment Financing program requires:

1. Full-time employees are provided a retirement program subject to the Employee Retirement Income Security Act
2. Group health insurance is provided
3. Employee's income from employment with the applicant, calculated on a calendar year basis is greater than the average annual per capita income in the county in which the employee is employed
4. Restrictions on "qualified business."
 - A. Not retail, or
 - B. If retail,
 - i. less than 50% of its revenues are derived from sales taxable in this State, or
 - ii. the business can demonstrate that any increased sales will not result from transferring or shifting retail sales from one business to another in the State

very helpful in evaluating Maine's economic development incentives. Every state has different tax laws and differently structured incentives. Studies use different criteria, different definitions and different methodologies.

Any attempt to analyze "rate of return" must begin by defining what the term means and how to measure it. There is no standard in the economic literature that is without its strengths and weaknesses. In the politically charged arena of economic development incentives, even the determination of methodology is primarily a political decision. This is an area where the EDIC cannot hope to reach a consensus given that its membership was intentionally designed to represent many divergent viewpoints.

V. Findings and Recommendations

As a result of its work in reviewing and evaluating the State's experience with the seven economic development incentives under Commission jurisdiction the Commission makes the following findings and recommendations for consideration by the Governor, the Legislature, future members of the Commission and other public policymakers. While the terms of the five public members of the Commission extend until October 1, 2001, the Legislative members terms expire when the 120th Legislature convenes on December 6, 2000, and new legislative members must be appointed. The Commission believe that it is important to provide a record of its work, even though at times that work may have been inconclusive, in order that the next stage of its work may move forward without having to repeat previous discussions and considerations. The Commission makes the following findings and recommendations.

A. The Commission finds that it is not yet ready to evaluate the performance of the Maine Quality Centers, Governor's Training Initiative and Employment Tax Increment Financing programs.

Although encouraged by initial information collected by Professor Gabe, the Commission believes that it would be premature to make a judgment about these three programs based on one year's data. The Commission will continue to review the performance of these programs over time before making a final determination about their effectiveness.

B. Economic development incentives should be based on stated goals that reflect the purposes of the programs. These goals should be included in legislation establishing the incentives. Performance measures should be identified (see Maine Economic Growth Council "Measures

of Growth”) and auditing responsibility assigned when an economic development incentive is enacted.

Evaluation of any economic development program requires that the program have stated goals and that there be standards against which the accomplishments of the program can be measured. The goal may be the creation and retention of jobs (or jobs with specified wages and benefits), the expansion of capital investment in general or in a particular business sector, the preservation of traditional Maine industries or some other public goal.

The seven EDIC programs statutes all contain statements reflecting the purposes of the programs in varying degrees of specificity.

- The MQC program and the GTI program both identify the goals of job creation and retention and preferences for high wage and high skill jobs.
- ETIF and JITC both require that varying numbers of new jobs be created in order for a business to qualify for the programs, underlining their job creation goal.
- The RETC grants a tax credit for businesses that are otherwise entitled to a federal research expense credit where specified “qualified research expenses have been incurred,” emphasizing RETC’s goal of including research expenditures
- The BETR program is available to companies making capital investments in Maine, for equipment placed in service after 4/1/95, emphasizing its goal of lower property taxes and increased capital investment in Maine.
- The MTIF program is available, subject to DECD approval, when a business and a municipality agree to utilize new tax increment as a financing mechanism, highlighting MTIF’s goal of providing municipalities with an effective economic development tool.
-

The MQC, GTI, ETIF, and JITC programs contain various wage and benefit standards and preferences; the BETR, RETC and MTIF programs do not, although the MTIF program may involve wage and benefit standards where a municipality and a business agree to include them in their contractual agreement.

Two recent developments should contribute greatly to the ability of the EDIC and others to evaluate EDI programs.

Firstly, Public Law 1999, chapter 768 established a new structure that should contribute positively to the ability of the EDIC and others to evaluate the effectiveness of major economic development incentive programs. Newly enacted 5 MRSA §13070-O requires that economic development incentive proposals must have specific objectives, provide methods of measurement and require regular review by the joint standing committee of the Legislature with jurisdiction over the program and other provisions to enhance the ability of the Legislature to

evaluate the program. The Department of Economic and Community Development is required to review legislation proposing new economic development incentive programs with an estimated cost of over \$100,000 and to report to the legislative committee the extent to which the legislation contains the required provisions. The Department is also required to review MQC, GTI and MTIF statutes by November 1, 2000 and BETR, ETIC, JITC and RETC statutes by November 2001 and report to the Legislature the extent to which they meet the new criteria.

Secondly, the Executive and Legislative branches are in the process of implementing a strategic planning and performance budgeting process for development of the State's biennial budget. The process now being developed requires the establishment of performance measures for each program for which funds are appropriated in the budget. The process being developed does not immediately provide additional information for evaluation of economic development incentive because (1) the current budget program framework does not include tax incentives such as tax credits and (2) most EDI programs are not currently identified separately for budget purposes. The Legislature could consider refining the performance budgeting process so that performance measures are established for each EDI program subject to review so that progress in accomplishing statutory goals could be tracked through the budget review process.

C. The Commission recommends that the Legislature appropriate \$100,000 to ensure that further research and data analysis can continue regarding the effectiveness of economic development incentives.

Commission members find that, despite significant philosophic differences regarding EDIs, all members agree on the need for continued research and analysis of data relative to the effectiveness of EDIs. Professor Gabe has provided the Commission with a valuable starting point for future trend analysis and comparative review in changing economic circumstances of the performance of EDIs.

In order to build on Professor Gabe's work and continue the Commission's statutory duties, it recommends that a fulltime state employee position be created, funded by the Legislature and charged with helping the Commission evaluate future EDI performance in conjunction with the University of Maine and other research partners.

D. The Commission recognizes that there continues to be significant disagreement about the purposes and conditions of the BETR program.

The BETR program provides a property tax rebate for 12 years for qualified business property (mainly personal property) first placed in service in Maine after April 1, 1995. The program is based on capital investment only and contains no job creation standards for eligibility. As anticipated when the BETR program was originally enacted, the cost of the program rises fairly rapidly each year for the first 12 years of the program because additional new qualified property is added each year as it is placed in service placed in service.²⁵

1. Employment related conditions

Some members of the Commission believe that if the State is spending such large amounts of its resources on business incentives there should be additional eligibility requirements to ensure that the funds made available to eligible businesses are used for the economic benefit of the citizens of the State through the creation of high quality employment opportunities.

Many members of the Commission understand the purpose of the BETR program to be one of tax equalization, tax relief and investment incentive. The BETR program effectively lowers municipal property taxes on productive capacity, thereby improving return on investment for individual businesses and creating an incentive for further capital investment in Maine. With many other states taxing productive equipment at lower rates, or not taxing it at all, the BETR program puts potential Maine-based capital investments on a more viable footing when companies compete nationally for scarce capital investment dollars. Additionally, many Commission members support Professor Gabe's findings of a positive correlation between job growth and participation in the BETR program, among other economic development incentives. Although capital investment projects can replace some jobs in certain instances, overall, the BETR program has provided a critically important support for capital investment and diversification in Maine's economy which will serve employers and employees throughout the state for years to come.

2. Retail restrictions

²⁵ The cost of the BETR program for fiscal year 2000-01 is estimated to be \$51.5 million and is expected to rise to over \$100 million in FY 2008 when the 12th year of the program is reached. These estimates are based on revised figures provided by the Bureau of Revenue Services in 1999 as a result of the first few years' experience with the program and are higher than originally envisioned when the program was enacted. Some observers have pointed to the increased costs as an indication that the program has provided an even greater incentive toward economic development than originally estimated.

Some members of the Commission believe that reimbursement should not be available under the BETR program to retail businesses. They maintain that retail establishments will be developed if they are needed and that the state does not benefit overall from offering incentives because incentives only serve to divert business from existing (usually older, established, city center) businesses to new malls or strip development that have a negative impact on city centers and encourage sprawl. In addition, retail jobs are usually low wage jobs, offering few, if any, benefits.

Other Commission members believe that retail business participation in the BETR program underscores the essential fairness of extending BETR property tax relief and capital investment incentives to every company in Maine. Excluding some sectors of the economy based on non-capital investment criteria would not only be unfair, but it would also lead to a gradual erosion of eligibility for the program. Especially when Maine's economy remains in transition from manufacturing jobs to retail and service jobs, continued eligibility under the BETR program for retailers and other "new economy" businesses remains critical.

E. The municipal tax increment financing program should be evaluated with regard to its effectiveness as a municipal economic development tool and its impacts upon local and regional economies and the allocation of public funds.

1. Need for additional analysis

While municipal tax increment financing districts must be approved by the State Department of Economic and Community Development, their establishment and subsequent administration is essentially a municipal matter. Because MTIF may be used in a variety of ways to finance a broad spectrum of economic development and environmental improvement projects, every development program is unique. While some municipalities use MTIF to provide direct financial benefits to businesses, many others use the program for the financing of public improvements, either exclusively or in combination with business financing. The Department of Economic and Community Development does not have sufficient resources to monitor the performance of all of these municipal TIF development programs in a comprehensive and detailed manner. However, as part of its reporting requirements under 5 M.R.S.A. § 13070-L, the Department has gathered information from TIF municipalities on the status of those development programs that provided credit enhancement agreement financing to businesses in 1998 and 1999. Additionally, in 1999 the Bureau of Revenue Services began to gather information about sheltered property tax value in MTIF districts as part of the annual municipal valuation return process. It should be noted that

these information-gathering efforts have not yet generated sufficient historical data to allow for the meaningful analysis of the program's economic and public budget impacts, nor is the information closely audited.

In addition to the information currently being gathered by the Department of Economic and Community Development and Maine Revenue Services, the Commission believes that additional data is necessary in order to fully evaluate the MTIF program and its impacts at the local, regional and state levels.

2. Additional qualifications

Some members of the Commission believe that job and benefit conditions ought to be added to MTIF eligibility for the same reasons that they believe they should be added to the BETR program (see previous finding). Other members of the Commission believe that MTIF is clearly established as a locally determined and funded program, and that, within its current statutory limitations, local discretion should be maintained.

F. The Governor and Legislature should consider the potential for structural tax reform as an incentive for economic development.

Many members of the Commission, who otherwise disagree on specific policy recommendations concerning economic development incentives, find common ground in recognizing that structural tax reform is a much more effective vehicle for improving economic development incentives in Maine. The components of that structural tax reform are not agreed upon and are outside the jurisdiction of the Commission.

G. The Governor and Legislature should consider developing strategies to encourage regional planning and cooperation in economic development to counter the temptation for intrastate local competition. These strategies should also support regional growth management efforts designed to discourage the spreading out of development or "sprawl."

While there is considerable anecdotal evidence of municipalities offering competing incentive deals to attract businesses that might be considering locating in neighboring communities, it is difficult to pin down the extent or effect of that activity. Such competition has been described as "the race to the bottom" because it results in municipalities offering bigger incentives than are necessary to attract a business in order to out-bid a neighboring municipality. On a positive note, the

Commission notes that the cities of Lewiston and Auburn, and related economic development agencies, have established cooperative economic development protocols and tax increment financing policies to facilitate joint efforts and information sharing in attracting economic development to the Lewiston/Auburn area. The Commission recommends that the Governor, the Legislature and organizations representing municipalities consider ways of encouraging municipalities to cooperate regionally to attract and develop business locating and expansion. The Commission understands the value of local autonomy but believes that incentives for cooperation could result in state economic development policy that is more productive and less costly.

The Commission also finds that interlocal cooperation can be a powerful tool in managing growth at the regional level. The Commission recommends that the Administration and the Legislature further explore ways to create new or enhanced economic development incentives for regional municipal groupings which are seeking to channel development toward “growth areas” under their comprehensive planning process.

H. Some members of the commission support additional restrictions on economic development incentives.

In future deliberations, the Commission may examine elimination of the dual use of MTIF and BETR incentives, restrictions on the use of economic development incentives by retail establishments, restrictions on the use of MTIF where intermunicipal competition is evident, and restrictions on the use of economic development incentives by utilities, among other matters. It is also expected that the Commission will review proposals for expansion of existing EDIs, and the creation of new programs specifically designed to further assist Maine’s small business community. Many Commission members recognize that existing EDI programs do not effectively reach Maine’s entire small business community. Although the State is not without small business development programs, further expansion of EDIs for small business will constitute another topic of Commission debate in the future.

APPENDIX A

ECONOMIC DEVELOPMENT INCENTIVE COMMISSION

Members

Sen. Rochelle Pingree, Chair	Legislative member
Sen. S, Peter Mills	Legislative member
Rep. Kenneth Gagnon	Legislative member
Rep. Peter Cianchette	Legislative member
Michael Allen	Representing the State Tax Assessor
Alan Brigham	Representing the Commissioner of Economic and Community Development
Bruce Coggeshall	Appointed by the Governor
Christopher Hall	Appointed by the Governor
Christopher St. John	Appointed by the Speaker of the House of Representatives
Burt Wartell	Appointed by the President of the Senate
Hon. Lee Young Mayor of Auburn	Appointed by the Governor

APPENDIX B

TITLE 5
CHAPTER 383
Subchapter II

Article 6

**Return on Public Investment From Economic
Development Incentives**

5 § 13070-J. Employer reporting associated with eligibility for public subsidies and incentives

1. Definitions. As used in this article, unless the context otherwise indicates, the following terms have the following meanings.

- A. "Commission" means the Economic Development Incentive Commission established in section 12004-I, subsection 6-E. 1997, c. 761, §2 (new).]]
- B. "Commissioner" means the Commissioner of Economic and Community Development. [1997, c. 761, §2 (new).]
- C. "Department" means the Department of Economic and Community Development. [1997, c. 761, §2 (new).]
- D. "Economic development incentive" means:
 - (1) Assistance from Maine Quality Centers under Title 20-A, chapter 431-A;
 - (2) The Governor's Training Initiative Program under Title 26, chapter 25, subchapter IV;
 - (3) Municipal tax increment financing under Title 30-A, chapter 207;
 - (4) The jobs and investment tax credit under Title 36, section 5215;
 - (5) The research expense tax credit under Title 36, section 5219-K;
 - (6) Reimbursement for taxes paid on certain business property under Title 36, chapter 915; or
 - (7) Employment tax increment financing under Title 36, chapter 917. [1997, c. 761, §2 (new).]
- E. "Economic development proposal" means proposed legislation that establishes a new program or that expands an existing program that:
 - (1) Is intended to encourage significant business expansion or retention in the State; and
 - (2) Contains a tax expenditure, as defined in section 1664, or a budget expenditure with a cost that is estimated to exceed \$100,000 per year. [1999, c. 768]

[1997, c. 761, §2 (new).]

2. Disclosure. Each applicant for an economic development incentive described in subsection 1, paragraph D, subparagraphs (1) to (4) and (7) shall at a minimum identify in writing:

A. The public purpose that will be served by the employer through use of the economic development incentive and the specific uses to which the benefits will be put; and [1997, c. 761, §2 (new).]

B. The goals of the employer for the number, type and wage levels of jobs to be created or retained as a result of the economic development incentive received. [1997, c. 761, §2 (new).]

Applications filed under this subsection are public records for purposes of Title 1, chapter 13.

[1997, c. 761, §2 (new).]

3. Report. Annually, an employer receiving an economic development incentive, the value of which exceeds \$10,000 in one year, shall submit a written report to the commissioner no later than August 1st of the following year containing but not limited to the following information:

A. The amount of assistance received by the employer in the preceding year from each economic development incentive and the uses to which that assistance has been put; [1997, c. 761, §2 (new).]

B. The total amount of assistance received from all economic assistance programs; [1997, c. 761, §2 (new).]

C. The number, type and wage level of jobs created or retained as a result of an economic development incentive; [1997, c. 761, §2 (new).]

D. Current employment levels for the employer for all operations within the State, the number of employees in each job classification and the average wages and benefits for each classification; [1997, c. 761, §2 (new).]

E. Any changes in employment levels that have occurred over the preceding year; and [1997, c. 761, §2 (new).]

F. An assessment of how the employer has performed with respect to the public purpose identified in subsection 2, paragraph A, if applicable. [1997, c. 761, §2 (new).]

The department shall mail report forms by May 15th of each year to every employer required to file a report under this subsection. Reports filed under this subsection are public records for purposes of Title 1, chapter 13.

[1997, c. 761, §2 (new).]

4. Agency reports. The following agencies shall submit the following reports.

A. The State Tax Assessor shall submit a report by October 1st annually to the Legislature and the commission identifying the amount of public funds spent and the amount of revenues foregone as the result of economic

development incentives. The report must identify the amount of the economic development incentives under the jurisdiction of the Bureau of Revenue Services received by each employer to the extent permitted under Title 36, section 191 and other provisions of law concerning the confidentiality of information. [1997, c. 761, §2 (new).]

B. The Commissioner of Labor shall report by October 1st annually to the Legislature and the commission on the amount of public funds spent on workforce development and training programs directly benefiting businesses in the State. The report must identify the amount of economic development incentives under the jurisdiction of the Department of Labor received by each employer and the public benefit resulting from those economic development incentives. [1997, c. 761, §2 (new).]

C. The Maine Technical College System shall report by October 1st annually to the Legislature and the commission on the amount of public funds spent on job training programs directly benefiting businesses in the State. The report must identify the amount of economic development incentives under the jurisdiction of the system received by each employer and the public benefit resulting from those economic development incentives. [1997, c. 761, §2 (new).]

D. The department shall report by October 1st annually to the Legislature and the commission on the amount of public funds spent for the direct benefit of businesses in the State under municipal tax increment financing, employment tax increment financing and the Governor's training initiative. The report must identify the amount of economic development incentives under the jurisdiction of the department received by each employer and the public benefit resulting from those economic development incentives. [1997, c. 761, §2 (new).]

E. The department shall report by October 1st annually to the State Tax Assessor a listing of employers that have failed to submit reports required under subsection 3. The report must document that each employer included in the report was provided with reasonable official notification of its noncompliance and that its failure to submit the required report within 30 days would result in the withholding and potential forfeiture of reimbursements for which the employer may be eligible under Title 36, chapter 915. The notification must be in the form of a letter posted by certified mail before August 15th of the reporting year. If the department subsequently receives a report from the employer, the department shall so notify the State Tax Assessor.

F. Prior to any forfeiture of benefits under Title 36, section 6652, subsection 3, the department shall make a written determination that the report required by subsection 3 either has not been received or is not in an acceptable form. A copy of that written determination, including the reasons for the determination, must be mailed to the claimant by certified mail. The determination made by the department constitutes final agency

action that is subject to review by the Superior Court in accordance with the Maine Administrative Procedure Act, except that sections 11006 and 11007 do not apply. The Superior Court shall conduct a de novo hearing and make a de novo determination as to whether the claimant has filed a report in substantial compliance with this section. The Superior Court shall make its own determination as to all questions of fact and law. The Superior Court shall enter such orders and decrees as the case may require. In the event that the department's determination is appealed to Superior Court pursuant to this paragraph, forfeiture of the claimant's right to receive reimbursement of taxes under Title 36, chapter 915 may not occur unless the Superior Court, subject to any appeal to the Law Court, finds that the claimant had not substantially complied with the reporting requirements of this section.

[1997, c. 761, §2 (new).]

[1999, c. 768]

5. Rules. Rules adopted by the commissioner under this section are routine technical rules as defined in chapter 375, subchapter II-A.

[1997, c. 761, §2 (new);.1999,c. 790]

Section History:

1997, c. 761, § 2 (NEW).

5 § 13070-K. Economic development incentive contract

If the commissioner enters into a contractual relationship with an employer regarding the provision of an economic development incentive in return for the employer's agreement to locate, expand or retain its facilities in the State, that contract must contain a statement of the State's expected public benefit from its investment of public funds. 1997, c. 761, §2 (new).]]

Section History:

1997, c. 761, § 2 (NEW).

5 § 13070-L. Economic Development Incentive Commission

The Economic Development Incentive Commission, established in section 12004-I, subsection 6-E is created to review and advise the commissioner and the Legislature on public benefits derived from economic development incentives provided to employers. 1997, c. 761, §2 (new).]]

1. Membership. The commission consists of 11 members appointed as follows:

- A. Two members of the Senate appointed by the President of the Senate, at least one of whom is a member of the minority party; [1997, c. 761, §2 (new).]
- B. Two members of the House of Representatives appointed by the Speaker of the House, at least one of whom is a member of the minority party; [1997, c. 761, §2 (new).]
- C. The commissioner, or the commissioner's designee, appointed by the Governor; [1997, c. 761, §2 (new).]
- D. The State Tax Assessor, or the State Tax Assessor's designee, appointed by the Governor; and [1997, c. 761, §2 (new).]
- E. Five members of the public, appointed as follows: one member by the President of the Senate; one member by the Speaker of the House; and 3 members by the Governor. [1997, c. 761, §2 (new).]

[1997, c. 761, §2 (new).]

2. Appointments; first meeting. Appointments of the first members of the commission must be made by August 1, 1998. The State Tax Assessor or the State Tax Assessor's designee shall convene the first meeting of the commission by September 30, 1998.

[1997, c. 761, §2 (new).]

3. Terms; vacancies. Terms of the 5 public members are for 3 years, except that for those members first appointed, terms expire on October 1, 2001. Vacancies must be filled for the remainder of the term in the same manner as the original appointment. Nonpublic members serve at the pleasure of the appointing authority or until their term of office or employment that qualified them for appointment ends. A quorum of the commission is 6 members and the affirmative vote of at least 6 members of the commission is necessary to conduct business. Each year the members shall select a chair from among the members.

[1997, c. 761, §2 (new).]

4. Duties. The commission has the following duties:

- A. Gathering information pertaining to economic development incentives provided in the State and analyzing the effectiveness of those incentives relative to alternative public investment opportunities; [1997, c. 761, §2 (new).]
- B. Making recommendations to the commissioner on additional economic development incentives that should be included in section 13070-J, subsection 1; [1997, c. 761, §2 (new).]
- C. Examining and making recommendations to the Legislature concerning whether economic development incentives are being used by employers to

relocate employees outside the State or to encourage intercommunity competition for development projects; [1997, c. 761, §2 (new).]

D. Reviewing every 2 years economic development incentives provided to employers including the effect of all business-related grants, subsidies, tax exemptions, tax credits and tax abatements made under state law on the aggregate number of jobs created, the cost to taxpayers per job created and the wages paid in those jobs; and making recommendations to the Legislature concerning the public benefit to be gained and the feasibility of applying the wage and benefit standards of Title 36, chapter 917 to other economic development incentives; [1997, c. 761, §2 (new).]

E. Reporting biannually to the Legislature, the Governor and the commissioner on the rate of return to the State on its economic development incentives as determined by the commission; and [1997, c. 761, §2 (new).]

F. Examining whether economic incentive programs inhibit competition or provide preferential treatment to private employers and making recommendations to the Governor and the Legislature for improvement in the purpose, award criteria, administration, accountability and enforcement of economic development incentive programs. [1997, c. 761, §2 (new).]

[1997, c. 761, §2 (new).]

5. Staffing. The Office of Fiscal and Program Review shall provide staff assistance to the commission.

[1997, c. 761, §2 (new).]

Section History:
1997, c. 761, § 2 (NEW).

5 § 13070-M. Repeal

This article is repealed August 1, 2002. 1997, c. 761, §2 (new).]]

Section History:
1997, c. 761, § 2 (NEW).

§13070-O. Evaluation of economic development proposals

1. Criteria. An economic development proposal must:

A. Have a program name that accurately describes the nature of the program;

B. Have specific stated objectives, such as the number of jobs to be created or retained, the wage levels and benefits associated with those jobs or a project with significant value to the State or a community within the State;

C. Specify a method to measure whether the objectives of the program have been met;

D. Require that a business that receives benefits under the program report on the use of the benefits received;

E. Require that the appropriate joint standing committee of the Legislature review the program at specific and regular intervals;

F. Provide incentives for a business to meet objectives of the program and, when incentives are provided in anticipation of contractual performance, penalties for a business that does not meet the objectives of the program; and

G. Provide a cost analysis of the program based on at least a 10-year period.

2. Review of criteria. The department shall review each economic development proposal and any information relevant to the proposal and shall report to the joint standing committee of the Legislature having jurisdiction over the proposal on the extent to which the proposal meets the criteria specified in subsection 1.

[1999 c. 768]

Sec. 6. 36 MRSA §6652, sub-§3 is enacted to read:

3. Withholding for failure to report. Provided that the Department of Economic and Community Development has complied with the notice requirements of Title 5, section 13070-J, subsection 4, paragraph E and the notice required by that provision has been received by the claimant, the State Tax Assessor shall withhold reimbursement under this chapter for a claimant listed by the department pursuant to Title 5, section 13070-J, subsection 4, paragraph E as failing to submit the reports required by Title 5, section 13070-J, subsection 3 and who, as of the date of the claim for which payment is being withheld, has failed to submit a report that has become due. Upon notification by the department of its receipt of the required report in an acceptable form, the State Tax Assessor shall make the payment that was withheld. The right to receive payment is forfeited if the overdue report is not received in an acceptable form by the department within 180 days following the date the claim for reimbursement was filed, except that a forfeiture may not occur unless and until the following requirements have been satisfied:

A. The assessor has notified the Department of Economic and Community Development, at least 60 days prior to the expiration of the 180 day period, of the date on which that 180 day period will expire;

B. The Department of Economic and Community Development has notified the claimant in writing by certified mail within 15 days of receiving the assessor's notice that the department has made a determination under Title 5, section 13070-J, subsection 4, paragraph F that the report filed by the claimant has not been received or is in unacceptable form and that the right to reimbursement is subject to forfeiture if a report in acceptable form is not filed within 180 days following the date the claim for reimbursement was filed; and

C. The claimant has either not appealed the determination of the Department of Economic and Community Development to Superior Court within 30 days of receipt by the claimant of the written determination in accordance with Title 5, section 13070-J, subsection 4, paragraph F or the claimant has appealed and the department's determination has been upheld on appeal.

[1999 c. 768]

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APPENDIX C

ECONOMIC DEVELOPMENT INCENTIVE COMMISSION

Summary of information contained in agency reports covering calendar year 1999

Agency/ Program	Amount received per business	Businesses receiving more than \$10,000 from a single incentive									
		Number of Jobs created	Number of Jobs retained	Wage level of jobs created	Average wages	Benefits provided	Capital investment	Training investment	Total FT/PT employment levels	Anecdotal impact	Other
businesses required to report on form	X	X	X	X	X	X	X	X	X	X	
DECD											
ETIF	\$20,048	225			\$34,026	Yes (required)	\$48,744,558	\$342,339	X		
MTIF ¹	X	X			X	X	X	X	X		
DOL											
GTI	\$38,348	1,675 (planned)	5,147	\$11.52 created \$14.30 retained							
MTCS											
MQC	\$16,382 (ave) \$26,982 (mean)	1,106		\$10.16							\$186.6 M private capital investment
BRS											
JITC*	\$14,065 s										
RETC*	\$62,517										
BETR ²	X										

* 1997 tax year (most recent tax year for which complete information is available). Information is available for corporations only.

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¹ Agency report includes wage, job and benefit information for businesses that provided the information. Data has not been totalled or averaged.

² Agency report includes BETR payments. Data has not been totaled on averaged.

Maine Department of Economic and Community Development



Agency Report - 1999

The 119th Maine Legislature and the
Economic Development Incentive Commission

Employment Tax Increment Financing and
Municipal Tax Increment Financing

May 1, 2000

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I. BACKGROUND

A. Statute. On April 16, 1998, "An Act to Encourage Accountability and Return on Investment for Maine Taxpayers from Economic Development Initiatives" was signed into law (see 5 MRSA §13070-J). The statute covers certain economic development incentive programs managed by the Department of Economic and Community Development ("the department") and three other state agencies.

B. Report Required. 5 MRSA §13070-J(4)(D): "The department shall report by May 1st annually to the Legislature and the commission on the amount of public funds spent for the direct benefit of businesses in the State under municipal tax increment financing, employment tax increment financing and the Governor's training initiative. The report must identify the amount of economic development incentives under the jurisdiction of the department received by each employer and the public benefit resulting from those economic development incentives."

C. Program Management. The department administers Employment Tax Increment Financing, and Municipal Tax Increment Financing, and, with the Maine Department of Labor (DOL), jointly manages the Governor's Training Initiative (GTI). DOL has prepared the 1999 agency report for GTI.

II. PROGRAMS

A. Employment Tax Increment Financing (ETIF). ETIF is a state economic development tool available to assist in the financing of business investment projects that create quality jobs in Maine. A company must indicate that its expansion project needs ETIF in order to proceed. Standards for quality jobs include wages that exceed the average per capita county income, and access to group health insurance, and a qualified retirement program. A qualified business is one that creates quality jobs for a minimum of 15 net new employees within a two year period.

The company withholds state income taxes for all employees and remits them to the state as it normally would. The state provides annual financing assistance (up to ten years) to the business through a partial reimbursement of those income taxes withheld from the company's qualified employees. Reimbursement rates can be as high as 75% depending on the severity of the labor market unemployment rate.

During the calendar year 1999 report period (January 1, 1999 – December 31, 1999), eight companies were reimbursed state income taxes for participation in the ETIF program.

B. Municipal Tax Increment Financing (TIF). TIF is a local economic development tool that permits a municipality to use all or a portion of the new property taxes that result from an investment project within a designated district to assist in that project's financing, or for other local economic development purposes. In general, the district's property tax increment may be used to directly pay for eligible project costs, often by retiring community debt from bonds issued, or business debt from loans secured.

Bonds may be issued for up to 20 years, while TIF districts may be designated for up to 30 years. The designation of a TIF district requires a public hearing and a majority vote of the municipal legislative body. The department is responsible for reviewing all TIF proposals for statutory compliance, and issuing a letter of approval formally designating the TIF district.

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During calendar year 1999 (January 1, 1999 – December 31, 1999), municipalities reported that they had reimbursed TIF revenues to sixty-six companies.

III. AGENCY REPORT

A. ETIF: Amount Received by Each Employer. As mentioned earlier, during calendar year 1999, eight employers received reimbursement of state income taxes under the ETIF program. They are listed by business name, primary location and reimbursement amount.

Name	Location	Amount
1. Atlantic Custom Processors	Fort Fairfield	\$6,550
2. DuraStone Inc.	South Portland	\$5,307
3. Formtek, Inc. (fka Cooper-Weymouth, Petersen)	Clinton	\$31,816
4. The Foreside Company (aka Foreside Management)	Gorham	\$7,301
5. New Balance Athletic Shoe	Norway	\$7,407
6. Oxford Aviation	Oxford	\$4,118
7. Perrier Group of America (dba Poland Spring Water Co.)	Poland	\$59,463
8. Steag HomeTech, Inc. (fka First Light Technology)	Saco	\$38,422

B. TIF: Amount Received by Each Employer. During calendar year 1999, sixty-six employers* received reimbursement of local property taxes from municipalities under the TIF program. They are listed by business name, primary location and reimbursement amount.

Name	Location	Amount
1. 10-16-63 Corporation (aka The Highlands)	Topsham	\$95,112
2. Acadia Insurance	Westbrook	\$69,788
3. Atlantic Precision Products	Biddeford	\$42,319
4. Auto Europe	Portland	\$62,404
5. BankBoston	South Portland	\$41,063
6. Bouchard Ice Arena (aka T.J. Ryan)	Brewer	\$12,000
7. Brewer Automotive Components	Brewer	\$112,728
8. Casco Bay Energy (Maine Independence Station)	Veazie	\$290,500
9. Central City Sheet Metal	Brewer	\$10,900
10. Champion International	Bucksport	\$56,954
11. CR Associates (aka 110 Main Street Corp.)	Saco	\$25,297
12. Crowe Rope Industries	Winslow	\$119,691
13. D&G Machine Products	Westbrook	\$32,756
14. DeLorme Publishing	Yarmouth	\$118,775
15. The Dingley Press	Lisbon	\$40,606
16. Display Concepts	Ellsworth	\$7,141
17. Dyke Associates	Windham	\$4,015
18. Edwards Systems Technology	Pittsfield	\$92,554
19. Fairchild Semiconductor	South Portland	\$487,352
20. Fairgrounds Realty	Lewiston	\$2,750
21. First Settler's Lodge	Weston	\$5,376
22. The Foreside Company (aka Foreside Management)	Gorham	\$19,467

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23. Formtek, Inc. (fka Cooper-Weymouth, Petersen)	Clinton	\$25,773
24. Franklin Printing	Farmington	\$6,991
25. GE Power Systems	Bangor	\$758,470
26. Georgia-Pacific	Baileyville	\$168,586
27. Goold-Bindley Western	Westbrook	\$22,013
28. Gushee Enterprises	Gorham	\$6,092
29. Hinckley Corp.	Ellsworth	\$8,053
30. Hussey Seating	North Berwick	\$5,835
31. Interface Interior Fabrics (aka Guilford of Maine)	Guilford	\$311,174
32. International Paper	Jay	\$1,860,621
33. Lanco Assembly	Westbrook	\$22,600
34. Land Air Express	Pittsfield	\$7,837
35. Lemforder Corporation	Brewer	\$215,322
36. L&L Bean	Freeport	\$131,239
37. M&M Associates	Oakland	\$8,983
38. M-36 Associates	Gray	\$51,084
39. Madison Paper	Madison	\$165,249
40. The Maine Woods Company	Portage Lake	\$118,300
41. McCain Foods	Easton	\$83,369
42. MEGA Industries	Gorham	\$18,566
43. Millrock, Inc.	Sanford	\$25,250
44. National Semiconductor	South Portland	\$4,737,947
45. New England Public Warehouse	Mechanic Falls	\$13,749
46. Nichols-Portland	Portland	\$99,423
47. Penmor Lithographers	Lewiston	\$4,750
48. Pittsfield Woolen Yarns	Pittsfield	\$12,399
49. Pratt & Whitney	North Berwick	\$339,858
50. Rainbow Rugs	Sanford	\$68,454
51. Shape, Inc.	Kennebunk	\$36,718
52. Shipyard Brewing	Portland	\$85,859
53. Smith & Wesson	Houlton	\$38,354
54. Southern Container	Westbrook	\$50,121
55. Specialty Minerals	Madison	\$49,018
56. SR Weiner & Associates	Augusta	\$285,000
57. Steag Home Tech, Inc.	Saco	\$12,979
58. Sysco Food Services	Portland	\$36,586
59. Tambrands, Inc.	Auburn	\$326,104
60. Transformat	Gorham	\$4,749
61. Transparent Audio	Saco	\$2,156
62. US Felt Manufacturing	Sanford	\$34,373
63. Van Baalen (dba Nautica Enterprises)	Rockland	\$363,321
64. Village Candle	Topsham	\$13,227
65. Volk Packaging	Biddeford	\$104,653
66. Wausau Paper	Jay/Livermore	\$174,021

**Note that all are included as "employers" even though several businesses are developers only, and do not have Maine employees. These include CR Associates, Dyke Associates, M&M Associates, M-36 Associates, and SR Weiner & Associates.*

C. ETIF: Public Benefit from Incentives. ETIF is a quality job creation program. The chart below, (derived from reports submitted by ETIF employers that received more than \$10,000 in calendar year 1999), provides examples of the public benefit resulting from this economic development incentive. These include: employment levels in 1998 and 1999, the average wages paid, employee access to health and retirement benefits (HRB), jobs created because of the incentive (JC), capital investments (CI), and training investments (TI).

NA = Not Applicable (employer received less than \$10,000; not required to file a report).

Name	1998	1999	Av. Wage	HRB	JC	CI	TI
Atlantic Custom	NA	NA	NA	NA	NA	NA	NA
DuraStone Inc.	NA	NA	NA	NA	NA	NA	NA
Formtek, Inc.	178	167	\$29,909	Yes	80	\$425,000	---
Foreside Company	NA	NA	NA	NA	NA	NA	NA
New Balance	NA	NA	NA	NA	NA	NA	NA
Oxford Aviation	NA	NA	NA	NA	NA	NA	NA
Perrier Group	331	455	\$35,800	Yes	124	\$48,000,000	\$58,000
Steag, Inc.	102	123	\$39,244	Yes	21	\$319,558	\$294,399

D. TIF: Public Benefit from Incentives. TIF is a program designed to encourage business investments, since no funds can be reimbursed to companies until first, considerable investments are made in personal property and real estate resulting in an increase in overall municipal valuation, and second, taxes are paid by the business on the new value. The chart below, (derived from reports submitted by TIF employers that received more than \$10,000 in calendar year 1999), provides examples of the public benefit resulting from the TIF economic development incentive. These include: employment levels in 1998-1999, the average wages paid, employee access to health and retirement benefits (HRB), jobs created due to the incentive (JC), and capital investments (CI), and training investments (TI) made during '99.

ANP = Average Not Provided (a salary range was filed; an average wage was not).

INF = Information Not Filed (employer filed a report; data item not provided).

NA = Not Applicable (employer received less than \$10,000; not required to file a report).

NME = Not Maine Employer (developer filed a report; employment items not applicable).

RNF = Report Not Filed (employer received more than \$10,000; not yet filed a report).

Name	1998	1999	Av. Wage	HRB	JC	CI	TI
10-16-63 Corp.	RNF	RNF	RNF	RNF	RNF	RNF	RNF
Acadia Insurance	239	212	INF	Yes	---	\$430,746	---
Atlantic Precision	71	82	\$34,122	Yes	15	\$708,015	\$45,634
Auto Europe	236	241	\$28,494	Yes	10	---	\$255,000
BankBoston	75	75	\$30,989	Yes	---	---	---
Bouchard Ice Arena	INF	INF	INF	INF	4	---	---
Brewer Automotive	93	89	\$27,641	Yes	38	\$584,000	\$50,000
Casco Bay Energy	0	18	\$46,222	Yes	18	\$140,000,000	\$400,000
Central Metal	RNF	RNF	RNF	RNF	RNF	RNF	RNF
Champion	1394	1396	\$53,463	Yes	---	\$27,500,000	\$2,500,000
CR Associates	NME	NME	NME	NME	NME	---	---
Crowe Rope	326	315	INF	Yes	---	---	---
D&G Machine	106	121	\$35,356	INF	15	\$2,898,918	\$222,971

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Department of Economic and Community Development
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<i>ANP = Average Not Provided (a salary range was filed; an average wage was not).</i>							
<i>INF = Information Not Filed (employer filed a report; data item not provided).</i>							
<i>NA = Not Applicable (employer received less than \$10,000; not required to file a report).</i>							
<i>NME = Not Maine Employer (developer filed a report; employment items not applicable).</i>							
<i>RNF = Report Not Filed (employer received more than \$10,000; not yet filed a report).</i>							
DeLorme	221	230	\$41,328	Yes	37	\$762,000	\$117,600
Dingley Press	265	365	ANP	Yes	---	\$19,359,374	\$28,821
Display Concepts	NA	NA	NA	NA	NA	NA	NA
Dyke Associates	NA	NA	NA	NA	NA	NA	NA
Edwards Systems	364	425	\$23,480	Yes	61	\$3,145,000	\$150,000
Fairchild	1052	1303	\$46,969	Yes	251	\$32,235,000	\$2,252,800
Fairgrounds	NA	NA	NA	NA	NA	NA	NA
First Settler's	NA	NA	NA	NA	NA	NA	NA
Foreside Company	133	142	\$27,187	Yes	48	\$5,770,000	\$350,000
Formtek, Inc.	178	167	\$29,909	Yes	80	\$425,000	---
Franklin Printing	NA	NA	NA	NA	NA	NA	NA
GE Power Systems	460	477	\$41,122	Yes	---	\$4,405,000	\$403,000
Georgia-Pacific	563	560	\$45,895	Yes	---	\$6,026,396	\$655,947
Goold-Bindley	108	114	\$27,632	Yes	14	\$7,500,000	\$33,600
Gushee Enterprises	NA	NA	NA	NA	NA	NA	NA
Hinckley Corp.	NA	NA	NA	NA	NA	NA	NA
Hussey Seating	NA	NA	NA	NA	NA	NA	NA
Interface Fabrics	719	626	INF	INF	---	\$3,321,000	\$750,000
International Paper	1250	1220	\$51,140	Yes	8	\$8,501,000	\$1,500,000
Lanco Assembly	70	72	\$44,875	Yes	---	\$236,456	\$23,573
Land Air Express	NA	NA	NA	NA	NA	NA	NA
Lemforder	360	380	\$28,233	Yes	100	\$8,224,101	\$91,076
LL Bean	4145	4185	\$26,878	Yes	---	\$13,600,000	---
M&M Associates	NA	NA	NA	NA	NA	NA	NA
M-36 Associates	NME	NME	NME	NME	NME	\$3,270,659	---
Madison Paper	279	279	\$54,182	Yes	---	\$6,880,606	\$350,000
Maine Woods	2	48	\$25,011	Yes	47	\$19,100,000	\$1,007,400
McCain Foods	592	625	\$20,805	Yes	68	\$70,000,000	\$1,988,000
MEGA Industries	33	36	\$34,390	Yes	8	\$100,059	---
Millrock, Inc.	105	107	\$31,070	Yes	10	\$230,418	\$15,967
National Semi.	582	598	\$50,671	Yes	22	\$51,767,442	\$548,820
NE Warehouse	43	91	\$21,886	Yes	22	\$1,030,000	\$12,761
Nichols-Portland	610	625	INF	Yes	150	\$5,533,422	\$379,575
Penmor	NA	NA	NA	NA	NA	NA	NA
Pittsfield Yarns	21	50	\$19,333	Yes	27	\$708,750	\$89,856
Pratt & Whitney	1641	1571	\$41,658	Yes	---	\$10,898,000	\$525,858
Rainbow Rugs	97	83	\$17,102	INF	---	\$2,327,804	---
Shape, Inc.	324	252	INF	Yes	---	---	---
Shipyards Brewing	22	21	INF	Yes	36	\$98,996	---
Smith & Wesson	71	72	\$19,032	Yes	5	---	\$11,888
Southern Container	RNF	RNF	RNF	RNF	RNF	RNF	RNF
Specialty Minerals	21	21	\$35,714	Yes	---	\$60,000	---
SR Weiner	NME	NME	NME	NME	NME	---	---

Employer Comments – EDIR99

Tax Increment Financing

1. 10-16-63 (Highlands) - Topsham

Employer Comments: The significant expansion of The Highlands Retirement Community in Topsham could not have happened without the financial assistance by the TIF. (The ROI was) probably around 5-6% during 1999, but there will be some future benefits accruing.

2. Acadia Insurance Co. - Westbrook

Employer Comments: None

3. Atlantic Precision Products - Biddeford

Employer Comments: The incentives have made it easier to justify and convince corporate which is out of state to see the commitment of Maine to business and continue to invest.

We have created numerous quality jobs and invested over 4 million dollars in new equipment!

4. Auto Europe - Portland

Employer Comments: Attachment included extensive listing of "some information that was not requested but may have more relevance...." This included a history of assessed value, payroll and real and personal property.

5. BankBoston - South Portland

Employer Comments: The incentives help lower the Bank's occupancy expense at this facility which enables us to remain competitive on a national basis. We are not able to break out the components to calculate an ROI, and have no specific suggestions for improvements in the programs.

6. Bindley Western - Westbrook

Employer Comments: Incentives granted by the city of Westbrook and the state of Maine played a critical role in Bindley Western's decision to consolidate and relocate its operation in New England.

7. Bouchard Ice Arena - Brewer

Employer Comments: Business would not have started without TIF.

8. Brewer Automotive Components - Brewer

Employer Comments: BAC has not applied for any incentive program such as GTI during 1999. However we have benefited from the BETR and TIF programs offered by the state and local governments. These programs have a significant effect on our company which helps us stay more competitive on a global and domestic level. If the programs were to go away, it would be one

Employer Comments – EDIR99

less argument to justify to our shareholder who sits in Germany and Japan on why we would like to continue to manufacture in ME. In addition, our customer incurs approximately 750,000-1,000,000 in added shipping costs which the BETR and TIF programs help to offset. However more programs will be needed in future success.

Generally including the BETR and TIF programs BAC was able to achieve an ROI of approximately 16-19% before taxes on its total product group. It should be noted that we purchase a significant amount of material from Japan which we have been unable to localize to date. Therefore this plays a dramatic role on our ROI. For example at an exchange rate of 108 BAC breaks even or allows investments based on eight year program. Point is last year was exceptional.

TIF program is excellent - no changes in process. Both programs could speed up payment process to process claims within 3 months vs 6 months. Also, since BAC is still at a significant disadvantage logistically speaking, I would like to see a program developed to help BAC find cheaper ways to ship our products to our customers, suppliers, etc. We are fairly competitive in our market place until shipping costs are normally considered. See last years report for detail sent.

BAC has accomplished its internal goals as outlined in our public assistance programs. These programs are very important for the continued success of manufacturing in ME by BAC. It is becoming harder and harder to stay competitive globally and we are always looking for ways to cut our costs. However, programs such as the GTI, BETR and TIFs help the management of BAC defend manufacturing in ME to our shareholders and customers. If these programs go away, future decisions will be much more difficult for us to defend. Currently we are in process of spending 2-3 million dollars this year for new business opportunity. This will create 10-12 new jobs and increase our sales 7,000,000 annually. If the BETR and TIF go away this business could be relocated relatively easy to Tennessee area which is closer to our customers.

9. Casco Bay Energy Company - Veazie

Employer Comments: Getting the TIF was an important factor in selecting this site.

Still in the construction phase.

Seems to be working well.

10. Central Sheet Metal – Brewer

Employer Comments – EDIR99

Report not yet filed.

11. Champion International Corporation - Bucksport

Employer Comments: Maine is at a disadvantage in that some states and countries help make capital investment more appealing by not taxing manufacturing investment. In other words, equipment installed in other states cost the corporation less and earns the corporation more. Without Maine's economic tax incentives, it is even more difficult to show a competitive economic return on investment dollars spent in Maine.

The incentives offered by the State of Maine give us the opportunity to show that our state is interested in attracting capital and willing to support businesses that support the local economy. The incentives allow local mill officials the opportunity to show corporate decision makers that capital dollars can be expended in Maine and still provide a return to shareholders. These state incentives are invaluable to the Maine operations' ability to be successful into the future and instrumental to maintaining the high paying, good benefit positions provided by Champion mills in Maine.

Champion is the largest employer in Hancock County with more than 1400 employees and spends more than \$83 million in wages and benefits. In Maine, Champion also spends \$134 million on supplies and services each year in more than 200 towns in all parts of our state.

The average wage level and employer paid benefits does NOT reflect variable pay such as "Gainsharing" paid to employees. Gainsharing payments to Bucksport mill employees amounted to 4.3% of salaries and wages paid in 1999.

12. CR Associates - Saco

Employer Comments: Project completed 10+ years ago - TIF proceeds assigned by agreement 7 years ago. This payment is for infrastructure: work completed about 9-10 years ago. At that time the public objectives were met, (2) 110 Main Street Corp is not now active and ceased doing business as of 12/31/99.

13. Crowe Rope Industries - Winslow

Employer Comments: None

14. D & G Machine Products - Westbrook

Employer Comments: We compete against companies all over the world. These programs help level the playing field to keep us competitive.

15. DeLorme Publishing - Yarmouth

Employer Comments – EDIR99

Employer Comments: The program assisted with DeLorme's ability to relocate from Freeport to Yarmouth. This also allowed DeLorme to stay in Maine and have the presence and ability to effectively recruit and train a capable technology workforce.

16. The Dingley Press - Lisbon

Employer Comments: The training from the Maine Quality Centers will take place in March 2000 and forward. We are anticipating expanding the skills and knowledge of those employees in leadership positions.

17. Edwards Systems Technology - Pittsfield

Employer Comments: Reduce rework in panel business unit; transition from MIS system to new BAAN system.

EST would have incurred over \$500K in rework cost without training dollars made available through the Maine Quality Center and the GTI programs.

Reduce the amount of paperwork in the process.

EST has created sixty new jobs and trained more than 125 EST and Manpower employees in SMT, fine pitch, and through hole soldering.

18. Fairchild Semiconductor - South Portland

Employer Comments: Economic incentives have had a well-documented and positive impact on Fairchild Semiconductor and our employees in South Portland, Maine over the past year. Incentives such as the BETR and the South Portland TIF allow Fairchild's South Portland plant to invest significantly in plant and equipment in South Portland to maintain its cost competitive manufacturing and compete globally. This ability to be cost competitive and install modern equipment at the South Portland plant promotes continued growth at the facility by attracting transfers of new technologies and manufacturing capacity from other Fairfield facilities. For example, we recently closed a facility in Mountain View, California and moved that capacity to South Portland. In addition, we initiated a new \$8.1 million investment in our "epitaxy" process (see attached article). As a result, we will transfer manufacturing volume from our capacity-constrained South Korean plant. All this is possible because the South Portland operation is cost-competitive.

Overall return on investment on all incentives received is difficult to measure in exact dollars. However, the continued growth of the South Portland facility, as evidenced by the jobs created in 1999, supports the sites' competitive cost structure, which is assisted by the state's effective economic incentives. The Maine State Planning Office has calculated the regional

Employer Comments – EDIR99

economic impact - or multiplier effect - of Fairchild's South Portland facility, which ended 1999 with 1,308 employees. The SPO data indicate that Fairchild's economic impact supports 3,408 additional jobs in the region. This is additional employment in the retail, service, wholesale and construction industry that in turn produces personal income and sales tax revenue for the state, as well as significant local property tax revenues.

Specific improvements might be for the state to fully fund the BETR program as part of its annual budget and not restrict or limit the program to the manufacturing sector.

The BETR program, as well as any incentives should focus on the goal of attracting capital investment to keep Maine's plants competitive. Investment allows jobs to be created and maintained. Tying incentives to a number of jobs as opposed to using incentives to encourage installation of equipment and new investments is not the way to encourage economic growth.

19. The Foreside Company - Gorham

Employer Comments: In 1999, the Foreside Company received funds from both the Governor's Training Initiative and the Employment Tax Increment Financing program. The GTI funds were used to provide both internal and external training for new hires. These funds supplemented our corporate training funds and provided necessary and beneficial training to employees throughout our company. GTI funds have also been a catalyst for other training within our company. GTI funds have been and will continue to be an important part of our employee development initiative. The ETIF program helped us fund the construction of a 108,000 sq. ft. State-of-the-art warehouse facility in Gorham. This warehouse has helped facilitate our growth in 1999 and has created many new full time regular employment opportunities for families in Southern Maine.

The \$17,000 received in 1999 from our GTI grant led to overall spending of over \$350,000 in internal and external training for both new and existing employees. This level of training was critical to the attainment of our 1999 goals which included the acquisition of Janice Girardi Design, the building of a new warehouse in Gorham, Maine. The ETIF funds were part of our \$3,000 warehouse funding package.

The Foreside Company has been involved with the GTI program over the last several years. This program has become an important component in all of our company wide training. While our training costs have escalated, GTI funds have generally remained the same. We would recommend additional funding to the GTI program

Employer Comments – EDIR99

The Foreside Company has created many new full time regular jobs in our Southern Maine community. In addition to new jobs we continue to maintain a workforce well over 100 employees that has gained new skills necessary to compete in a global economy. These are well paying jobs with benefits and growth potential. In the summer of 1999 we moved into our new 108,000-sq. ft. state-of-the-art warehouse. This type of construction project demonstrates our commitment to our employees and families in Southern Maine.

20. Formtek, Inc (f/k/a Cooper-Weymouth) - Clinton

Employer Comments: They have been helpful in creating and maintaining jobs and continued capital investments.

These incentives were helpful in remaining competitive and profitable.

Again this year I would like to comment that the report as constricted (annual) is of little value in determining the return that is received by the State of Maine for its investments through the use of incentives. The true picture can only be seen by establishing a base line of data on the date which the programs began. For examples our program began in 1996 although not finalized and approved until 1997. Since the beginning of the program we have added approximately 80 full-time jobs and our capital investment to date is near 4 million dollars. It is important to note that our current total employment of 167 should be at approximate 190 to support the current business level. We like many other companies are unable to obtain sufficient skilled employees to support our needs.

21. Georgia Pacific Corporation - Baileyville

Employer Comments: Property taxes for our facility in Maine are the highest cost of all of Georgia Pacific 15 pulp and paper mills across the country. The BETR and TIF programs enable our facility to have a better chance of competing for investment dollars with our other Georgia Pacific mills. The incentives have also helped the mill maintain its employment levels and not be forced to shut down either the paper or pulp machines in 1999.

ROI of 5%.

BETR and TIF programs are good programs because they attract investment to the State of Maine. More of these types of incentives to grow business in the State of Maine are needed to maintain a viable operation.

22. GE Power Systems - Bangor

Employer Comments: The BETR and TIF incentives that we receive are essential in maintaining a cost structure that is aligned with our other operations in GE's Power Systems division. These incentives have made

Employer Comments – EDIR99

substantial equipment investment in the Bangor plant possible that otherwise would have been allocated to other locations (that are not burdened by personal property taxes on production assets). GE Bangor has a highly skilled workforce with one of the highest wage structures in the area. Continual investment in equipment is necessary to allow for productivity gains required to compete without lower wage structure locations (i.e. Monterrey, Mexico) and in the global marketplace. These incentives must be in place for the life of the investment to yield the return required by the corporation to secure funding and maintain our presence in Bangor.

The incentives we received in 1999 (and the expectation of future incentives) helped secure \$4.4 million in funding for capital investment in the GE Bangor plant. A large portion of investment was to support a manufacturing transfer of new product lines from our Schenectady operation. The result of this work transfer was employment stability for the Bangor plant.

The BETR and TIF programs are necessary to sustain/increase the rate of economic development in Maine. The risk of legislation designed to reduce or eliminate these programs inhibits new investment and is detrimental to Maine's business climate. The programs must be kept intact for Maine to attract/retain capital investment from companies competing in the global marketplace.

23. Interface Interior Fabrics (f/k/a Guilford of Maine) - Guilford
Employer Comments: Without these incentives, it is possible, if not probable, that many of the jobs currently in Maine would be relocated outside of the state. As new investment is considered, it is imperative that these programs remain intact so that jobs are maintained and/or created and investment is made in the state of Maine.

The manufacturing plant to which these incentives relate is an integral part of an entire business and an individual ROI on the plant or economic incentives cannot be calculated.

The primary improvements suggested are the elimination of bureaucracy (i.e. Paperwork as in this report), and also the continued threat of elimination of these programs.

24. International Paper – Jay

Employer Comments: Tax incentives are continuing to have an impact on capital investment in the Androscoggin Mill. It is extremely important for this facility to achieve business results in a global market that gives the corporation confidence to continue to invest and/or grow the product lines we produce. Tax incentives definitely contribute to the overall business result

Employer Comments – EDIR99

and helps strengthen the economic impact this facility has in the State of Maine. Plans for 2000 include investing over \$30 million dollars in new capital to maintain the physical plant and reposition one of our producing lines to maintain market share due to product erosion.

Our decision to rebuild and convert one of our paper machines in 1996 and 1997 into a major new production line to produce coated vs. uncoated paper was based on the approval of the TIF agreement. Without that agreement, a major capital investment of \$171,000,000 would not have been made. This machine would have been heavily impacted by poor market conditions, downtime and layoffs. The product line this machine produced was competing in a global market severely impacted by over capacity. Global competition demands that we become very efficient in controlling costs and produce quality products. It is highly probable that a machine would have been shut down and the retention of 86 jobs would not have been possible.

Now that incentives have been made available, the long term viability of this facility is in a much more secure position. Our competitiveness in the global market has been enhanced by our focus on developing work systems and training. Other benefits of our capital investment include economic expansion caused by the increase in consumption of goods and raw materials in the state and local area. The State of Maine has made itself more competitive by attracting capital investment from existing industries as well as attracting new businesses.

BETR is the most beneficial incentive due to the fact it is a dollar for dollar reduction in property taxes. International Paper is the biggest industry in the Town of Jay and accounts for approximately 75% of the local tax base. Therefore we are paying 75% of the TIF refund in our local property tax bill.

TIF agreements are a great way for industries and communities to partner together and strengthen the local economy and compete for good paying jobs. However, the mechanics of how the TIF operates, once qualifying capital investments are made, needs to be less complex by reducing the number of TIF districts required (at least the current law exempts large industries from the 2% limit) and the terminology used in TIF agreements concerning captured assessed value and frozen asset values needs to be much clearer.

The annual legislative efforts to unravel the BETR program can create a perception of great instability in the state's climate for capital investment. That perception, if unchecked, will serve to discourage capital investment. The state should do more, to refrain from actions that reinforce the perception.

Employer Comments – EDIR99

25. Lanco Assembly Systems - Westbrook

Employer Comments: The incentives do not have a direct correlation on our company's growth. They allow us to remain profitable which we share extensively with employees through bonus and 401K profit sharing.

We would like to note that although our head count only increased by two, our turnover increased by 25%. A snapshot of employee count at 12/31 is misleading as since that date we have added at least 3 more employees and are searching for a further 3.

There seems to be an extreme time lag between submission of year end results and when payment is received for STIF funds. The state is extremely slow.

26. Lemforder Corporation - Brewer

Employer Comments: The most important aspect of the incentives is our ability to use the "Maine Business Friendly" policies to convince our Board level management that expanding in Maine makes sense (in light of the obvious logistical disadvantage). These programs are mandatory if you want to keep competitive with the Carolinas, Kentucky, Tenn., Alabama, and all places with which we do business and are intimate with the aggressive economic growth policies of local/state agencies.

Lemforder Corporation believes that the continued commitment of making these programs available to all companies in Maine will confirm the stability of Maine's tax policy and provide consistent encouragement for future growth and development of business in Maine.

27. L.L. Bean - Freeport

Employer Comments: L.L. Bean's Order Fulfillment Center was the primary beneficiary of the BETR program. Construction of this facility has enabled us to continue to distribute the products we sell from one consolidated facility in Freeport, and has enabled L.L. Bean's continued growth in Maine. When we reached the maximum capacity in our prior Freeport facility, we were faced with the decision to either bring a new facility on-line either here in Maine or elsewhere, or limit growth. Because the majority of states either do not tax business personal property or have tax incentive programs in place, without the BETR program L.L. Bean is at a competitive disadvantage among many of our catalog and retail competitors in other states who do not pay a tax on personal property. The BETR program helps level the playing field, allowing us to increase sales, grow our business, employ more people in the State of Maine and make increased contributions to the state.

Employer Comments – EDIR99

The credit we are claiming for the new equipment and machinery arises out of investments that broadly support growth in our business. The majority of these investments were driven by two projects: our order fulfillment center, completed in 1996, and the expansion of our retail store in Freeport. These investments placed us on more competitive footing within the mail order and retail industry, thereby contributing to L.L. Bean's overall employment levels here in Maine. Since our order fulfillment facility went on-line in 1996 through 1999, our regular workforce has grown from 2,565 to 2,866 full-time jobs and from 889 to 1,289 regular part-time jobs. All of these positions include a complete benefits package.

The BETR program was designed to address an inequitable tax burden on Maine businesses. The justification required in this form and the constant reexamination of this program have created an environment of instability for business investments in Maine. The basic purposes of this program need to be resolved not only so that businesses have a clearer understanding of the business environment, but also so that a program designed for one purpose is not fit into an evaluation form that does not suit that purpose.

The BETR program played a key role in L.L. Bean's ability to maintain a more level playing field with our major competitors in the catalog and retail industry, many of whom are exempt from taxes on business machinery and equipment in other states. The BETR program has been an effective tool in allowing us to preserve quality jobs for Maine employees while maintaining a competitive balance through investments made in state-of-the-art equipment and technology.

The majority of the credits taken by L.L. Bean came through the BETR program, and our Order Fulfillment Center (a \$40 million construction project in 1996) was the primary beneficiary of BETR. The decision to construct an order fulfillment facility in Maine effectively meant a continuing commitment to retaining existing jobs and growing our business overall here in Maine. However, it is not possible to sort out the number of new jobs created and specifically relate jobs retained to these incentives other than those directly related to the new Order Fulfillment Center. The numbers reflected in "Section D" pertain only to the BETR program and the workforce at the Order Fulfillment Center. Machinery and equipment investments have also been made at other L.L. Bean facilities, though we have made no attempt to quantify those additional jobs in this report. In addition to the numbers listed, we also have a fluctuating number of seasonal employees.

28. M-36 Associates - Gray

Employer Comments: We are in the construction stage and there hasn't been any return yet.

Employer Comments – EDIR99

29. Madison Paper Industries - Madison

Employer Comments: Incentive programs of whatever type are valiant efforts to keep the Maine business environment competitive. Ideally the root issue, taxation, would be adjusted to make incentive programs mute. In our present reality they are critical to Maine business.

Yes in all cases.

30. Maine Woods Company - Portage Lake

Employer Comments: We have hired over 50 people who have learned to operate state-of-the-art equipment and are part of a very fine operation.

As a start up company, the ROI are incalculable but some training has occurred in very technical fields that are necessary for our existence.

The match portion of some of the grants used to pay administrative fees seem excessive.

The company has accomplished and has exceeded its requirements in all the above.

31. Mega Industries - Gorham

Employer Comments: None.

32. Millrock, Inc - Sanford

Employer Comments: Since establishing a warehouse and distribution center in Bristol, UK in 1998, Millrock's expansion throughout Europe has been significant. The company now ships to that distribution center but also direct ships to Sweden and Norway. Sales to the European market had increased from \$74,000 in 1998 to almost \$600,000 in 1999, an eight fold increase. We believe that the State is economically benefited when products manufactured in Maine are shipped to other states and countries.

In 1999 Millrock continues to invest in its network systems with both new manufacturing software and new accounting software. We continue to look at new engineering software packages, as they become available on the market. A very specific example how this has had an impact on both Millrock and the community is that we are about to bring our second CAD intern from YCTC (York County Technical College), the first of whom became a full-time employee at the end of 1999. Also, the incentives have had a significant effect in the way our team members work together to solve the challenging problems of today's global economy.

Employer Comments – EDIR99

Further, Millrock's increase in certain business lines has directly increased employment of other manufacturers in Sanford such as New England Metal fabricators, who just put up a new building within half a mile of us.

In 1999 the company invested in equipment (a new glue and dowel machine) and continuous job training which resulted in job retention, training investment, capital investments and tax base improvement. Millrock believes that it has accomplished each of the public purposes it identified at its application.

33. McCain Foods - Easton

Employer Comments: The incentives contributed to the decision to expand operations, thus increasing plant capacity and employment. This impacts the whole community as well as our potato growers and employees.

Incentives increased the potential of increased sales and margins. Too early in the process to quantify the actual return on investment.

We have experienced good turnaround time from when we bill to receipt of check. No complaints or improvements suggested.

Job creation numbers have been achieved. Training, incentives and funding are still on going.

34. National Semiconductor - South Portland

Employer Comments: National Semiconductor is one of many companies that has located or expanded facilities in the state of Maine with the help of financial incentives provided by the state and local governments.

Throughout its entire building and operation process, National has supported Maine, its businesses and citizens. For every dollar National has received in incentives, the company has spent \$68.

When the company built its South Portland facility, 80 percent of the construction resources came from Maine companies, to which we paid \$200 million in raw materials and labor. Each year, National spends \$18 million in Maine for supplies, maintenance and services. This is in addition to the residents we employ through service contracts such as security, cafeteria and housekeeping. It is important to recognize that companies which create new jobs and employ other businesses also generate a multitude of additional tax revenues for state and local economies: personal and business income taxes, sales taxes and property taxes to name a few.

Employer Comments – EDIR99

It is the cumulative impact of incentives, offered by states and localities competing to attract industry, which businesses must routinely weigh in choosing where they locate or expand.

David Lerner of Declaration Services, who prepares our rebate applications, has indicated to us that he feels an improvement could be made if we had to file an application only once annually. If the City Tax Collector notified the State of the quarterly tax payments, the State could then automatically issue the BETR reimbursements.

Additionally, D. Lerner notes that the BETR amount can and has been reduced based upon other taxes that were due, however, these taxes were not past due. He feels that the State should not reduce the BETR payment unless there is an outstanding past due amount.

35. New England Public Warehouse - South Paris

Employer Comments: The incentives provided to New England Public Warehouse have helped the company continue with its steady growth over the past three years. The TIF helped the company build its first new, state-of-the-art warehouse, which in turn solidified the company's position as one of the premier public warehousing businesses in Maine. Partly as a result of the new business stimulated by that warehouse, the company has built two new additions to its main facility in South Paris and purchased an unused warehouse in Jay, Maine. The company has grown from 50 employees before the Mechanic Falls warehouse was completed in 1998 to 100 employees at the end of 1999.

It is not feasible to ascribe a return on investment to the incentives that the company has received since the TIF because the company's growth has been driven by a variety of factors. However, the company has nearly doubled its revenues and the number of employees since it received the TIF. In addition, the company created a company-wide incentive compensation plan, expanded its 401K to include a generous company match and upgraded its training and benefits programs. We believe that New England Public Warehouse has provided the state of Maine and the town of Mechanic Falls with an exemplary return on investment.

None. The company is satisfied with the processes to date. The TIF was expensive and time consuming, but provided the company with an opportunity to know the community in which it was expanding (a special town meeting was required to approve the TIF).

The company invested more than \$2.0 million in its new facility in Mechanic Falls including the new building and rail spur improvements. This added

Employer Comments – EDIR99

more than \$21,000 in net new real estate taxes to the town of Mechanic Falls above the amount that was reimbursed to the company through the TIF (\$13,700 was reimbursed to the company). The company had created 15 new jobs in Mechanic Falls by the end of 1999 and expects additional increases as business expands.

In addition to the Mechanic Falls expansion, the company also purchased another warehouse in 1999 in Jay, Maine that had been vacant for more than two years. This purchase did not involve any public assistance. Overall, the company has grown from 50 employees at the end of 1997 to 64 employees at the end of 1998 to a total of 100 employees at the end of 1999. Of the 100 employees on the roster at the end of 1999, 76 were full-time employees and 24 were part-time employees.

36. Nichols Portland - Portland

Employer Comments: As previously stated, without the TIF Nichols Portland would have relocated to the southern states where property taxes are significantly lower. Therefore, all the jobs we have at Nichols are retained due to the TIF. The original 475 employees in 1994 up to the current 625 employees we have now, thus creating 150 jobs and retaining 475 jobs.

We apply for a TIF every year - however, we have never stated a public purpose since our first application was in 1994.

37. Pittsfield Woolen Yarns - Pittsfield

Employer Comments: Our company would still be a viable operation regardless of these incentives, but by having these incentives available to us made it much more feasible for this company to attain its goals in manufacturing and also helping our areas labor market.

The Tax Increment Financing District created for our company was a great benefit to us as we use these funds to pay down on our debt financing.

I think the types and amounts of all incentives provided for businesses in the State of Maine should be highly supported. Businesses in the State need these incentives available to promote positive growth and labor opportunities for the people of our great State of Maine.

The Business Equipment Tax Reimbursement and Tax Increment Financing incentives my company received in 1999 has had a very positive effect. Through the incentives received we were able to reduce our debt load while sustaining an improved cash flow for our operation.

Employer Comments – EDIR99

I'm sure as with any program there is room for improvement. It's my opinion that the programs in place worked very well for my company to attain the incentives for which it applied.

38. Pratt & Whitney - North Berwick

Employer Comments: These incentives directly affect our operating costs, and as such, improve our competitive position. Where we once competed with other plants for work, we are now evaluated on a global basis. Keeping costs down is paramount to sustaining the business.

39. Rainbow Rugs Inc. – Sanford

Employer Comments: None

40. Shape Global Technology – Kennebunk

Employer Comments: As a manufacturing firm in the Northeast, Shape Global Technology, Inc. Faces significant economic pressures from abroad and regional burdens from taxation, utility costs, and low unemployment rates. While some programs offer lower utility rates for business creation and expansion there are no programs in place to offer similar rates to existing businesses at their current level of service. Foreign competition has eroded the manufacturing base of operations, contributed to equipment obsolescence, and restrained the manufacturer's ability to offer competitive wages nationwide. Market pressure have forced Shape Global Technology, Inc. To diversify into value-added products requiring modern high-speed equipment and additional support equipment. Since the beginning of 1999 Shape Global Technology, Inc. has closed facilities in the Northeast and Alabama. Without continued increased economic and development incentives Shape Global Technology, Inc. would be forced to move its base of operations.

41. The Shipyard Brewing Company - Portland

Employer Comments: The Tax Increment Financing program was instrumental in enabling the Shipyard Brewing Company to relocate from Kennebunk to Portland. Relocation was necessary as a larger manufacturing facility permitted Shipyard to continue its growth and expansion and become Maine's largest brewery. The "partnership" with the City of Portland, which has included significant capital commitments on behalf of the company, has worked well. Without the TIF program, Shipyard would have been unable to relocate to Portland, lessening the related benefits to the company and the city.

Continue educating the public about the benefits of the TIF program. The program benefits both the company and the general public. Increasing the tax base by encouraging businesses to develop undertaxed property results in lower taxes and/or improved city services for all citizens.

Employer Comments – EDIR99

42. Smith & Wesson - Houlton

Employer Comments: This is brief - Smith & Wesson in Springfield had 3,000 employees ten years ago while at the same time we had around 80 here. Today, Smith & Wesson in Springfield has 750 people while we have been able to retain our workforce of around 75-80 because of these incentive programs. We are constantly moving new work in here from the parent plant.

43. Southern Container – Westbrook

Employer Comments: The incentives allowed the company to invest in capital to make us more competitive in our market place. Being a private company we need assistance to compete against large corporations. It is very difficult to calculate the ROI because of the incentive. However, we have been able to grow our business by over 12% during the last year. I feel a modification or discontinuance of these benefits would harm industry relocations to Maine. We need these programs to attract new business.

44. Specialty Minerals - Madison

Employer Comments: The Business Equipment Tax Reimbursement (BETR) and Tax Increment Financing (TIF) incentives have helped Specialty Minerals compete with businesses outside of Maine and outside the U.S. The BETR and TIF programs help us with our costs. Final delivered costs of our products and the quality of those products are what our customers are interested in; the lower our costs, the lower our customer's costs. Since we serve primarily Maine manufacturers, benefits of the incentives not only serve our company, but they also benefit other Maine business as well.

45. SR Weiner - Augusta

Employer Comments: Without these incentives the project would not have been feasible because of the high cost of infrastructure necessary to make the site usable.

We do not measure the incentive received in this manner. The incentives when added to the project's return yield an aggregate return consistent with expected returns in our business. Without the incentives, the return would have been too low to do the project.

None, program works fine.

46. Steag HomeTech, Inc. - Saco

Employer Comments: Right now the return is slightly greater than our expense. Projects have not been in place long enough to have a meaningful impact.

Employer Comments – EDIR99

Since programs have been in place we have doubled our workforce for \$50,000.

47. Sysco Food Services (f/k/a Jordan's Meats) - Westbrook

Employer Comments: The TIF incentive has been a key consideration in Sysco's continued expansion in Westbrook. It has allowed us to expand our facilities, buy modern equipment, and to attract and retain topnotch employees.

Impossible to measure true financial rate of return due to many other factors involved. Incentives have helped us to position ourselves to remain competitive and be on the leading edge of our industry for years to come.

Cannot think of any specific improvements to make. The program seems to work well from our perspective and the reporting is certainly justified.

48. Tambrands, Inc. - Auburn

Employer Comments: Develop new manufacturing technology to support future growth plans.

Create engineering infrastructure to support product initiative capability.

Maine's attempt at minimizing property taxes is admirable, but their complete elimination would have a very positive impact on the business climate in the state. It would also eliminate a great deal of paperwork and non-value added effort for all who must file returns and reports like this one.

Through capital investment and quality training, we have maintained and grown employment for the citizens of the City of Auburn and surrounding region.

49. US Felt Manufacturing Co. - Sanford

Employer Comments: We had been approached by New Hampshire with a very competitive package to relocate to New Hampshire for our new facility. With the help of the SBA, STIF and TIF programs Maine became more competitive and we decided to stay in Sanford and build in Maine.

We realize a full return on our investments. We invest in equipment and people. This allows our small company to remain profitable and competitive.

It is vitally important to maintain funding for all these incentive programs - BETR, TIF & STIF. This allows Maine to compete with New Hampshire for business and growth.

Employer Comments – EDIR99

50. Van Baalen Pacific Corporation - Rockland

Employer Comments: Without the incentive, the company would have been unable to continue doing business in its present location.

The financial benefit of the TIF helped in part to offset other more significant costs.

Incentives could be improved by expanding their scope and simplifying the approval process.

51. Village Candle - Topsham

Employer Comments: The TIF allowed Village Candle to relocate to a larger facility in the Topsham Fair Mall. Since the relocation, employment levels have increased 50%, sales have increased 30% (due to expanded production capacity) and we have added a new product line.

The relocation enabled Village Candle to expand production to meet market demand. Our sales grew 30% in 1999 and are on track to grow 25% in 2000.

The program has worked very well for Village Candle. Our success is due in part to the excellent support we have received from the Town of Topsham.

52. Volk Packaging - Biddeford

Employer Comments: We are the only Maine owned and operated corrugated sheet plant in Maine. Over the last 6 years our sales have increased by over 65%. Two years ago we had reached our maximum capacity with both our equipment and facility and were looking to expand. Cash flow was extremely important during this time since we had a number of financial covenants to meet with our bank. Both the Business Equipment Tax Reimbursement and Tax Increment Financing programs gave us the ability to continue our expansion in Maine and still meet our banking obligations. As part of this expansion, our workforce grew and required training. It was a natural progression to begin using the GTI program to assist in this growth and expansion. We have utilized Maine based educational facilities to provide this training.

Sales grew 15% from 1998 to 1999. Without this expansion this would not have been possible.

The GTI application and reporting is very cumbersome and difficult to deal with when a company has broad based training which affects all areas of the company. It has become an administrative problem for our company which has no central Human Resource function to keep track of all the training.

Employer Comments – EDIR99

I believe both our TIF and Business Equipment Tax Reimbursement programs were before 7/16/98. Our training investment for the GTI program is only 50% complete as of December 1999 and will be continuing through 2000.

53. Wausau Mosinee Papers Otis Mill - Jay

Employer Comments: Tax incentives were major factor in Wausau Mosinee decision to invest \$19mm in new paper machine at Otis Mill. "The Otis" is approximately 102 years old. Without this investment Otis would most likely be a 1 paper machine mill in C'00, unable to compete with major competitors.

Invested \$19,228m in Otis in C'99, most for paper machine rebuild. ROI approx 2.0%.

Programs have run smoothly for the 4 years Otis has participated. No change is fine with Otis.

Employment Tax Increment Financing

1. Formtek, Inc. - Clinton

Employer Comments: They have been helpful in creating and maintaining jobs and continued capital investments.

These incentives were helpful in remaining competitive and profitable.

Again this year I would like to comment that the report as constricted (annual) is of little value in determining the return that is received by the State of Maine for its investments through the use of incentives. The true picture can only be seen by establishing a base line of data on the date which the programs began. For examples our program began in 1996 although not finalized and approved until 1997. Since the beginning of the program we have added approximately 80 full-time jobs and our capital investment to date is near 4 million dollars.

It is important to note that our current total employment of 167 should be at approximately 190 to support the current business level. We like many other companies are unable to obtain sufficient skilled employees to support our needs.

2. Poland Spring Bottling Company - Poland

Employer Comments – EDIR99

Employer Comments: The incentives have aided the company enabling it to invest over \$80MM in manufacturing facilities within the State of Maine and to provide 124 additional high paying jobs with the State.

Allow companies to receive both ETIF and JITC benefits up to an annual maximum which would be no higher than the annual maximum allowed for the JITC today.

3. Steag HomeTech Inc - Saco

Employer Comments: Right now the return is slightly greater than our expense. Projects have not been in place long enough to have a meaningful impact.

Since programs have been in place we have doubled our workforce for \$50,000.

ETIF = we received 1996, 1997 + 1998 in 1999.



STATE OF MAINE
DEPARTMENT OF LABOR
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ANGUS S. KING, JR.
GOVERNOR

VALERIE R. LANDRY
COMMISSIONER

April 24, 2000

The Honorable Rochelle Pingree, Chair
Economic Development Incentive Commission
Maine State Senate
3 State House Station
Augusta, Maine 04333 - 0003

Dear Senator Pingree:

The Department of Labor and the Department of Economic & Community Development respectfully submit this report on the Governor's Training Initiative (GTI) in accordance with the Statute on Annual Reporting Requirements, 5MRSA §13070-J.

The enclosed data provides actual expenditures and the number of participants for 1999 contracts in excess of \$10,000.

GTI is grounded in the premise that public benefit is a prerequisite for public investment. Quantifiable evidence of such is included in the 1999 report narrative.

Please contact Mike Bourret, Employer Assistance Division Director, at 624-6390, with questions regarding the Governor's Training Initiative and the 1999 Annual Report.

Sincerely,

Valerie R. Landry, Commissioner
Department of Labor

Steven H. Levesque, Commissioner
Department of Economic and Community Dev.

VRL/SHL/dm
Enclosure

cc: Representative Ken Gagnon
Representative Peter Cianchette
Senator Peter Mills
Mayor Lee Young
Michael Allen
Alan Brigham
Bruce Coggeshall
Chris Hall
Christopher St. John
Burt Wartwell



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EDIC Report Narrative Governor's Training Initiative

Return on Investment

The Governor's Training Initiative (GTI) provides training assistance for firms intending to expand or locate in Maine, reorganize a workforce to remain competitive, or upgrade worker skills. Jointly administered by the Department of Labor and the Department of Economic and Community Development, GTI provides a tool for the skill development of Maine workers, competitiveness of Maine industry, and viability of Maine communities. In Calendar Year 1999, GTI provided reimbursement toward training costs to 60 Maine companies, committing \$2,300,926 toward the skill development of 5,147 incumbent and 1,675 new workers. This same figure has leveraged a private investment in worker training of \$3,865,557. The following report represents a summary of planned public benefits for 1999 calendar year GTI investment.*

Job Creation

Thirty-two companies (53%) received financial reimbursements toward the cost of new job training requirements. Based on state income tax, sales tax revenue and an indirect job multiplier of 66**, the average two-year ROI for new hire training is projected at \$4,730/new hire. This figure represents a return to the state of \$7,922,750 over a two-year period. This figure does not include impact on retail sales, corporate income taxes, local property taxes, and the decreased burden on social services. Based on the 1999 program year, the average public investment per new hire was \$808.10. Average post training wage was \$11.52/hour.

Job Retention

Avoiding routine training, GTI assisted firms with the skills needed to advance company position and provide the competitive edge for growth and survival in Maine. High performance skills development has allowed one mature industry employer (shoe) to retain and significantly grow a globally competitive workforce. Based on the 1999 program year, the average public investment per incumbent worker was \$560.89. Average incumbent post training wage was \$14.30/hour.

Increase in Labor Force Skill Capacity

Maine companies are facing increasingly tight labor markets and continue to report difficulty in accessing skilled applicants. Six out of ten manufacturing firms have identified that over 50% of applicants for positions are unqualified, and the numbers are growing. The distribution of the labor force is growing older and will continue to do so in Maine. Companies accessing GTI assistance have done so primarily to grow skilled workers from their existing labor force. New and effective modes of training delivery have allowed Maine workers to access necessary skills while remaining employed. Trainees report the skills they have achieved are not only transferable but have provided opportunity for upward mobility within their existing company and increased job security.

*GTI program funding cycles each span two years. Funds reimbursed in calendar year 1999 went to company contracts from three program year funding cycles: PY97, PY98 and PY99.

**Job multiplier used by the State Planning Office to measure the economic impact of employment growth; i.e. 1,000 direct jobs create 660 indirect jobs at approximately \$23,445/year (average 1996 Maine wage).

EDIC Report Narrative Governor's Training Initiative

Expanded Training Capacity/Promotion of Public Training Provider Capacity

GTI selection preferences encourage formation of employer consortia and provider partnerships for shared workforce development. These partnerships have traditionally resulted in lower training costs to individual employers resulting in increased employer match overall, increased local training capacity via development of new and exportable training programs from which additional employers can benefit and expanded use of public and nonprofit vendors for provision of training services.

Overall Community Benefits

GTI encourages development of cost-effective relationships that maximize public funds, outlive public subsidy, and build local workforce development capacity. Past GTI assisted training projects have resulted in improved environmental conditions, an increase in worker safety, placement of dislocated workers, and a decrease in public reliance on welfare and other public subsidy programs. GTI scoring prioritizes employers/projects providing opportunities to target populations and projects serving economically depressed areas of the state.

Promotes Advancement of Lifelong Learning for Maine Workers

Increasing numbers of small and medium companies have initiated new and expanded employee training policies as a result of GTI preference criteria. GTI has been a catalyst for the advancement of lifelong learning; the application and reporting process has broadened employer understanding of the benefits and return on investment for worker training.

Improved Job Quality (Wage Increase - Benefits)

Many companies increased wages to meet eligibility thresholds. In addition, 57% of contracts are scheduled to increase worker wages at the completion of GTI training. The average post training increase is contracted at \$1.25. GTI recipients must provide at least 50% of the cost of employee health insurance premiums. However, the average employer contribution is 75% of cost (note: companies with less than 25 employees and in business less than three years are exempt from the health insurance requirement). In addition, GTI training has resulted in direct improvement in workplace safety and compliance either via direct training assistance or via assistance referral to Maine's Safety Works program.

Increase in Economic Sustainability

GTI contributes to the following objectives stated in the Maine Economic Growth Council report, Measures of Growth 2000:

- Increase in job growth among new businesses
- Increase in manufacturing productivity
- Increase in lifelong learning participation
- Increase in employer-sponsored training
- Decrease in income disparities among counties
- Decrease in employment disparity between counties
- Increase in jobs that pay a livable wage
- Increase in business satisfaction with state government

EDIC Report
GTI Recipients of \$10,000 or More in CY 1999

Company Name	EDIC	Address	Funds Paid CY 99	Planned New Jobs	Jobs Retained
American Tool	x	37 Bartlett Rd. Gorham ME 04038	\$31,406.00	20	160
Auburn Mfg.	x	Walker Rd. Mechanic Falls ME 04555	\$11,985.00	0	13
Burnham & Morrill	x	1 Beanpot Circle, Portland, ME 04103	\$16,989.10	12	4
The Baker Company		P.O. Drawer E, Sanford, ME 04073	\$19,531.97	0	99
Bancroft Contract	x	23 Phillips Rd., Sth Paris 04281	\$20,800.00	0	45
Barber Foods		70 St. John St., Portland, ME 04101	\$41,856.11	80	154
Brewer Automotive	x	6 Baker Blvd. P.O.Box 378, Brewer, ME 04412	\$225,905.00	51	16
Burlington Homes		Div Park Mfg. Inc. Rt 26 Oxford 04270	\$43,809.37	19	85
Cascades/Auburn Fibr	x	586 Lewiston Jnctn Rd. Auburn 04210	\$10,804.04	6	35
Computer Systems		22 North St. P.O Box 217, Houlton ME 04730	\$10,735.00	2	0
Consumer Response		64 Alfred St. Biddeford ME 04005	\$13,923.51	100	0
Cornier Textile		15 Cider Hill Rd. York 03909	\$25,650.00	18	38
Creative Apparel		318 Augusta Rd., Belmont Me 04952	\$49,383.00	120	0
D & G Machine	x	50 Eisenhower Dr. Westbrook ME 04892	\$27,382.59	28	88
Edwards Systems	x	5 No. Main St. Pittsfield ME 04967	\$46,454.27	0	78
E. M. Solutions	x	80 B Eisenhower Dr. Westbrook ME 04892	\$42,661.60	35	115
Eliot Preschool	x	101A Dow Hgwy Eliot Me 03963	\$21,505.06	0	23
Falcon Shoe		POB 1286, Lewiston ME 04243	\$16,886.00	0	268
FMC Corporation	x	Box 308, Rockland ME 04841	\$53,490.17	0	170
Forside Co.	x	33 Hutcherson Dr. Gorham ME 04038	\$17,084.00	72	75
Fort James Corp.	x	POB 547, Portland St., Old Town 04468	\$53,085.00	0	450
Gates Formed Fiber	x	P.O. Box 1300, Auburn ME 04211	\$47,941.52	33	166
Hill Loma, Inc		20 Hutcherson Dr., Gorham, ME 04038	\$13,533.35	0	6
Irving Tanning	x	3 Main St. POB 400, Hartland 04943	\$36,155.54	0	115
Johns Mansville	x	51 Lexington St., Lewiston ME 04240	\$12,107.56	0	13
Kent Inc.		US Hghwy 1, Fort Kent ME 04743	\$70,842.50	58	16
Lemforder Corp.	x	55 Baker Blvd., Brewer 04412	\$12,383.23	0	162
Maine Aviation Corps	x	1001 Westbrook St. Portland ME 04102	\$47,965.00	17	10
Maine Medical Center		22 Bramhall St. Portland ME 04102	\$11,100.00	0	69
Maine Oxy	x	2 Adams St. Auburn ME 04210	\$26,828.41	0	83
McCain Foods	x	POB 159, Richardson Rd. Easton 04740	\$97,720.49	72	250
Maine Poly	x	Rt. 202, Greene, ME 04236	\$27,090.00	21	13
Mead Publishing	x	35 Hartford St. Rumford ME 04276	\$44,896.00	0	116
New Balance Athletic	x	Depot St. Norridgewock ME 04957	\$145,344.40	200	0
New England 800		251 Jefferson St. Waldoboro ME 04572	\$39,028.01	70	100
New England Tool		1 Cornish Bus. Park, Cornish ME 04020	\$26,276.71	0	44
Nichols Portland	x	2400 Congress St. Portland ME 04102	\$21,004.00	0	196
Northeast Welding Fab	x	POB 1538 Auburn ME 04211	\$33,873.74	28	18
Oakes & Parkhurst	x	POB 130 Manchester ME 04351	\$13,795.00	9	15
Olamon Industries	x	25 River Rd. Indian Isld Old Town ME 04468	\$26,276.71	0	56
Osram Sylvania	x	405 Friendship St. POB N, Waldoboro 04572	\$53,411.76	37	72
Osram Sylvania	x	200 Sylvan Rd. Bangor 04401	\$32,524.00	26	140
Oxford Aviation		75 Number Six Rd., P.O.Box 990, Oxford 04270	\$18,406.88	24	0
Portland Machine		72 Sanford Dr. Gorham ME 04038	\$20,103.50	0	18
Recollections		POB 18, Eastport, ME 04631	\$12,333.00	4	4
The Science Source	x	POB 727, Waldoboro ME 04572	\$24,049.92	0	27
Second Solutions	x	P.O. Box 10418 Portland ME 04104	\$17,040.00	60	0
Shape Global Tech	x	7 Shape Drive, Kennebunk ME 04043	\$29,200.00	0	54
Sherman Lumber		CLOSED	\$32,945.71	0	74
Sky Media		CLOSED	\$11,525.00	0	64
Solon Mfg	x	P.O. Box 285 Solon ME 04979	\$26,649.65	0	137
Stonewall Kitchens		US Rt. One, York ME 03909	\$34,219.50	25	26
Talk America		510 Congress St. Portland ME 04101	\$145,759.91	367	391
Tambrands	x	2879 Hotel Rd. Auburn ME 04210	\$138,409.15	12	403
Taylor Communication		SOLD	\$49,690.00	10	67
Telford Aviation	x	100 Airport Rd. Waterville ME 04901	\$12,000.00	7	18
UF Strainrite	x	48 Commercial St. Bx 1667 Lewiston 04241	\$23,273.13	22	0
Volk Packaging	x	POB 1011, 11 Main St. Biddeford 04005	\$16,100.00	0	98
Wasco	x	26 Pioneer Ave., Sanford ME 04073	\$27,275.00	0	70
Wahlco Engineering		29 Lexington St. Lewiston ME 04240	\$20,521.53	10	120
60 Companies			\$2,300,926.54	1,675	5,147

Maine Quality Centers 1999 Program Report

Summary

The Maine Quality Centers (MQC) was created in 1994 by the Maine Legislature as an economic development program within the Maine Technical College System. This report is submitted to the 119th Maine Legislature, Second Session, and the Economic Development Incentive Commission in compliance with various reporting requirements. The report is divided into three sections covering major program elements, a summary of projects active during 1999 and a summary of business responses to a Department of Economic and Community Development (DECD) survey. Data regarding MQC projects active in 1999 includes their total dollar investment, projected job creation as well as the actual numbers trained and numbers hired, even if the activity may have occurred in a previous year. The DECD survey was directed to businesses with 1999 MQC project expenditures greater than \$10,000. The report's primary findings follow.

Project Activity

Active 1999 projects:	45
• 1999 MQC project expenditures:	\$1,214,179
• Total MQC investment in active projects:	\$4,985,739
• Total projected job creation:	3,628
• Total trained as of 12/31/99:	4,380
• Total hired as of 12/31/99:	3,758
• Average project wage:	\$9.58
• Total estimate of related private investment:	\$1,045,190,891

1999 DECD Business Survey Results

Businesses with project expenditures greater than \$10,000:	27
• Businesses meeting 1999 reporting requirement:	27
• Reported 1999 full-time hires & retentions due to incentives:	1,106
• Estimated average wage:	\$10.16
• Reported 1999 net full-time employment increase:	1,200
• Reported 1999 business training investment:	\$7,563,405
• Reported 1999 business capital investment:	\$186,611,333

The program

The program's dual statutory mission is "...to meet the workforce education and training needs of new and expanding businesses in the State and provide new employment and career advancement opportunities for Maine people." The statute defines three primary purposes for the program; *job creation*, *workforce preparation* and *creating partnerships*. The program is designed to serve the employer's need for additional skilled workers, give trainees portable work skills to compete in today's workforce and establish and maintain relationships that support regional economic growth.

The program is coordinated by a State Director with individual project services delivered by one of the seven colleges of the Maine Technical College System. Project funding supports customized training activities as well as applicant recruitment and screening when appropriate. Most services are provided directly by a Technical College although the statute provides for coordination with other education and training providers if necessary. The program's FY00 budget is \$1,236,000.

Interested businesses complete an application which is reviewed by the State Director for the number of net new jobs, skill level of new positions, wage and benefit levels, training required, rate of return on public investment and other pertinent labor market considerations. Once an application is initially approved the business and the Technical College develop a training plan that defines the customized services and training for the project. The parties sign a memorandum of agreement prior to the beginning of any training.

Individual projects vary in length and training schedules, and frequently cross academic, fiscal, and calendar years. Training may include academic credit if appropriate and can occur either prior to or after the business makes a hiring decision. A single project may include multiple cycles of training. Throughout the training the Technical College and the employer monitor the project and make adjustments as required.

Program activities

During 1999 the MQC expended \$1,214,179 on forty-five separate projects, with at least one project at each of the State's seven Technical Colleges. The range of project expenditures in 1999 was \$166 to \$118,469 with a median expenditure of \$16,382 and a mean expenditure of \$26,982. In their entirety the projects represent 3,628 projected new jobs. As of December 31, 1999, 4,380 people have been trained and 3,758 hired in these projects. The average project wage was \$9.58. The total MQC investment in the forty-five projects over multiple fiscal years is \$4,985,739. The projects represent a projected private capital and payroll investment of over \$1 billion.

The attached table summarizes all projects that were active in calendar year 1999 even though there may have been activity in previous years. Each project is summarized in its entirety and includes the projected total number of new jobs and actual data reported through the end of the calendar year. Numbers of trainees and hires are project totals and may include numbers from previous years. The year listed reflects the date the project was approved and if another date appears, it represents a project amendment. Individual columns capture both the total value of the project, an expenditure that may be made over multiple fiscal years, and the actual expenditure level for calendar year 1999. Training and hiring activity may not yet be reportable for some newer projects. The chart also includes an employer estimate of the value of the planned workforce expansion's increase of annual payroll and capital investment.

Projects requiring additional reporting

A statute adopted in 1998 requires businesses receiving certain economic development incentives, including MQC, with an annual value greater than \$10,000 to submit a report to the Commissioner of the Department of Economic and Community Development. Of the forty-five projects active in 1999, twenty-seven (60%) businesses had project expenditures above the reporting threshold. All twenty-seven businesses filed the required report and a summary of their reports follows. An additional project, consisting of a consortium of several businesses, had expenditures over \$10,000, but since no payments were made to any of the firms, a dollar value for reporting purposes cannot be established. The project is included in the attached summary.

During 1999 the MQC expended \$1,104,161 on the twenty-seven projects. The range of project expenditures in 1999 that were greater than \$10,000 was \$12,262 to \$118,469 with a median expenditure of \$27,253 and a mean expenditure of \$40,894.

Fifteen (56%) of the twenty-seven projects reported receiving no assistance from any of the other six statutorily defined economic development incentives. For the remaining twelve projects, nine (33%) reported utilizing one other incentive, one (4%) reported utilizing two other incentives and two (7%) reported utilizing three additional incentives. The twelve projects utilizing additional incentives had 1999 MQC expenditures of \$536,189. For 1999, six of the twelve reported receiving \$9,500,179 in BETR benefits, six reported receiving \$463,623 in GTI benefits, four reported receiving \$5,397,569 in TIF benefits and one reported receiving \$407,370 in RETC benefits.

The twenty-seven businesses reported a total of 1,106 full-time employees hired or retained due to the incentives. Average earnings are difficult to estimate based on probable inconsistency in business reporting and likely variations in workweeks. Assuming a forty-hour workweek, an average reported wage for projects would be estimated at \$10.16. Overall the twenty-seven firms reported a net employment growth during 1999 of 1,200 full-time workers.

Businesses reported a company training investment of \$7,563,405 and capital investments of \$186,611,333 during 1999. Those stating a public purpose for utilizing MQC cited job creation, job retention and/or training investments, all of which are consistent with the program's statutory mission. Employer comments provided on the DECD survey form were complimentary on the program's impact, performance and return. A complete copy of employer comments is available from the program's State Director.

MAINE QUALITY CENTERS / PROJECTS ACTIVE IN 1999

PROJECT STATUS AS OF 12/31/99

Calendar 1999 Projects	Location	College	Start Date	Projected Jobs	# Trained	# Hired	Average Wage	Calendar 1999 Expended	Total MQC Investment	Projected Private Investment in Expansion
ATX Forms*	Caribou	NMTC	1999	15	11	15	\$8.00	\$13,498	\$22,500	\$390,000
Blue Cross/Blue Shield	Portland	SMTC	1998	54	42	27	\$9.85	\$50,717	\$50,717	\$1,523,340
Brunswick Technologies Inc.	Brunswick	SMTC	1998	25	46	33	\$8.50	\$12,508	\$35,730	\$70,720
Care & Comfort **	Waterville	KVTC	1998	16	20	15	\$8.00	\$2,744	\$20,846	\$280,000
Catholic Charities *	Augusta	KVTC	1998	24	49	39	\$10.17	\$48,875	\$54,000	\$500,000
Crowe Rope**	Winslow	KVTC	1998	9	9	7	\$10.00	\$3,039	\$17,722	\$183,040
Log on America*	Kennbp,Lubec	YC&WCT	1998	67	58	51	\$7.59	\$29,410	\$95,247	\$702,500
Eliot PreSchool**	Eliot	YCTC	1998	10	6	6	\$7.50	\$16,382	\$17,091	\$913,700
Electronic Manufacturing Systems	Westbrook	SMTC	1997,98,99	145	100	64	\$7.75	\$21,943	\$115,917	\$4,464,200
EnvisioNet	Winthrop/Brun	KVTC	1999	390	34	13	\$9.50	\$42,957	\$321,000	\$9,900,000
Edwards System Technology	Pittsfield	KVTC	1999	90	32	72	\$7.75	\$115,472	\$139,500	\$4,000,000
Goodwill Industries**	Portland	SMTC	1998	16	12	12	\$14.50	\$9,628	\$16,772	\$435,432
Hussey Seating	N. Berwick	YCTC	1999	35	25	25	\$9.85	\$66,254	\$90,000	\$717,080
ICT	Oxford,Pitts,W	CMTC	1998,99	225	509	354	\$8.50	\$104,933	\$314,240	\$6,375,000
Interim Health*	S. Portland	SMTC	1999	14	14	14	\$10.00	\$2,227	\$6,050	\$6,105,600
Jackson Laboratory	Bar Harbor	EMTC	1998	230	191	218	\$7.89	\$107,869	\$326,268	\$9,762,760
Johnna Bowen & Associates **	Benton	KVTC	1998	25	56	25	\$7.50	\$9,867	\$33,577	\$492,824
Lemforder	Brewer	EMTC	1996,99	175	104	104	\$7.50	\$45,775	\$177,466	\$25,780,000
Maine Woods Co.	Portage Lake	NMTC	1999	36		66	\$8.30	\$27,253	\$70,000	\$15,000,000
McCain Foods USA	Easton	NMTC	1999	72		78	\$9.35	\$32,367	\$175,000	\$71,988,000
Metal Trades Coalition**	Various	YCTC	1996	217	159	123	\$8.50	\$19,125	\$375,261	\$9,700,000
Moose River Lumber	Jackman	KVTC	1999	30			\$8.54	\$2,660	\$34,750	\$1,550,000
Motivational Services	Augusta	KVTC	1997,98,99	43	36	32	\$8.00	\$16,320	\$59,278	\$166,400
National SemiConductor*	S. Portland	SMTC	1996	450	846	792	\$14.00	\$32,098	\$893,454	\$800,000,000

* Training Complete

** Project Closed

MAINE QUALITY CENTERS / PROJECTS ACTIVE IN 1999

PROJECT STATUS AS OF 12/31/99

Calendar 1999 Projects	Location	College	Start Date	Projected Jobs	# Trained	# Hired	Average Wage	Calendar 1999 Expended	Total MQC Investment	Projected Private Investment in Expansion
Nautel Maine Inc.*	Bangor	EMTC	1999	8	7	6	\$7.50	\$8,998	\$10,440	\$273,000
New Balance	Norway	CMTC	1998	255	391	200	\$8.50	\$34,280	\$244,111	\$4,500,000
N.E. Welding & Fabrication	Auburn	CMTC	1998	30	10	12	\$11.00	\$17,517	\$52,000	\$225,000
Northeast Paper Services **	Portland	SMTC	1998	23	8	8	\$16.00	\$4,427	\$21,398	\$2,750,000
Northern Maine Trucking Consortium	Presque Isle	NMTC	1999	9			\$14.10	\$6,521	\$21,000	\$329,940
Northern Mattress*	Fairfield	KVTC	1999	12	11	11	\$12.17	\$15,026	\$15,026	\$759,408
Oakes & Parkhurst Glass**	Winslow	KVTC	1998	8	7	6	\$8.78	\$2,186	\$9,910	\$1,272,190
Olamon Industries	Old Town	EMTC	1998	29	10	15	\$8.64	\$8,286	\$50,700	\$1,010,948
Prescott Metal**	Biddeford	YCTC	1998	25	12	12	11.25	\$18,389	\$18,797	\$290,000
Rich Tool & Die	Scarboro	SMTC	1998	39	34	33	\$7.00	\$25,286	\$68,269	\$5,156,560
Richardson & Hollow*	Auburn	KVTC	1999	10	10	10	\$8.50	\$21,940	\$21,940	\$250,000
RMC (Remstar) **	Portland	SMTC	1998	10	3	4	\$11.50	\$8,821	\$22,000	\$300,000
Sitel	Limestone	NMTC	1998,99	300	812	812	\$7.50	\$118,469	\$290,000	\$5,170,000
Somatex	Pittsfield	KVTC	1999	8		8	\$12.29	\$20,811	\$29,000	\$540,000
Spurwink School	Various	SMTC	1997	70	24	16	\$10.60	\$7,041	\$125,000	\$2,207,850
Tambrands**	Auburn	CMTC	1998	164	575	371	\$11.38	\$36,347	\$366,611	\$37,800,000
Techknowledges, Inc.*	Augusta	KVTC	1998	17	14	5	\$14.00	\$7,037	\$31,113	\$250,000
Thomas & Betts, Inc.	Sanford	YCTC	1999	28	21	17	\$7.88	\$4,993	\$13,360	\$1,679,415
Tri-County Mental Health	Lewiston	CMTC	1999	30	63	17	\$10.45	\$12,262	\$52,500	\$200,000
Vishay-Sprague	Sanford	YCTC	1999	130			\$8.24	\$1,454	\$53,000	\$9,095,984
Willow Rehab & Living Center**	Waterville	KVTC	1998	10	9	10	\$6.62	\$166	\$7,178	\$130,000
45 PROJECTS	TOTALS			3628	4380	3758	\$9.58	\$1,214,179	\$4,985,739	\$1,045,190,891

* Training Complete

** Project Closed



ANGUS S. KING, JR.
GOVERNOR

STATE OF MAINE
MAINE REVENUE SERVICES
(FORMERLY BUREAU OF TAXATION)
24 STATE HOUSE STATION
AUGUSTA, MAINE
04333-0024

JANET E. WALDRON
COMMISSIONER OF
ADMINISTRATIVE & FINANCIAL SERVICES

O.F.P.R.

2000 JUL 19 AM 8:06

ANTHONY J. NEVES
EXECUTIVE DIRECTOR

May 1, 2000

The Honorable Rochelle Pingree, Chair
Economic Development Incentive Commission
Maine State Senate
3 State House Station
Augusta, ME 04333-0003

Dear Senator Pingree:

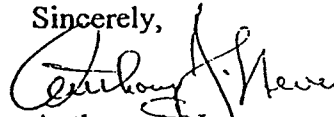
According to 5 MRSA Section 13070-J, the State Tax Assessor is required to submit a report to the commission identifying the amount of revenues foregone as the result of the Jobs and Investment Tax Credit (JITC) and the Research Expense Tax Credit (R&D), and public funds spent on the Business Property Tax Reimbursement Program (BETR). Attached are three reports providing you with this information.

The first report lists the number of corporations that reduced their Maine income tax liability with the JITC and/or the R&D credit in tax year 1997, as well as the value of the credits. Tax year 1997 is the last year for which we have full information. We have included information on the 1998 tax year as well (Report II), but it is incomplete, as we have not yet received all the returns for the 1998 tax year. Statutes governing release of confidential taxpayer information prevent us from reporting the names of the corporations that benefited from these tax credits. Please note, Maine Revenue Services does not electronically capture data on specific tax credits taken by individual taxpayers. Therefore, we are unable to determine how many tax returns that report partnership, s-corporation or sole proprietorship income have availed themselves of these credits. Based on the requirements necessary to qualify for these credits we doubt that there are many individual income tax returns taking the JITC and/or the R&D tax credit.

The third attachment is a computer printout of BETR recipients. For purposes of this report, businesses that received a reimbursement during calendar year 1999 are listed. Of the 1,207 businesses receiving a BETR reimbursement during calendar year 1999, 247 received a reimbursement of \$10,000 or more, requiring them to report to the EDIC. Firms receiving a BETR reimbursement greater than or equal to \$10,000 represent 20.5% of recipients and 96% of the total BETR expenditure in calendar year 1999.

If you have any questions on this report please do not hesitate to contact me.

Sincerely,



Anthony J. Neves
Executive Director

**Cc: Representative Ken Gagnon
Representative Peter Cianchette
Senator Peter Mills
Michael Allen
Alan Brigham
Bruce Coggeshall
Chris Hall
Christopher St. John
Burt Wartell
Mayor Lee Young
Janet Waldron, Commissioner of Administrative and Financial Services**

Jobs & Investment Tax Credit

The Jobs and Investment Tax Credit (JITC) provides a credit of 10% of the investment of at least \$5,000,000 in personal property that creates at least 100 new jobs within 2 years of the investment. Retail facilities are excluded from taking the credit. The JITC is limited to the lesser of \$500,000 or the tax liability of the taxpayer. Any unused credit may be carried over for up to 7 years. In tax year 1997, 8 corporations were eligible for a JITC worth approximately \$112,521.

Research Expense Tax Credit

The Research Expense Tax Credit (R&D) provides a credit equal to the sum of 5% of the excess of qualified research expenses over the average research expenses of the prior three years, and 7.5% of the basic research payments to educational institutions and certain research organizations. The credit is limited to 100% of the first \$25,000 of tax liability and 75% of the tax liability over \$25,000. Any unused credit may be carried over for up to 5 years. In tax year 1997, 15 corporations were eligible for an R&D credit worth approximately \$1 million.

Business Property Tax Reimbursement

The BETR program provides for a reimbursement of property taxes paid on tangible, personal, depreciable property held for business use, and first placed into service in Maine after April 1, 1995. Public utilities, cable television companies, or providers of radio paging, mobile communications, satellite direct TV, or television distributions services are ineligible for BETR reimbursement. In addition, office furniture, lamps and lighting fixtures, buildings, and land are excluded. Reimbursement is limited to 12 years. Taxpayers using an Investment Tax Credit or the High Technology Tax Credit on reimbursable property are not eligible for BETR on that property, and lose a year of BETR eligibility during years in which either one of those credits are taken.

Report I

Corporate Income Tax Credits - 1997 Tax Year

	<u>Jobs & Investment Tax Credit</u>	<u>Research Expense Tax Credit</u>	<u>Total Tax Credits Available</u>	<u>Total Tax Credits Claimed</u>
1	\$2,836		\$2,836	\$2,836
2		\$19,865	\$20,988	\$20,988
3		\$14,383	\$20,465	\$20,465
4		\$12,388	\$12,388	\$12,388
5		\$4,254	\$4,254	\$4,254
6	\$642		\$642	\$642
7		\$3,139	\$17,828	\$17,828
8	\$1,127		\$1,127	\$1,127
9		\$11,233	\$15,523	\$15,523
10	\$2,038		\$2,038	\$2,038
11		\$4,504	\$93,636	\$93,636
12		\$53,733	\$73,474	\$73,474
13		\$349,694	\$349,694	\$349,694
14		\$83,036	\$83,036	\$83,036
15		\$2,158	\$9,684	\$9,684
16		\$19,643	\$89,740	\$89,740
17		\$1,433	\$1,433	\$1,433
18	\$145		\$145	\$145
19		\$358,114	\$390,091	\$390,091
20		\$189	\$189	\$189
21	\$5,894		\$6,239	\$6,239
22	\$93,813		\$93,813	\$93,813
23	\$6,026		\$23,026	\$23,026
Total	\$112,521	\$937,766	\$1,312,289	\$1,312,289

Report II

Corporate Income Tax Credits - 1998 Tax Year

	Jobs & Investment <u>Tax Credit</u>	Research Expense <u>Tax Credit</u>	Total Tax Credits <u>Available</u>	Total Tax Credits <u>Claimed</u>
1	\$0	\$42,793	\$73,941	\$73,941
2	\$0	\$6,354	\$6,438	\$6,438
3	\$0	\$2,514	\$5,810	\$5,810
4	\$0	\$10,762	\$10,762	\$10,762
5	\$277	\$0	\$331	\$331
6	\$0	\$4,973	\$5,792	\$5,792
7	\$0	\$14,043	\$14,043	\$14,043
8	\$0	\$7,938	\$7,938	\$7,938
9	\$0	\$204,931	\$844,722	\$844,722
10	\$0	\$1,079	\$1,079	\$1,079
11	\$2,078	\$0	\$123,601	\$123,601
12	\$43,784	\$0	\$43,784	\$43,784
13	\$29	\$0	\$29	\$29
14	\$0	\$1,203	\$1,203	\$1,203
15	<u>\$494,509</u>	<u>\$0</u>	<u>\$494,509</u>	<u>\$494,509</u>
Total	\$540,677	\$296,590	\$1,633,982	\$1,633,982

REPT: THQ34600
DATE: 2000-04-28

MAINE REVENUE SERVICES
BETR ACCOUNTS WITH TOTAL REFUNDS >= \$1.00
WITH IN-DATES BETWEEN 1999-01-01 - 1999-12-31

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CD TYP ID	ID ENTITY	NO OF REF	TOTAL AMT REFUNDS	CD TYP NAM	NH ENTITY	CD TYP ADD	AD CITY	CD AD ST	CD ADDR ZIP
1		1	21,802.00	10	TOYOTA MOTOR MANUFACTURING CANADA	20	CAMBRIDGE ONTARIO		
1		1	177,711.00	10	IRVING FOREST PRODUCTS INC	20	SAINT JOHN NEW BRUNS		
1		1	12,669.00	10	PLEASANT RIVER LUMBER CO	20	PROULXVILLE	PQ	G0X2B0
1		2	532.00	10	HANNOUSH JEWELERS INC	20	WEST SPRINGFIELD	MA	01089-1331
1		3	24,906.00	10	FRIENDLY ICE CREAM CORP	20	WILBRAHAM	MA	01095
1		1	259.00	10	KAY BEE TOY & HOBBY SHOPS INC	20	PITTSFIELD	MA	01201-5702
1		1	220.00	10	YANKEE CANDLE CO INC	20	SOUTH DEERFIELD	MA	01373-0110
1		1	172.00	10	WESTBROOK GARDENS	20	FRAMINGHAM	MA	01701-5300
1		1	16,339.00	10	STAPLES OFFICE SUPERSTORE EAST INC	20	FRAMINGHAM	MA	01701-9265
1		2	3,636.00	10	SOUTHWORTH HILTON INC	20	MILFORD	MA	01757-1729
1		1	14,919.00	10	BJ'S NORTHEAST OPERATING CORP	20	NATICK	MA	01760
1		1	1,174.00	10	ATC GROUP SERVICES INC	20	WOBURN	MA	01801-6369
1		3	12,741.00	10	BROCKWAY SMITH COMPANY	20	ANDOVER	MA	01810-5887
1		1	9,545.00	10	ALLENBROOK INC	20	LOWELL	MA	01851-8100
1		3	3,464.00	10	MVP SPORTS STORES INC	20	WILMINGTON	MA	01887-1012
1		2	5,082.00	10	UNIFIRST CORPORATION	20	WILMINGTON	MA	01887-1090
1		3	516.00	10	COASTAL COMPUTER CONSULTANTS CORP	20	MANCHESTER	MA	01944
1		1	1,655.00	10	CUMBERLAND FARMS INC	20	CANTON	MA	02021-1402
1		2	39,941.00	10	GRANT'S DAIRY INC	20	FRANKLIN	MA	02038-3109
1		1	10,027.00	10	MAINE PLASTICS INC	20	FRANKLIN	MA	02038-3109
1		1	6,447.00	10	EASTERN BANK	20	BOSTON	MA	02109-2804
1		1	9,779.00	10	S D WARREN SERVICES COMPANY	20	BOSTON	MA	02110-2804
1		1	9,274.00	10	GULF OIL LIMITED PARTNERSHIP	20	CHELSEA	MA	02150
1		2	7,976.00	10	GIBBS OIL CO LIMITED PARTNERSHIP	20	CHELSEA	MA	02150
1		1	65.00	10	J L HAMMETT CO	20	BRAINTREE	MA	02184
1		2	1,462.00	10	CHRISTYS MARKET INC	20	BROCKTON	MA	02301-1812
1		6	19,770.00	10	UNITED PARCEL SERVICE INC NY	20	WATERTOWN	MA	02472-5002
1		1	6,325.00	10	CITIZENS LEASING CORP	20	LINCOLN	RI	02865
1		1	9,366.00	10	FLEET NATIONAL BANK	20	PROVIDENCE	RI	02903
1		6	14,844.00	10	TEXTRON FINANCIAL CORP	20	PROVIDENCE	RI	02903-2525
1		1	817.00	10	AUTO PLACEMENT CENTER INC	20	RIVERSIDE	RI	02915-2223
1		1	3,207.00	10	THE COUNTY QUICKSTOP INC	20	LONDONDERRY	NH	03053-3733
1		2	69.00	10	CORRIVEAU-ROUTHIER BLOCK INC	20	MANCHESTER	NH	03108-4127
1		1	12,151.00	10	COCA COLA BOTTLING CO NORTHERN NE	20	BEDFORD	NH	03110
1		1	2,251.00	50	SHAER SHOE CORPORATION	20	BEDFORD	NH	03110-6905
1		4	2,217.00	10	MAURICE CORP & SUBS	20	PORTSMOUTH	NH	03801-5610
1		1	66,145.00	10	PRIME TANNING CO INC	20	ROCHESTER	NH	03866
1		1	2,162.00	10	MAINELY BEANS INC	20	STRATHAM	NH	03885
1		1	1,793.00	10	TOBEY SHEETHETAL CO INC	20	ELIOT	ME	03903-0022
1		1	1,019.00	10	PISCATAQUA LANDSCAPING CO INC	20	ELIOT	ME	03903-1421
1		1	341.00	10	KKEG INC	20	KITTERY	ME	03904-2510
1		3	277,942.00	10	UNITED TECHNOLOGIES CORP	20	NORTH BERWICK	ME	03906-6751
1		1	695.00	10	CORNIER TEXTILE PRODUCTS INC	20	YORK	ME	03909-5211
1		1	1,757.00	10	WHEN PIGS FLY INC	20	YORK	ME	03909-5221
1		3	39,004.00	10	VOLK PACKAGING CORP	20	BIDDEFORD	ME	04005
1		2	2,716.00	10	CREATIVE BROADCAST CONCEPTS INC	20	BIDDEFORD	ME	04005
1		2	63,862.00	10	AVX TANTALUM CORP	20	BIDDEFORD	ME	04005
1		3	20,251.00	10	VALHET INC	20	BIDDEFORD	ME	04005
2		2	610.00	10	GARRAHORE GINGER D	20	BIDDEFORD	ME	04005-0411

& SUBSIDIARIES

REPT: TMQ34600
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MAINE REVENUE SERVICES
BETR ACCOUNTS WITH TOTAL REFUNDS >= \$1.00
WITH IN-DATES BETWEEN 1999-01-01 - 1999-12-31

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CD TYP ID	ID ENTITY	NO OF REF	TOTAL AMT REFUNDS	CD TYP NAM	NH ENTITY	CD TYP ADD	AD CITY	CD AD ST	CD ADDR ZIP
		3	883.00	10	STANDARD AUTO SUPPLY, INC.	20	BIDDEFORD	ME	04005-0547
		2	62,836.00	10	WESTPOINT STEVENS INC	20	BIDDEFORD	ME	04005-0587
		1	2,507.00	10	FIBER MATERIALS INC	20	BIDDEFORD	ME	04005-4414
		2	2,156.00	10	BASEBALL INC AND ASTROSPHERE INC	20	BIDDEFORD	ME	04005-9201
		1	171.00	10	NEIL'S MOTORS INC	20	BIDDEFORD	ME	04005-9459
		2	725.00	10	G & G GAS & REPAIR INC	20	BOWDOINHAM	ME	04008
		1	22.00	10	LAHOTHE ARTHUR J	20	BOWDOINHAM	ME	04008
		2	6,284.73	10	SHAWNEE PEAK HOLDINGS INC	20	BRIDGTON	ME	04009
		1	126.00	10	BASS WAYSIDE SHOE	20	BRUNSWICK	ME	04011
		2	1,636.00	10	LINNCO INC	20	BRUNSWICK	ME	04011
		1	35.00	10	AHRAMIAN ORIENTAL RUGS INC	20	BRUNSWICK	ME	04011
		1	243.00	10	LIBNER MAURICE A	20	BRUNSWICK	ME	04011
		1	8,814.00	10	PARKWOOD INN LTD	20	BRUNSWICK	ME	04011-0092
		1	213.00	10	HENRYS CATERING LLC	20	BRUNSWICK	ME	04011-0147
		5	30,826.00	10	DOWNEAST ENERGY CORP	20	BRUNSWICK	ME	04011-0250
		1	881.00	10	BLACK ICE ENTERPRISES	20	BRUNSWICK	ME	04011-0563
		1	22.00	10	SCHAEGLER CORP	20	BRUNSWICK	ME	04011-0661
		2	1,527.00	10	MORONG BRUNSWICK	20	BRUNSWICK	ME	04011-0697
		1	10,538.00	10	BRUNSWICK PUBLISHING CO	20	BRUNSWICK	ME	04011-1302
		1	409.00	10	EVERGREEN SENIOR CITIZENS	20	BRUNSWICK	ME	04011-1551
		1	21.00	10	SEYBOLDT CHARLES F	20	BRUNSWICK	ME	04011-1966
		1	161.00	10	BERNIER GERALD L	20	BRUNSWICK	ME	04011-2012
		1	422.00	10	THE BIG TOP DELICATESSEN, INC.	20	BRUNSWICK	ME	04011-2015
		1	34.00	10	DOUGLAS RICHMOND ARCHITECTS	20	BRUNSWICK	ME	04011-2031
		2	743.00	10	FOSHAY DONALD A	20	BRUNSWICK	ME	04011-2215
		2	579.00	10	SUNRAY ANIMAL CLINIC INC	20	BRUNSWICK	ME	04011-2528
		1	903.00	10	MHHP INC	20	BRUNSWICK	ME	04011-2605
		1	826.00	10	JOKAST INC	20	BRUNSWICK	ME	04011-2811
		1	320.00	10	J S BOATWORKS INC	20	BRUNSWICK	ME	04011-2817
		1	359.00	10	STADDEN RONALD R	20	BRUNSWICK	ME	04011-2902
		1	84.00	10	SARNA REBECCA L	20	BRUNSWICK	ME	04011-3242
		1	466.00	10	WILLIAM R OUELLETTE OD & BRIAN L	20	BRUNSWICK	ME	04011-3310
		1	141.00	10	HORGAN MATTHEW D	20	BRUNSWICK	ME	04011-3314
		2	8,745.05	10	ENVISIONET COMPUTER SERVICES, INC.	20	BRUNSWICK	ME	04011-7315
		1	39,162.84	10	BRUNSWICK TECHNOLOGIES INC	20	BRUNSWICK	ME	04011-7357
		1	413.00	10	B & C CUSTOM SAWING	20	BRUNSWICK	ME	04011-7364
		1	697.00	10	FOUR SEASON GROUNDS CARE INC	20	BRUNSWICK	ME	04011-8203
		2	41,837.00	10	HANCOCK LUMBER CO INC	20	CASCO	ME	04015
		1	15,231.00	10	NEW ENGLAND TOOL & CUTTER GRINDING	20	CORNISH	ME	04020
		1	236.00	10	MAIN LINE FENCE CO	20	CUMBERLAND	ME	04021
		1	521.00	10	METLAND THOMAS E	20	CUMBERLAND	ME	04021
		3	37,013.00	10	LIMINGTON LUMBER CO	20	EAST BALDWIN	ME	04024-0047
		1	87.00	10	REID H POTTER ASSOC INC	20	FREEPORT	ME	04032
		1	3.00	10	WOODMONT CORP	20	SOUTH FREEPORT	ME	04032
		1	272.00	10	VINHAR, INC.	20	FREEPORT	ME	04032
		1	27.95	10	PURINGTON ENTERPRISES	20	FREEPORT	ME	04032
		1	73.00	10	BOURASSA DAVID L	20	FREEPORT	ME	04032
		1	624.00	10	GARDINER KEN	20	FREEPORT	ME	04032
		2	49.00	10	WILLIAMS VIRGINIA H	20	FREEPORT	ME	04032

REPT: THQ34600
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MAINE REVENUE SERVICES
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WITH IN-DATES BETWEEN 1999-01-01 - 1999-12-31

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CD TYP ID	ID ENTITY	NO OF REF	TOTAL AMT REFUNDS	CD TYP NAM	NH ENTITY	CD TYP ADD	AD CITY	CD AD ST	CD ADDR ZIP
		2	200.00	10	BEAULIEU GENIE A	20	FREEPORT	ME	04032-0074
		2	51,041.00	10	HEALTHSOURCE MAINE	20	FREEPORT	ME	04032-0447
		2	480.00	10	WILBUR'S OF ME CHOCOLATE CONFECTION	20	FREEPORT	ME	04032-1110
		1	230.00	10	20TH MAINE, INC.	20	FREEPORT	ME	04032-1127
		1	84.00	10	WAGNER RICHARD H	20	FREEPORT	ME	04032-1221
		1	8,308.00	10	MYSTIC MOTOR INN INC	20	FREEPORT	ME	04032-1311
		1	105.00	10	FRANK MARION L	20	FREEPORT	ME	04032-1315
		1	202.00	10	KOCEIKO, MARIANNE G	20	FREEPORT	ME	04032-1336
		1	80.00	10	EARRINGS & CO	20	FREEPORT	ME	04032-1527
		1	11,891.00	10	EASTLAND SHOE MFG CORP	20	FREEPORT	ME	04032-1533
		1	275.00	10	HUGHES ENGINEERING & CONTROLS	20	FREEPORT	ME	04032-6017
		1	309.00	10	YARMOUTH AUTO SALES INC	20	FREEPORT	ME	04032-6244
		1	39.00	10	DESERT DUNES OF MAINE	20	FREEPORT	ME	04032-6257
		1	477.00	10	ITS ONLY NATURAL INC	20	FREEPORT	ME	04032-6279
		1	31.00	10	MANNS EXIT 21 SHOPPING CENTER	20	FREEPORT	ME	04032-6335
		1	98.00	10	CEDAR HAVEN RESORT	20	FREEPORT	ME	04032-6626
		1	633.00	10	VITAS TORTILLAS INC	20	FREEPORT	ME	04032-6811
		1	51.00	10	SAM'S CLEANING SERVICE INC	20	FREEPORT	ME	04032-6891
		1	86.25	10	ROGERS ALAN L	20	FREEPORT	ME	04032-6896
		1	88,572.00	10	LL BEAN INC.	20	FREEPORT	ME	04033
		3	77,359.00	10	SHAW BROTHERS CONSTRUCTION INC	20	GORHAM	ME	04038-0069
		1	47.22	10	GORHAM PHYSICAL THERAPY, LLC	20	GORHAM	ME	04038-1339
		1	134.00	10	J HAMILTON & CO	20	GORHAM	ME	04038-2078
		1	396.00	10	VERRILL & MCCULLOUGH, INC.	20	GORHAM	ME	04038-2283
		1	49.00	10	CRERAN SANDRA G	20	GORHAM	ME	04038-2533
		2	15,756.00	10	R J GRONDIN & SONS	20	GORHAM	ME	04038-2601
		1	337.00	10	CAR DOCTOR INC	20	GORHAM	ME	04038-2623
		5	41,530.00	10	MAINE RUBBER INTERNATIONAL	20	GORHAM	ME	04038-2635
		3	8,074.16	10	ENERCON	20	GRAY	ME	04039
		1	30.00	10	JOHNSON KURT T	20	GRAY	ME	04039-9444
		1	125.00	10	SMITH MARY M	20	HOLLIS CENTER	ME	04042-0240
		1	745.00	10	BANA CORP	20	HOLLIS CENTER	ME	04042-0310
		2	5,426.00	10	KENNEBUNK SAVINGS BANK	20	KENNEBUNK	ME	04043-0028
		6	12,958.00	10	OCEAN NATIONAL BANK	20	KENNEBUNK	ME	04043-0058
		2	1,790.00	10	CUMMINGS LAMONT & MCNAMEE	20	KENNEBUNK	ME	04043-0328
		1	141.00	10	BEAN WENDY I	20	KENNEBUNK	ME	04043-0428
		2	5,128.00	10	ELECTRONIC MEDIA INTERNATIONAL	20	KENNEBUNK	ME	04043-0488
		4	1,591.00	10	MOUNTAIN TOPS INC	20	KENNEBUNK	ME	04043-6823
		1	382.00	10	KENNEKAEL CORPORATION	20	KENNEBUNK	ME	04043-7153
		1	261.00	10	DUTCH ELN GOLF COURSE	20	ARUNDEL	ME	04046-8724
		1	126.00	10	PEQUAWKET PHYSICAL THERAPY LLC, PA	20	LIMINGTON	ME	04049-0190
		2	7,386.00	10	P & K SAND AND GRAVEL INC	20	HAPLES	ME	04055-9722
		1	172.00	10	LOUGEE JR GEORGE	20	WINDHAM	ME	04062-0110
		1	1,103.00	10	R. A. MOORE CONSTRUCTION, INC.	20	WINDHAM	ME	04062-0620
		1	801.00	10	CHUNKY'S CINEMA PUB III INC	20	WINDHAM	ME	04062-1992
		1	449.00	10	HILLCO SPECIALTIES INC	20	WINDHAM	ME	04062-4052
		1	503.00	10	SCHLUMPF INC	20	WINDHAM	ME	04062-5649
		1	8,704.00	10	PALACE PLAYLAND ASSOCIATES LLC	20	OLD ORCHARD BEACH	ME	04064
		2	1,164.00	10	WONDERLAND	20	OLD ORCHARD BEACH	ME	04064-0114

REPT: THQ34600
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MAINE REVENUE SERVICES
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CD TYP	ID ID	NO OF REF	TOTAL AMT REFUNDS	CD TYP	NH NM ENTITY	CD TYP	AD ADD CITY	CD CD AD ADDR ST ZIP
1		2	1,762.00	10	MAINE MASONRY CO INC	20	SCARBOROUGH	ME 04070
1		1	523.00	10	ULTIMATE FITNESS CENTER INC THE	20	SCARBOROUGH	ME 04070
1		2	17,596.00	10	GABRIEL ELECTRONICS INC	20	SCARBOROUGH	ME 04070-0070
1		1	40,222.00	10	SACO DEFENSE INC	20	SACO	ME 04072
1		1	40,222.00	10	SACO DEFENSE CORP	20	SACO	ME 04072
1		1	199.00	10	TRANSPARENT AUDIO INC	20	SACO	ME 04072-1804
1		1	547.06	10	SACO SPORT & FITNESS INC	20	SACO	ME 04072-1815
1		2	1,045.00	10	XUROH CORP	20	SACO	ME 04072-1840
1		3	35,629.90	10	ADVENTURE AMUSEMENTS LLC	20	SACO	ME 04072-9662
1		2	5,701.00	10	GETCHELL BROS INC	20	SANFORD	ME 04073
1		3	7,266.00	10	HASCO PRODUCTS INC	20	SANFORD	ME 04073
1		1	29,875.00	10	RAINBOW RUGS INC	20	SANFORD	ME 04073
1		1	12,968.00	10	GENEST CONCRETE WORKS INC.	20	SANFORD	ME 04073-0151
1		2	38,532.00	10	INTERNATIONAL WOOLEN CO INC	20	SANFORD	ME 04073-1110
1		4	39,014.95	10	DOCDATA NEW ENGLAND INC	20	SANFORD	ME 04073-4415
1		2	196.00	10	SANFORD METAL FINISHING	20	SANFORD	ME 04073-7690
1		3	19,312.00	10	U S FELT MANUFACTURING CO	20	SANFORD	ME 04073-8602
1		1	638.00	10	GAWRON ASSOC	20	SCARBOROUGH	ME 04074
1		1	778.00	10	MARALYCE FERREE CON CLOTHING DESIGN	20	SCARBOROUGH	ME 04074
1		2	131.00	10	ATLANTIC WOOD & CABINET WORKS INC	20	SCARBOROUGH	ME 04074
1		2	11,614.00	10	ROCKWOOD SWENDEMAN LLC	20	SCARBOROUGH	ME 04074
1		2	4,988.00	10	SCARBOROUGH TERRACE LIMITED	20	SCARBOROUGH	ME 04074-7305
1		3	12,859.00	10	SPECTRUM MEDICAL GROUP PA	20	SCARBOROUGH	ME 04074-8433
2		1	212.00	10	HOYT KRISTINE L	20	SCARBOROUGH	ME 04074-8904
2		1	283.00	10	CONTI FREDERICK	20	SCARBOROUGH	ME 04074-8931
1		3	96,159.00	10	KONICA PHOTO SERVICE USA INC	20	SCARBOROUGH	ME 04074-9375
1		1	1,788.00	10	MOBILE SPECT IMAGING LLC	20	SCARBOROUGH	ME 04074-9570
1		4	11,750.00	10	OLIVER VENDING & MUSIC SYSTEMS	20	SCARBOROUGH	ME 04074-9730
1		2	8,932.00	10	UNIQUE MACHINE INC	20	SOUTH CASCO	ME 04077
1		1	542.00	10	THE VILLAGE STORE INC	20	SOUTH FREEPORT	ME 04078
2		1	194.00	10	COLBURN MALCOLM E	20	SOUTH FREEPORT	ME 04078
1		1	424.00	10	BREWER'S SO FREEPORT MARINE INC	20	SOUTH FREEPORT	ME 04078-0119
1		1	1,363.00	10	BLACK MOUNTAIN WOOD COMPANY	20	SO. WINDHAM	ME 04082
2		1	87.00	10	BOULANGER RICHARD R	20	SOUTH WINDHAM	ME 04082-0013
1		2	9,056.00	10	JAGGER BROTHERS INC	20	SPRINGVALE	ME 04083
2		2	160.00	10	HIVILLE DONALD R	20	STANDISH	ME 04084
2		1	149.00	10	ALLEY DENIS	20	STANDISH	ME 04084
1		1	90.00	10	TOWER	20	STANDISH	ME 04084-6239
1		1	161.00	10	PBJ YOGURT CORP	20	TOPSHAM	ME 04086-0148
1		2	3,300.00	10	WRIGHT-PIERCE	20	TOPSHAM	ME 04086-1204
2		1	546.00	10	SULLIVAN THOMAS K	20	TOPSHAM	ME 04086-1424
2		1	30.00	10	VANDERSCHAAF MARILYNN S	20	TOPSHAM	ME 04086-6029
2		1	49.00	10	CHASE MATTHEW L	20	WELLS	ME 04090-1359
2		2	202.22	10	MORSE MARTIN E	20	WELLS	ME 04090-4504
1		4	53,980.18	10	SPENCER PRESS OF MAINE INC	20	WELLS	ME 04090-5548
1		2	32.00	10	AD MARK COM	20	WELLS	ME 04090-6403
1		1	205.00	10	EVERGREEN CREDIT UNION	20	WESTBROOK	ME 04092
1		1	405.00	10	SILVEX INC	20	WESTBROOK	ME 04092
1		3	1,048.00	10	ALPROFIL INCORPORATED	20	WESTBROOK	ME 04092

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CD TYP	ID ID ENTITY	NO OF REF	TOTAL AMT REFUNDS	CD TYP	NH HAM ENTITY	CD TYP	AD ADD CITY	CD AD ST	CD ADDR ZIP
		1	16.00	10	MARGILOFF ROBERT C	20	WESTBROOK	ME	04092
		6	46,562.00	10	D & G MACHINE PRODUCTS INC	20	WESTBROOK	ME	04092-2009
		1	13,461.00	10	PRECISMETALS INC	20	WESTBROOK	ME	04092-2035
		1	211,184.00	10	IDEXX LAB INC	20	WESTBROOK	ME	04092-2040
		1	90.00	10	TICKETS UNLIMITED INC	20	WESTBROOK	ME	04092-2534
		1	120.00	10	SPORTSMANS HARDWARE	20	WESTBROOK	ME	04092-2809
		1	43.00	10	E & L INC	20	WESTBROOK	ME	04092-2824
		1	30.00	10	CADDVANTAGE INC	20	WESTBROOK	ME	04092-2847
		2	307.00	10	BROWN & NORTH INVESTORS INC	20	WESTBROOK	ME	04092-3524
		1	1,752.00	10	SWANS WILBERT VAULT INC	20	WESTBROOK	ME	04092-3702
		1	1,261.00	10	WEBWIN COMPANY INC	20	WESTBROOK	ME	04092-3807
		3	3,362.00	10	LANCO/HUTEC CORP	20	WESTBROOK	ME	04092-3824
		1	401.00	10	DIRENZO & SONS COMPANY	20	WESTBROOK	ME	04092-4236
		4	4,229.00	10	WHITE BROS INC	20	WESTBROOK	ME	04092-4438
		1	841.00	10	LEE DODGE	20	WESTBROOK	ME	04092-4733
		1	85.26	10	BUFFALO WINGS -N- THINGS	20	WESTBROOK	ME	04092-4738
		1	30.00	10	SUCCESSFUL FINANCIAL MANAGEMENT	20	WESTBROOK	ME	04092-4763
		2	37,289.00	10	BLUE ROCK INDUSTRIES	20	WESTBROOK	ME	04092-4782
		1	314.00	10	FOUR SEASONS CRAFTERS OUTLET	20	WESTBROOK	ME	04092-4786
		1	1,365.00	10	GENUINE PARTS COMPANY & SUBSIDIARY	20	WESTBROOK	ME	04092-4789
		2	15,586.00	10	WILLIAM ARTHUR INC	20	WEST KENNEBUNK	ME	04094
		5	2,544.00	10	DORKS UNLIMITED	20	YARMOUTH	ME	04096
		3	7,295.00	10	OSC SPORTS	20	YARMOUTH	ME	04096
		1	21.00	10	HINCKLEY INSURANCE GROUP	20	YARMOUTH	ME	04096-0218
		2	996.00	10	CHAFE RESTAURANT CORP	20	YARMOUTH	ME	04096-0821
		2	2,171.00	10	FREEPORT INN	20	YARMOUTH	ME	04096-0821
		1	247.00	10	FREEPORT CAFE	20	YARMOUTH	ME	04096-0821
		1	199.00	10	MEDEX MANAGEMENT CORPORATION	20	YARMOUTH	ME	04096-2168
		1	701.00	10	MOUNTAIN LTD	20	YARMOUTH	ME	04096-6125
		1	1,113.00	10	COLE HAAN COMPANY STORE INC.	20	YARMOUTH	ME	04096-6706
		1	9,861.00	10	COLE HAAN MFG INC	20	YARMOUTH	ME	04096-6706
		2	21,565.44	10	COLE HAAN HOLDINGS INC	20	YARMOUTH	ME	04096-6706
		1	325.62	10	THE VILLAGE DELI	20	YARMOUTH	ME	04096-6711
		1	162.00	10	HJAHES & CO	20	YARMOUTH	ME	04096-6734
		1	370.00	10	REBECCA'S KITCHEN	20	YARMOUTH	ME	04096-7139
		1	292.00	10	DEWAN TERRENCE J	20	YARMOUTH	ME	04096-8400
		1	663.00	10	COLONIAL ADJUSTMENT INC	20	WESTBROOK	ME	04098
		1	3,649.00	10	MAINE SURGICAL SUPPLY CO	20	WESTBROOK	ME	04098
		1	161.00	10	PRATT INSURANCE AGENCY INC	20	WESTBROOK	ME	04098-0439
		3	5,376.00	10	KATAHDIN ANALYTICAL SERVICES INC	20	WESTBROOK	ME	04098-0720
		3	9,967.00	10	SAUNDERS BROTHERS & SUBS	20	WESTBROOK	ME	04098-1016
		1	90.00	10	J + M INC	20	WESTBROOK	ME	04098-1087
		5	1,106,943.72	10	S D WARREN CO	20	WESTBROOK	ME	04098-1597
		4	26,828.00	10	ACADIA INSURANCE CO	20	WESTBROOK	ME	04098-5010
		1	956.00	10	J WESTON WALCH PUBLISHER	20	PORTLAND	ME	04101
		1	701.00	10	TFH ARCHITECTS	20	PORTLAND	ME	04101
		3	8,739.00	10	BOULOS COMPANY THE	20	PORTLAND	ME	04101
		1	458.00	10	BANGOR HOUSE PROPRIETARY	20	PORTLAND	ME	04101
		1	13,650.00	10	IMAGESET INC	20	PORTLAND	ME	04101

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1		1	211.00	10	COMMUNIQUES INC	20	PORTLAND	ME	04101
1		3	126.00	10	OCTOBER CORPORATION	20	PORTLAND	ME	04101
1		1	137.00	10	OAKLEAF HOUSING TRUST INC	20	PORTLAND	ME	04101
1		1	20,645.00	10	FORUM FINANCIAL GROUP LLC	20	PORTLAND	ME	04101
1		1	168.00	10	BUTLER PAYSON HOUSING	20	PORTLAND	ME	04101
1		2	15,900.00	10	NYLCARE OF NEW ENGLAND INC	20	PORTLAND	ME	04101
1		1	645.00	10	SAGA COMMUNICATIONS OF NEW ENGLAND	20	PORTLAND	ME	04101-1820
1		2	116,358.21	10	OAKHURST DAIRY	20	PORTLAND	ME	04101-2035
2		1	370.00	10	REILLY REBECCA	20	PORTLAND	ME	04101-2543
1		1	303.00	10	ROAK BLOCK DEVELOPMENT ASSOC	20	PORTLAND	ME	04101-2814
1		1	173.00	10	PITTSFIELD HOUSING ASSOCIATES	20	PORTLAND	ME	04101-2814
1		2	37.00	10	NORTH SCHOOL CONGREGATED HSNB	20	PORTLAND	ME	04101-2814
1		1	210.00	10	HOUSING RESOURCES CORP	20	PORTLAND	ME	04101-2814
1		2	737.00	10	RIVER HOUSE ASSOCIATES	20	PORTLAND	ME	04101-2814
1		2	64.00	10	WOLFNECK HOUSING ASSOCIATION	20	PORTLAND	ME	04101-2814
1		1	51.00	10	QUARRY RIDGE HOUSING ASSOC	20	PORTLAND	ME	04101-2814
1		1	22.00	10	YARMOUTH HOUSING ASSOCIATES	20	PORTLAND	ME	04101-2814
1		3	58.00	10	CITY HOSPITAL HOUSING ASSOC	20	PORTLAND	ME	04101-2814
1		3	155.00	10	FIELDCREST HOUSING ASSOCIATES	20	PORTLAND	ME	04101-2814
1		3	921.00	10	ALLEN AVE HOUSING ASSOC	20	PORTLAND	ME	04101-2814
2		1	54.00	10	WISHCAMPER LYNDEL J	20	PORTLAND	ME	04101-2814
1		1	7,250.00	10	GATEWAY MASTERING STUDIOS INC	20	PORTLAND	ME	04101-2823
1		2	3,081.00	10	MACOMBER INC	20	PORTLAND	ME	04101-2920
1		2	4,540.00	10	GOUWS CAPITAL MANAGEMENT INC	20	PORTLAND	ME	04101-3482
1		2	11,343.00	10	MAINE BANK & TRUST CO	20	PORTLAND	ME	04101-3511
1		4	43,417.00	10	BLETHEN MAINE NEWSPAPERS INC	20	PORTLAND	ME	04101-3514
1		1	12,954.00	10	PACIFIC & SOUTHERN COMPANY INC	20	PORTLAND	ME	04101-3801
1		1	75.00	10	EXPANTEST INC	20	PORTLAND	ME	04101-4031
1		1	407.00	10	MCCANDLESS EPSTEIN & O'DONOVAN LLP	20	PORTLAND	ME	04101-4032
1		2	27,548.00	10	PIERCE ATWOOD	20	PORTLAND	ME	04101-4033
1		1	843.00	10	DAWSON SMITH PURVIS & BASSETT PA	20	PORTLAND	ME	04101-4083
1		1	1,752.00	10	R M DAVIS INC	20	PORTLAND	ME	04101-4090
1		1	16,339.00	10	BAKER NEWMAN & NOYES	20	PORTLAND	ME	04101-4100
1		1	2,020.20	10	VIA MARKETING + DESIGN INC	20	PORTLAND	ME	04101-4594
1		1	2,112.00	10	NEWPORT STRATEGIES INC	20	PORTLAND	ME	04101-4674
2		1	178.00	10	LIGHTFOOT ROBERT B	20	PORTLAND	ME	04101-4730
1		1	261.00	10	FALMOUTH NECK CORP	20	PORTLAND	ME	04101-4944
1		3	453.82	10	WARREN CURRIER & BUCHANAN	20	PORTLAND	ME	04101-5000
1		1	7,031.00	10	CENTER-COTTON INC	20	PORTLAND	ME	04101-5010
1		3	2,137.00	10	RAM TRUST SERVICES INC	20	PORTLAND	ME	04101-5033
1		1	5,483.00	10	WOODARD & CURRAN INC	20	PORTLAND	ME	04102-1931
1		1	88,582.00	10	PARKER HANNIFIN CORP & SUB	20	PORTLAND	ME	04102-1949
1		6	10,897.00	10	ORTHOPAEDIC ASSOCIATES PA	20	PORTLAND	ME	04102-2603
1		2	5,598.00	10	MAINE EYE CENTER PA	20	PORTLAND	ME	04102-2748
1		2	3,518.00	10	QUINTEL II CO	20	PORTLAND	ME	04102-3020
1		2	5,954.00	10	MAINE CARDIOLOGY ASSOC	20	PORTLAND	ME	04102-3315
1		2	6,368.00	10	MERRILL MARINE TERMINAL SERVICES INC	20	PORTLAND	ME	04102-3903
1		2	6,024.00	10	MERRILL INDUSTRIES INC	20	PORTLAND	ME	04102-3903
1		2	11,097.00	10	MONTALVO CORPORATION	20	PORTLAND	ME	04103

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CD TYP	ID ID ENTITY	NO OF REF	TOTAL AMT REFUNDS	CD TYP NAM	NH NM ENTITY	CD TYP ADD	AD CITY	CD AD ST	CD CD ADDR ZIP
		3	9,923.00	10	IMMU CELL CORP	20	PORTLAND	ME	04103
		2	210.00	10	NELSON & CARA'S CONSULTING,LLC	20	PORTLAND	ME	04103
		1	4,396.00	10	JOKERS TWO INC	20	PORTLAND	ME	04103-1006
		1	2,565.00	10	PHOENIX WELDING	20	PORTLAND	ME	04103-1032
		1	2,487.00	10	D L GEARY BREWING CO INC	20	PORTLAND	ME	04103-1066
		2	2,816.78	10	J & S ELICHAA INC	20	PORTLAND	ME	04103-1066
		3	836.00	10	RUSSELL PAMELA A	20	PORTLAND	ME	04103-2143
		2	2,624.00	10	RSVP DISCOUNT BEVERAGE & REDEMPTION	20	PORTLAND	ME	04103-4107
		1	534.00	10	SMITH ATWOOD VIDEO SERVICES INC	20	PORTLAND	ME	04103-4858
		1	3,135.00	10	EMERY WATERHOUSE CO & SUBS	20	PORTLAND	ME	04104
		3	1,674.00	10	NELSON & SMALL INC	20	PORTLAND	ME	04104
		1	2,698.00	10	WILLIAMS GOODMAN & SONS INC	20	PORTLAND	ME	04104
		2	14,893.00	10	PROGRESSIVE DISTRIBUTORS	20	PORTLAND	ME	04104
		1	446.00	10	SULLIVAN & HERRITT INC	20	PORTLAND	ME	04104
		1	336.00	10	TRASK DECROW MACHINERY-401K PLAN	20	PORTLAND	ME	04104-0069
		3	2,032.24	10	BODY EXCLUSIVE INC	20	PORTLAND	ME	04104-0679
		2	2,525.00	10	GBF INFORMATION SYSTEMS INC	20	PORTLAND	ME	04104-0878
		1	262.00	10	MAINE CREDIT UNION LEAGUE INS TRUST	20	PORTLAND	ME	04104-1338
		1	2,698.00	10	WILLIAM GOODMAN & SONS LLC	20	PORTLAND	ME	04104-1660
		2	32,795.00	10	AAA NORTHERN NEW ENGLAND	20	PORTLAND	ME	04104-3544
		1	166.00	10	EAST COAST CONSTRUCTION MGMT CO INC	20	PORTLAND	ME	04104-3819
		7	472,652.00	10	HANNAFORD BROS CO AND SUBSIDIARIES	20	PORTLAND	ME	04104-5005
		3	14,360.00	10	HANNAFORD TRUCKING CO	20	PORTLAND	ME	04104-5005
		3	19,767.00	10	MECUL SERVICES CORP	20	PORTLAND	ME	04104-5024
		3	11,526.00	10	BERNSTEIN SHUR SAWYER & NELSON	20	PORTLAND	ME	04104-5029
		2	1,006.00	10	PETRUCCELLI + MARTIN	20	PORTLAND	ME	04104-5033
		4	13,443.00	10	PENOBSCOT BAY MEDICAL ASSOCIATES, INC.	20	PORTLAND	ME	04104-5040
		2	11,558.00	10	MAINE EMPLOYERS MUTUAL INSURANCE CO	20	PORTLAND	ME	04104-7409
		2	6,954.00	10	MEHC SERVICES, INC.	20	PORTLAND	ME	04104-7409
		2	9,654.00	10	SCHLOTTERBECK & FOSS COMPANY	20	PORTLAND	ME	04104-8609
		2	6,229.00	10	PORTLAND SAND & GRAVEL INC.	20	FALMOUTH	ME	04105
		1	439.00	10	NORTHERN DATA SYSTEMS INC	20	FALMOUTH	ME	04105
		1	917.00	10	IN AND OUT REALTY LTD PARTNERSHIP	20	FALMOUTH	ME	04105
		1	92.00	10	DOUGHTY PHILLIP J	20	FALMOUTH	ME	04105
		1	4,802.00	10	WOODLANDS CLUB	20	FALMOUTH	ME	04105-1153
		1	426.00	10	VP FILM AND TAPE PRODUCTIONS INC	20	SOUTH PORTLAND	ME	04106
		1	121.00	10	CHERISHED POSSESSIONS INC	20	SOUTH PORTLAND	ME	04106
		1	232.00	10	PAPE AUTO MOTION INC	20	SOUTH PORTLAND	ME	04106
		3	1,731.00	10	PORTLAND SHELLFISH COMPANY INC	20	SOUTH PORTLAND	ME	04106
		1	143.00	10	MAINE REAL ESTATE INFORMATION SYSTEM INC	20	SOUTH PORTLAND	ME	04106
		3	112.00	10	ALLEGIANCE FINANCIAL GROUP INC	20	SO PORTLAND	ME	04106
		3	513.00	10	TOTALPLAN SERVICES INC	20	SO PORTLAND	ME	04106
		1	454.00	10	HJ BEAUSOLEIL CO INC	20	SOUTH PORTLAND	ME	04106
		1	803.00	10	RETINA CENTER OF MAINE LLC	20	SOUTH PORTLAND	ME	04106
		1	1,382.00	10	INDUSTRY & ENERGY ASSOCIATES LLC	20	SO PORTLAND	ME	04106
		1	49.00	10	PATTERSON JUDITH A	20	SOUTH PORTLAND	ME	04106
		1	327.00	10	PORT HARBOR MARINE	20	SOUTH PORTLAND	ME	04106-1603
		1	1,110.00	10	KWS INDUSTRIES INC	20	SOUTH PORTLAND	ME	04106-1647
		3	963,257.00	10	FAIRCHILD SEMICONDUCTOR CORP	20	SOUTH PORTLAND	ME	04106-1705

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CD TYP ID	ID ENTITY	NO OF REF	TOTAL AMT REFUNDS	CD TYP NAM	NH ENTITY	CD TYP ADD	AD CITY	CD AD ST	CD ADDR ZIP
1		1	800.00	10	PAPE CHEVROLET INC	20	SOUTH PORTLAND	ME	04106-1907
1		1	33.00	10	ARTEMIS INC	20	SO PORTLAND	ME	04106-2024
1		2	43,274.00	10	WRIGHT EXPRESS CORP	20	SOUTH PORTLAND	ME	04106-2301
1		1	24,500.00	10	WRIGHT EXPRESS LLC	20	SO PORTLAND	ME	04106-2301
1		1	1,271.00	10	MAINE HALL MOTORS	20	SO PORTLAND	ME	04106-2312
1		3	318.00	10	GROUP MARKETING SERVICES INC	20	SOUTH PORTLAND	ME	04106-2319
1		4	27,903.00	10	PAYPOWER LTD PARTNERSHIP	20	SOUTH PORTLAND	ME	04106-2319
2		2	1,672.00	10	BALLES MARK W	20	SOUTH PORTLAND	ME	04106-2319
1		1	1,491.00	10	QUADIC SYSTEMS INC	20	SOUTH PORTLAND	ME	04106-2320
2		5	875.00	10	RUETTY MICHAEL T	20	SOUTH PORTLAND	ME	04106-2417
1		3	1,851.00	10	MACDONALD PAGE & CO. LLC	20	SOUTH PORTLAND	ME	04106-2418
1		1	1,024.00	10	ORAL SURGERY ASSOCIATES PA	20	SOUTH PORTLAND	ME	04106-2425
1		6	1,912.00	10	RUNYON KERSTEEN OUELLETTE, PA	20	SOUTH PORTLAND	ME	04106-2425
1		1	201.00	10	HILL & RUNYON PA	20	SOUTH PORTLAND	ME	04106-2425
1		3	5,080.00	10	PLASTIC AND HAND SURGICAL ASSOC	20	SOUTH PORTLAND	ME	04106-2430
1		1	232.00	10	TRASK DECROW MACHINERY INC	20	SOUTH PORTLAND	ME	04106-2619
1		4	341.00	10	SNOW SQUALL INC	20	SO PORTLAND	ME	04106-2849
2		1	306.00	10	HINDS CHARLES H	20	SOUTH PORTLAND	ME	04106-3295
1		1	526.00	10	KAZMAR INC	20	SOUTH PORTLAND	ME	04106-3647
1		1	386.00	10	COAST LINE CREDIT UNION	20	SOUTH PORTLAND	ME	04106-3919
1		1	475.00	10	KWIK COPY PRINTING	20	SO PORTLAND	ME	04106-6035
1		4	4,587.00	10	C B KENWORTH INC	20	SO PORTLAND	ME	04106-6142
1		4	621.00	10	IDEALEASE OF MAINE	20	SOUTH PORTLAND	ME	04106-6142
1		1	3,012.00	10	NATIONAL DISTRIBUTORS INC	20	SOUTH PORTLAND	ME	04106-6144
1		4	5,365.00	10	AMERICAN STEEL & ALUMINUM CORP	20	SOUTH PORTLAND	ME	04106-6145
1		1	381.00	10	SAFETECH CONSULTANTS INC	20	SOUTH PORTLAND	ME	04106-6928
1		8	231,471.00	10	PEOPLES HERITAGE SAVINGS BANK	20	PORTLAND	ME	04112
1		4	594,728.29	10	UNUM LIFE INSURANCE CO OF AMERICA	20	PORTLAND	ME	04112
1		2	2,896.00	10	MEDICAL MUTUAL INS CO OF ME	20	PORTLAND	ME	04112
1		1	1,145.00	10	RICHARDSON WHITHAM LARGE & BADGER	20	PORTLAND	ME	04112
1		3	8,579.00	10	MMIC SERVICES COMPANY INC	20	PORTLAND	ME	04112
2		1	51.00	10	KEMPTON ROBERT R	20	PORTLAND	ME	04112-0087
1		2	2,305.00	10	MORSE PAYSON + NOYES INSURANCE	20	PORTLAND	ME	04112-0406
1		1	1,941.00	10	NORMAN HANSON & DETROY	20	PORTLAND	ME	04112-4600
1		3	99,228.00	10	BARBER FOODS	20	PORTLAND	ME	04112-4821
1		2	414.00	10	MEDICAL PROVIDER MANAGEMENT CO LLC	20	PORTLAND	ME	04112-5275
1		5	46,036.00	10	GUY GANNETT COMMUNICATIONS	20	PORTLAND	ME	04112-5277
1		2	36,718.00	10	AUTO EUROPE LLC	20	PORTLAND	ME	04112-7006
1		3	3,010.00	10	MONAGHAN, LEAHY, HOCHADEL & LIBBY	20	PORTLAND	ME	04112-7046
1		2	14,794.00	10	HARDING LAWSON ASSOCIATES ES, INC	20	PORTLAND	ME	04112-7050
1		1	356.00	10	HEWINS TRAVEL CONSULTANTS	20	PORTLAND	ME	04112-7140
1		3	70,986.00	10	DIVERSIFIED COMMUNICATIONS & SUBS	20	PORTLAND	ME	04112-7437
1		1	27,698.00	10	PEOPLES HERITAGE FIN GROUP INC	20	PORTLAND	ME	04112-9540
1		1	2,031.00	10	PRETI, FLAHERTY, BELIVEAU & PACHIOSLIMITED LIABILITY	20	PORTLAND	ME	04112-9546
1		4	5,850.00	10	W H SHURTLEFF CO	20	SOUTH PORTLAND	ME	04116
1		1	33.00	10	NORTHEAST MECHANICAL CORPORATION	20	SOUTH PORTLAND	ME	04116
1		1	48.00	10	BLAKE HALL & SPRAGUE	20	SOUTH PORTLAND	ME	04116-2403
1		5	1,021.00	10	AINSWORTH & THELIN PA	20	SOUTH PORTLAND	ME	04116-2412
1		4	5,266.70	10	PORTLAND PIPE LINE CORPORATION	20	SOUTH PORTLAND	ME	04116-2590

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		4	6,844.92	10	PORTLAND VALVE INC	20	SOUTH PORTLAND	ME	04116-2888
		1	7,843.00	10	HARRINAN ASSOCIATES	20	AUBURN	ME	04210
		1	2,418.00	10	SKELTON TAINTER & ABBOTT PA	20	AUBURN	ME	04210
		1	533.20	10	MID-STATE BUSINESS SCHOOL CORP.	20	AUBURN	ME	04210
		1	445.00	10	CAMERON TIRE & SERV CO INC	20	AUBURN	ME	04210
		1	331.00	10	ANDROSCOGGIN TITLE CO	20	AUBURN	ME	04210
		1	420.00	10	WILLOW RUN DENTAL ASSOCIATION PA	20	AUBURN	ME	04210
		1	64,260.00	10	SAFE HANDLING INC	20	AUBURN	ME	04210
		1	26.00	10	EARLE JOHN & JOYE PTNRS	20	AUBURN	ME	04210
		1	1,807.00	10	AMERICAN CONCRETE INDUSTRIES INC	20	AUBURN	ME	04210-3719
		2	507.00	10	THE MACLAND COMPANY	20	AUBURN	ME	04210-3719
		1	2,014.00	10	METAL SPECIALTIES, INC.	20	AUBURN	ME	04210-3830
		1	153.00	10	BUKO GENERATOR CO	20	AUBURN	ME	04210-3858
		1	205.00	10	SHANGRI-LA KENNELS INC	20	AUBURN	ME	04210-3861
		1	32.00	10	PROKO BARBARA J	20	AUBURN	ME	04210-4411
		1	274.00	10	ANDROSCOGGIN DIE CO INC	20	AUBURN	ME	04210-5117
		1	60.00	10	KENNEDY LILLIAN B	20	AUBURN	ME	04210-5347
		1	605.00	10	RIVERVIEW GARDENS INC	20	AUBURN	ME	04210-5349
		1	402.00	10	REA ASSOCIATES INC	20	AUBURN	ME	04210-5853
		1	420.00	10	PLATZ ASSOCIATES	20	AUBURN	ME	04210-5966
		1	2,333.00	10	ANDROSCOGGIN CARDIOLOGY	20	AUBURN	ME	04210-5966
		1	755.00	10	GIPPERS SPORTS GRILL INC	20	AUBURN	ME	04210-6000
		1	48.00	10	CUNLIFFE THOMAS J	20	AUBURN	ME	04210-6000
		1	2,360.00	10	CENTRAL MAINE ORAL & MAXILLOFACIAL SURGERY ASSOC PA	20	AUBURN	ME	04210-6114
		1	1,516.00	10	KHA INC	20	AUBURN	ME	04210-6114
		1	292.00	10	GEORGE'S PIZZA INC	20	AUBURN	ME	04210-6306
		1	475.00	10	GRACELAWN MEMORIAL PARK	20	AUBURN	ME	04210-6309
		2	113.60	10	RING CARLETON B	20	AUBURN	ME	04210-6405
		1	990.00	10	ADVANCE AUTO SALES INC	20	AUBURN	ME	04210-6454
		1	3,680.00	10	LEE LEASING	20	AUBURN	ME	04210-6454
		1	1,094.00	10	EVERGREEN CUSTOM PRINTING INC	20	AUBURN	ME	04210-6814
		1	1,774.00	10	COMPUTECH INC	20	AUBURN	ME	04210-6837
		3	858.00	10	RAYMOND T BEDETTE DDS PA	20	AUBURN	ME	04210-8501
		1	784.00	10	CARROLL E TAYLOR & ASSOCIATES	20	AUBURN	ME	04210-8518
		1	14,503.00	10	HARRON COMMUNICATIONS CORP & SUBS	20	AUBURN	ME	04210-8693
		1	25.00	10	WHITING ROBERT B	20	AUBURN	ME	04210-8816
		1	539,400.00	10	CASCADES AUBURN FIBER INC	20	AUBURN	ME	04210-8847
		1	510.00	10	ADVANCE ORTHOTIC SERVICES INC	20	AUBURN	ME	04210-9479
		1	29,704.00	10	SELTZER & RYDHOLM, INC	20	AUBURN	ME	04211
		1	19,062.00	10	ENEFCO INTERNATIONAL LTD	20	AUBURN	ME	04211-1120
		10	18,939.00	10	SPECTRUM PRINTING & GRAPHICS INC	20	AUBURN	ME	04211-1150
		3	178,029.00	10	GATES FORMED FIBRE PRODUCTS INC GATES CORP	20	AUBURN	ME	04211-1300
		3	21,687.00	10	COTE CORP	20	AUBURN	ME	04211-1418
		2	10,791.00	10	MAINE METAL RECYCLING INC	20	AUBURN	ME	04211-1478
		2	4,576.00	10	MOUNTAIN MACHINE WORKS	20	AUBURN	ME	04211-1480
		1	6,694.00	10	NORTHEAST WELDING & FABRICATION INC	20	AUBURN	ME	04211-1538
		3	23,684.00	10	FIBER EXTRUSION INC	20	AUBURN	ME	04211-1540
		1	739.00	10	DUNLAP AGENCY-COASTAL OFFICE	20	AUBURN	ME	04212
		1	872.00	10	S LEONARD & J LEARY PTNRS	20	AUBURN	ME	04212

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1		1	2,573.00	10	AUSTIN ASSOCIATES PA CPA'S	20	AUBURN	ME	04212-0003
1		4	15,421.00	10	DUNLAP AGENCY (THE)	20	AUBURN	ME	04212-0040
1		1	1,565.00	10	LINNELL CHOATE & WEBBER	20	AUBURN	ME	04212-0190
1		2	1,679.00	10	OLDCASTLE PRECAST INC	20	AUBURN	ME	04212-0223
1		1	1,682.00	10	AUBURN SAVINGS AND LOAN ASSN	20	AUBURN	ME	04212-3157
1		1	6,215.00	10	ANDOVER WOOD PRODUCTS INC	20	ANDOVER	ME	04216-0038
1		2	27,046.00	10	P H CHADBOURNE & CO	20	BETHEL	ME	04217
1		1	918.00	10	WINDEROSA MANUFACTURING & DIST	20	DIXFIELD	ME	04224-0720
2		1	402.00	10	YATES WILLIAM T	20	EAST WILTON	ME	04234-0305
1		1	28,483.00	10	MAINE POLY INC	20	GREENE	ME	04236
1		2	164,680.00	10	WAUSAU PAPERS OTIS MILL INC	20	JAY	ME	04239
1		1	229.00	10	GRONDINS AUTO BODY	20	JAY	ME	04239-9611
1		1	3,760.00	10	MAINE AUTO RADIATOR MFG CO INC	20	LEWISTON	ME	04240
1		2	1,775.00	10	BELL FARMS INC	20	LEWISTON	ME	04240
1		2	184.00	10	MID STATE ADJUSTMENT INC	20	LEWISTON	ME	04240
1		1	2,574.00	10	HARDY WOLF & DOWNING PA	20	LEWISTON	ME	04240
1		1	1,002.00	10	MORGANS AUTO SUPPLY INC	20	LEWISTON	ME	04240
1		1	187.00	10	ROBERT C GRIESHABER PA	20	LEWISTON	ME	04240
1		1	9,946.00	10	FINANCIAL INSTITUTIONS SERVICE CORP	20	LEWISTON	ME	04240
2		3	783.00	10	DUBE RICHARD	20	LEWISTON	ME	04240-1723
2		1	51.00	10	DUFOUR LISA L	20	LEWISTON	ME	04240-1937
1		2	1,008.00	10	SHEAR EXPRESSIONS	20	LEWISTON	ME	04240-2115
1		7	40,543.00	10	V I P INC	20	LEWISTON	ME	04240-3509
1		3	5,306.00	10	WAHLEO ENGINEERED PRODUCTS, INC	20	LEWISTON	ME	04240-3511
1		2	1,252.00	10	OUELLETTE, LABONTE, ROBERGE & ALLEN PA	20	LEWISTON	ME	04240-5025
1		1	6,275.00	10	YAMAHA MOTOR CORP USA & SUBS	20	LEWISTON	ME	04240-5165
2		2	6,651.40	10	SCHOTT GEORGE P	20	LEWISTON	ME	04240-5165
1		1	36.00	10	PAUL C FOURNIER PA	20	LEWISTON	ME	04240-5622
1		1	3,471.00	10	NEOKRAFT SIGNS INC	20	LEWISTON	ME	04240-5801
1		2	24,130.00	10	BELL MANUFACTURING CO	20	LEWISTON	ME	04240-5803
1		2	503.00	10	MAINE WELDING FABRICATION, INC.	20	LEWISTON	ME	04240-5931
1		1	420.00	10	DR LEE U DEROSA OPTOMETRIST, PA	20	LEWISTON	ME	04240-5938
1		1	387.00	10	REGINALD W MAILHOT OD PA	20	LEWISTON	ME	04240-6347
1		1	623.00	10	L & A HOCKEY ARENA INC	20	LEWISTON	ME	04240-6408
1		1	5,679.00	10	MEDICAL REHABILITATION ASSOC PA	20	LEWISTON	ME	04240-7002
1		1	2,348.00	10	WOLF EYE ASSOCIATES PA	20	LEWISTON	ME	04240-7053
1		2	288.00	10	MAINE PROOFREADING SERVICES	20	LEWISTON	ME	04240-7123
1		3	1,935.00	10	CENTRAL MAINE CARDIOLOGY, P.A.	20	LEWISTON	ME	04240-7640
1		1	438.00	10	X-RAY PROFESSIONAL ASSOC	20	LEWISTON	ME	04240-7675
1		1	1,932.00	10	MATHIEU'S SAW & TOOL INC	20	LEWISTON	ME	04240-7786
1		1	1,827.00	10	ENTERPRISE FOUNDRY INC.	20	LEWISTON	ME	04241
1		3	104,884.00	10	GEIGER BROS & SUBSIDIARIES	20	LEWISTON	ME	04241
1		1	8,834.00	10	PEN-MOR LITHOGRAPHERS	20	LEWISTON	ME	04241
1		1	1,292.00	10	ROBUSTELLI, ROTZ & SOUCY, PA	20	LEWISTON	ME	04241
1		1	6,142.00	10	WHITE ROCK DISTILLERIES INC	20	LEWISTON	ME	04241
1		1	8,751.00	10	DIAMOND PHOENIX CORPORATION	20	LEWISTON	ME	04241
1		2	35,962.00	10	JONES & VINING INC &	20	LEWISTON	ME	04241
1		2	10,767.00	10	U.F. STAINRITE INC	20	LEWISTON	ME	04241-1667
1		1	674.00	10	DION INDUSTRIES INC	20	LEWISTON	ME	04241-1668

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		1	1,399.00	10 STRATEGIC OUTSOURCING	20 LEWISTON	ME 04241-1668
		2	17,574.00	10 STE CROIX REGIONAL FED CU	20 LEWISTON	ME 04241-1746
		1	1,855.00	10 KASSBOHRER ALL TERRAIN VEHICLES, INC.	20 LEWISTON	ME 04241-1855
		1	1,961.00	10 MAINE BUCKET COMPANY INC THE	20 LEWISTON	ME 04241-1908
		1	24.00	10 BRODEUR ALFRED L	20 LEWISTON	ME 04241-2332
		3	6,228.50	10 PEOPLES HERITAGE LEASING CORP	20 LEWISTON	ME 04243
		2	567.00	10 BONNEAU & GEISHAR PA LLC	20 LEWISTON	ME 04243
		1	1,286.00	10 ONE-RIGHT SYSTEMS INC	20 LEWISTON	ME 04243-0438
		1	726.00	10 STEEL SERVICE CENTER	20 LEWISTON	ME 04243-0439
		2	1,407.00	10 HAHNEL BROS CO	20 LEWISTON	ME 04243-1160
		2	52,856.00	10 ACORN PRODUCTS CO. INC.	20 LEWISTON	ME 04243-1190
		3	32,541.00	10 FALCON SHOE MFG CO	20 LEWISTON	ME 04243-1286
		1	269.00	10 BRANN & ISAACSON LLP	20 LEWISTON	ME 04243-3070
		2	20,769.00	10 LEWISTON DAILY SUN	20 LEWISTON	ME 04243-4400
		3	335,310.00	10 DINGLEY PRESS (THE)	20 LISBON	ME 04250-6041
		2	158.00	10 ADEPT SCREEN PRINTING & GRAPHICS	20 LISBON FALLS	ME 04252-1226
		1	100.00	10 SMITH SR DAVID L	20 MECHANIC FALLS	ME 04256-0155
		1	673.00	10 S M D METAL FABRICATION	20 MECHANIC FALLS	ME 04256-0159
		3	12,714.00	10 AUBURN MFG INC	20 MECHANIC FALLS	ME 04256-0220
		1	300.00	10 FRECHETTE WARREN B	20 MECHANIC FALLS	ME 04256-5131
		2	394.00	10 MEXICO ONE STOP INC	20 MEXICO	ME 04257
		2	4,788.00	10 OXFORD FEDERAL CREDIT UNION	20 MEXICO	ME 04257-0252
		3	498.00	10 MPR ENTERPRISES INC	20 NEW GLOUCESTER	ME 04260
		1	6,840.00	10 KENTUCKY FRIED CHICKEN	20 NEW GLOUCESTER	ME 04260-0500
		2	1,483.00	10 MAINE LY HYDROPONICS INC	20 NEW GLOUCESTER	ME 04260-3049
		1	258.00	10 JOHN E O'DONNELL & ASSOCIATES INC	20 NEW GLOUCESTER	ME 04260-3218
		1	1,876.00	10 MASCHINO & SONS LUMBER COMPANY INC	20 NEW GLOUCESTER	ME 04260-4414
		2	2,002.00	10 NORTHEAST TOOL & DIE CO INC	20 NORWAY	ME 04268-0028
		1	4,659.00	10 GROVER GUNDRILLING INC	20 NORWAY	ME 04268-0711
		2	3,440.00	10 C B CUMMINGS & SONS CO	20 NORWAY	ME 04268-5340
		1	3.00	10 EMERGENCY MEDICINE ASSOCIATES	20 OXFORD	ME 04270-3147
		1	7.00	10 DICTATE INC	20 OXFORD	ME 04270-3147
		3	314.67	10 NEW ENGLAND MEDICAL SERVICES INC	20 OXFORD	ME 04270-3147
		3	1,006.00	10 ADVANCE TELE COMM SUPPORT CO LTD	20 OXFORD	ME 04270-3147
		1	68.00	10 AMES STEVEN M	20 POLAND	ME 04274
		1	160.00	10 CARBONE DOUGLAS C	20 POLAND	ME 04274-7136
		3	5,750.01	10 RAINBOW FEDERAL CREDIT UNION	20 LEWISTON	ME 04280
		1	1,128.00	10 DANMARK INC	20 TOPSHAM	ME 04280
		10	58,807.00	10 C N BROWN COMPANY	20 SOUTH PARIS	ME 04281
		1	198.00	10 CORNELIO STEVEN J	20 TURNER	ME 04282-0213
		1	176.00	10 SMITH BAKER BARBARA L	20 WELD	ME 04285-9717
		1	446.00	10 STIMSON ROBERT L	20 WEST PARIS	ME 04289-5300
		1	417.00	10 WEGNER CARL R	20 WILTON	ME 04294-0403
		2	32,476.32	10 FORSTER MANUFACTURING CO INC	20 WILTON	ME 04294-0657
		4	4,621,612.00	10 INTERNATIONAL PAPER CO	20 JAY	ME 04329
		1	3,025.00	10 KENNEBEC PROFESSIONAL PHARMACY LLC	20 AUGUSTA	ME 04330
		3	3,132.00	10 P A ASLAM MD PA	20 AUGUSTA	ME 04330
		2	2,228.00	10 KENNEBEC INTERNAL MEDICINE	20 AUGUSTA	ME 04330
		1	1,671.00	10 PHARM CORP OF MAINE LLC	20 AUGUSTA	ME 04330

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2		2	100.00	10	CHENG HSUEH C	20	AUGUSTA	ME	04330
1		1	584.00	10	K V FEDERAL CREDIT UNION	20	AUGUSTA	ME	04330-3930
2		3	2,032.00	10	GIFFORD LINDA B	20	AUGUSTA	ME	04330-5506
1		1	909.00	10	FACIAL & OAL SURGERY ASSOCIATES, P.A.	20	AUGUSTA	ME	04330-5728
1		1	286.00	10	LEE CREDIT EXPRESS INC	20	AUGUSTA	ME	04330-6014
1		1	201.00	10	BAGEL MAINEA	20	AUGUSTA	ME	04330-6158
1		1	839.00	10	KOZAK & GAYER, P.A.	20	AUGUSTA	ME	04330-6835
1		2	795.00	10	MAINE HEALTH CARE ASSOCIATION	20	AUGUSTA	ME	04330-7037
1		1	233.00	10	PINNACLE GROUP (THE)	20	AUGUSTA	ME	04330-7040
1		1	103.00	10	CLARK GARAGE CO INC	20	AUGUSTA	ME	04330-7241
1		1	2,164.00	10	FDP LTD LIABILITY CO	20	AUGUSTA	ME	04330-7414
1		1	4,158.00	10	MAINE MUNICIPAL ASSOCIATION	20	AUGUSTA	ME	04330-9409
1		2	39,458.00	10	J S MCCARTHY CO INC	20	AUGUSTA	ME	04330-9479
1		1	2,915.00	10	HAROLD WARREN CONSTRUCTION CO	20	AUGUSTA	ME	04330-9869
1		2	2,028.00	10	LIPMAN & KATZ PA	20	AUGUSTA	ME	04332
1		2	80.00	10	MCHALLY-TABER	20	AUGUSTA	ME	04332
1		1	6,000.00	10	S/L CONSTRUCTION	20	AUGUSTA	ME	04332
1		1	16,037.97	10	KENNEBEC SAVINGS BK	20	AUGUSTA	ME	04332-0050
1		1	375.00	10	CHESTNUT COMMUNITY CREDIT UNION	20	AUGUSTA	ME	04332-0604
1		3	29,759.00	10	NRF DISTRIBUTORS INC	20	AUGUSTA	ME	04338-2467
1		1	10,317.00	10	BRIDGE CORP	20	AUGUSTA	ME	04338-2588
1		1	110.00	10	FOGGY BOTTOM MARINE INC	20	FARMINGDALE	ME	04344
1		1	137.00	10	RENAISSANCE GALLERY	20	FARMINGDALE	ME	04344-2948
1		1	364.00	10	MAINE DRILLING & BLASTING INC	20	GARDINER	ME	04345
2		1	42.00	10	BOLDUC STEVEN G	20	GARDINER	ME	04345
1		4	21,812.48	10	GARDINER SAVINGS INSTITUTION	20	GARDINER	ME	04345-2109
1		2	12,724.00	10	ASSOCIATED GROCERS OF MAINE INC	20	GARDINER	ME	04345-5000
1		1	71.00	10	GARDINER RENTAL CENTER	60	GARDINER	ME	04345-9719
1		2	8,414.00	10	GOGGINS SUPERMARKET INC	20	RANDOLPH	ME	04346-5217
1		2	2,610.00	10	WADLEIGHS INC	20	HALLOWELL	ME	04347-0007
1		4	12,773.00	10	LETTER SYSTEMS INC	20	HALLOWELL	ME	04347-0048
2		1	552.00	10	JOHNSTON ALAN E	20	JEFFERSON	ME	04348-3066
1		1	1,860.00	10	MAINE HEALTH INFORMATION CENTER INC	20	MANCHESTER	ME	04351
1		1	557.00	10	BRADSTREET CONSULTANTS INC	20	MANCHESTER	ME	04351
2		1	67.00	10	LOCKWOOD RONALD J	20	MOUNT VERNON	ME	04352-9801
1		2	2,257.00	10	P R RUSSELL INC	20	RICHMOND	ME	04357
1		1	4,296.15	10	CARLETON WOOLEN HILL INC & SUBSID	20	WINTHROP	ME	04364
1		1	7,115.00	10	SAUNDERS MANUFACTURING & MARKETING	20	WINTHROP	ME	04364-0243
1		2	4,723.00	10	ALTERNATIVE MANUFACTURING, INC	20	WINTHROP	ME	04364-1217
1		1	137.00	10	DARLING'S INC	20	BANGOR	ME	04401
1		1	26,920.00	10	POTTLES TRANSPORTATION INC	20	HERMON	ME	04401
1		3	6,791.00	10	DAHL CHASE DIAGNOSTIC SERVICES	20	BANGOR	ME	04401
1		3	202.00	10	BILLINGS J H & J M SILVERSTEIN PTRN	20	BANGOR	ME	04401
1		2	966.76	10	CHUTE CHEMICAL CO	20	BANGOR	ME	04401-2647
1		3	5,799.00	10	UNION STREET ATHLETICS	20	BANGOR	ME	04401-3002
1		2	13,949.00	10	ELDUR CORP.	20	BANGOR	ME	04401-3031
1		1	602.00	10	AFFILIATED MATERIAL SERVICES	20	BANGOR	ME	04401-3051
1		1	25,654.00	10	AFFILIATED LABORATORY	20	BANGOR	ME	04401-3051
1		1	130.00	10	NEUROLOGY ASSOCIATES PF EASTERN	20	BANGOR	ME	04401-3990

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		1	1,968.00	10	KDJW ASSOCIATES	20	BANGOR	ME	04401-3990
		1	10,792.00	10	MAGNETIC RESONANCE TECH OF ME LTD	20	BANGOR	ME	04401-3990
		1	2,200.00	10	GREAT SKATES ENTERTAINMENT	20	BANGOR	ME	04401-4221
		1	547.00	10	R JOSEPH LIBBY, P.A.	20	BANGOR	ME	04401-4303
		3	7,615.13	10	RUDMAN & WINCHELL	20	BANGOR	ME	04401-4947
		1	624.00	10	DOUGLAS & LINDA QUAGLIAROLI PTNRS	20	BANGOR	ME	04401-5138
		2	212.00	10	BAGLEY BARBARA E	20	BANGOR	ME	04401-5314
		3	5,448.00	10	DAHL CHASE PATHOLOGY ASSOC PA	20	BANGOR	ME	04401-5532
		2	1,913.00	10	MEDICAL LABORATORIES INC	20	BANGOR	ME	04401-5532
		2	2,050.00	10	CUDDY & LANHAM	20	BANGOR	ME	04401-5600
		2	343.00	10	GOLDBERG MICHAEL P	20	BANGOR	ME	04401-5600
		1	2,082.00	10	SEA DOG BREWING CO.	20	BANGOR	ME	04401-6418
		2	2,193.00	10	ORTHOPAEDIC ASSOC OF BANGOR	20	BANGOR	ME	04401-6630
		2	3,314.00	10	MAINE VITREORETINAL CONSULTANTS LLC	20	BANGOR	ME	04401-6630
		1	2,398.00	10	CARLEN TRANSPORT INC	20	BANGOR	ME	04401-6730
		1	63.00	10	MCPHERSON TIMBERLANDS INC	20	BANGOR	ME	04401-7202
		1	23.00	10	MONTFORD FRANKLIN V	20	BANGOR	ME	04401-9505
		1	300.00	10	QUINNS AUTO REPAIRS INC	20	BANGOR	ME	04401-9662
		1	245.00	10	NEW ENGLAND EQUIPMENT RENTAL, INC.	20	BANGOR	ME	04401-9676
		1	7,412.00	10	BANGOR SAVINGS BANK & SUBS	20	BANGOR	ME	04402
		1	170.00	10	REID'S CONFECTIONERY CO	20	BANGOR	ME	04402
		1	479.00	10	BRAKE SERVICE & PARTS INC	20	BANGOR	ME	04402
		1	1,009.00	10	GALT BLOCK WAREHOUSE CO	20	BANGOR	ME	04402
		1	161.00	10	CABREL COMPANY	20	BANGOR	ME	04402
		2	9,785.00	10	MERRILL MERCHANTS BANK	20	BANGOR	ME	04402
		1	328.00	10	COASTAL ENVIRONMENTAL CORPORATION	20	BANGOR	ME	04402
		1	504.00	10	DUNNETT INC	20	BANGOR	ME	04402-0077
		1	9,565.87	10	IRVING OIL CORP	20	BANGOR	ME	04402-0401
		2	79.00	10	WORKSOURCE STAFFING SERVICES INC	20	BANGOR	ME	04402-0603
		1	63.00	10	COHEN & COHEN OA	20	BANGOR	ME	04402-0631
		2	1,918.00	10	AFFILIATED HEALTHCARE MANAGEMENT	20	BANGOR	ME	04402-0811
		1	684.00	10	CANTEEN SERVICE CO.	20	BANGOR	ME	04402-0895
		1	10,834.00	10	WEBBER OIL COMPANY	20	BANGOR	ME	04402-0929
		1	332.00	10	WEBBER SUPPLY INC	20	BANGOR	ME	04402-0929
		1	450.00	10	SARGENT TYLER & WEST	20	BANGOR	ME	04402-0929
		2	6,056.00	10	PRESORT EXPRESS	20	BANGOR	ME	04402-1105
		3	6,896.00	10	EATON PEABODY BRADFORD & VEAGUE PA	20	BANGOR	ME	04402-1210
		4	22,180.00	10	BANGOR PUBLISHING CO	20	BANGOR	ME	04402-1329
		2	16,472.53	10	HARTT TRANSPORTATION SYSTEMS INC	20	BANGOR	ME	04402-1385
		1	31,148.00	10	MTL INC	20	BANGOR	ME	04402-1424
		10	36,548.00	10	DEAD RIVER CO	20	BANGOR	ME	04402-1427
		1	22,928.00	10	DYSART REALTY CO	20	BANGOR	ME	04402-1689
		3	18,046.00	10	COLD BROOK ENERGY	20	BANGOR	ME	04402-1689
		2	711.00	10	FRANSWAY REALTY CO	20	BANGOR	ME	04402-2400
		1	12,475.00	10	LOGISTICS MANAGEMENT SYSTEMS INC	20	BANGOR	ME	04402-2609
		1	8,364.00	10	HERRICK WYNNE E	20	ABBOT	ME	04406-3008
		2	246,001.00	10	LEMFORDER CORP	20	BREWER	ME	04412
		1	12.00	10	OLSEN LUISE M	20	BREWER	ME	04412
		2	86.00	10	LINDSCO EQUIPMENT CO	20	BREWER	ME	04412-0249

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2 0	1	84.00	10 WEBSTER DEANE F	20 BREWER	ME 04412-0334
1	1	908.00	10 CES INC	20 BREWER	ME 04412-0639
1	1	1,688.00	10 GOLD STAR CLEANERS	20 BREWER	ME 04412-0757
1	1	31,563.00	10 CAMPBELL CONSTRUCTION INC	20 BREWER	ME 04412-0879
2	1	16.00	10 OTIS JAY H	20 BREWER	ME 04412-0907
1	1	44.00	10 GREENHOUSE SUPPLY INC	20 BREWER	ME 04412-1546
2	3	215.00	10 HOPKINS TERRY E	20 BREWER	ME 04412-1725
1	1	65,839.00	10 BREWER AUTOMOTIVE COMPONENTS INC	20 BREWER	ME 04412-2253
1	1	220.00	10 TRANS TECH INDUSTRIES INC	20 BREWER	ME 04412-2271
2	2	142.00	10 PRINGLE JEFFREY J	20 BREWER	ME 04412-3725
1	2	654.00	10 TENDER LAWN CARE	20 BREWER	ME 04412-9632
1	1	218.87	10 FELLOW, KEE + TYHOCZKO	20 BUCKSPORT	ME 04416-0370
1	3	10,251.00	10 ROBERT WARDWELL & SONS	20 BUCKSPORT	ME 04416-0730
2	1	220.00	10 WAHL LAWRENCE R	20 BUCKSPORT	ME 04416-0755
2	1	51.00	10 HOWARD STEVEN J	20 CARMEL	ME 04419-9724
1	1	690.00	10 EVERGREEN ESTATES	20 CARMEL	ME 04419-9728
2	1	46.30	10 BROWN BRUCE B	20 CARMEL	ME 04419-9802
2	1	1,388.00	10 THERIAULT JR PETER A	20 DANFORTH	ME 04424
1	1	1,951.00	10 D J CAMPBELL INC	20 DANFORTH	ME 04424-0244
1	1	1,097.00	10 BLACKWELL LUMBER MILL INC	20 CORINTH	ME 04427
1	1	1,563.00	10 CORINTH PRODUCTS COMPANY INC	20 CORINTH	ME 04427-0146
1	1	909.00	10 HIGGINS LUMBER MILL INC	20 CORINTH	ME 04427-0146
2	1	560.00	10 GRANT TERRY D	20 CORINTH	ME 04427-3147
1	1	1,172.00	10 THE LUCERNE INN INC	20 HOLDEN	ME 04429-9402
1	1	5,716.00	10 PARALLEL TRANSPORTATION SERVICES INC	20 GUILFORD	ME 04443
1	2	366,972.00	10 INTERFACE INTERIOR FABRICS INC	20 GUILFORD	ME 04443
1	1	13,063.00	10 HARDWOOD PRODUCTS COMPANY LP	20 GUILFORD	ME 04443-0149
1	1	6,575.00	10 PRIDE MANUFACTURING CO	20 GUILFORD	ME 04443-0237
1	1	38,650.00	10 PRIDE MANAGEMENT COMPANY	20 GUILFORD	ME 04443-0237
2	1	3,580.00	10 THOMAS RICHARD A	20 GUILFORD	ME 04443-6039
1	1	396.00	10 CARLEN SERVICE CENTER INC	20 HAMPDEN	ME 04444
1	2	18,740.00	10 H O BOUCHARD INC	20 HAMPDEN	ME 04444-0249
1	2	1,667.00	10 LAWRENCE B & SACHS S PTNRS	20 HAMPDEN	ME 04444-1001
1	3	6,550.15	10 BARCO FEDERAL CREDIT UNION	20 HAMPDEN	ME 04444-1437
2	1	255.00	10 GIFFORD JOHN E	20 LEE	ME 04455-9716
1	2	151,570.00	10 LINCOLN PULP & PAPER CO INC	20 LINCOLN	ME 04457
2	2	60.00	10 WEATHERBEE MARK B	20 LINCOLN	ME 04457-0036
1	1	122.00	10 COLE WHITNEY FORD INC	20 LINCOLN	ME 04457-0190
1	2	11,504.00	10 THOMPSON TRUCKING INC	20 LINCOLN	ME 04457-0206
1	3	296.00	10 STEAKS N STUFF, INC.	20 LINCOLN	ME 04457-1423
1	1	531.00	10 STONE WALL FARMS	20 LINCOLN	ME 04457-9803
1	1	7,530.00	10 A W MADDEN INC	20 MILFORD	ME 04461-0499
1	1	914.00	10 TOGUE POND COMPANY	20 MILLINOCKET	ME 04462-0120
1	2	202.00	10 MILLINOCKET FOUNDRY & MACHINE CO INC	20 MILLINOCKET	ME 04462-0120
1	1	99.00	10 FIRST MILLINOCKET REGIONAL INV CO	20 MILLINOCKET	ME 04462-1258
1	4	644,005.00	10 GREAT NORTHERN PAPER INC	20 MILLINOCKET	ME 04462-1373
2	1	74.00	10 BEAUPAIN DEAN A	20 MILLINOCKET	ME 04462-1412
1	1	25,453.00	10 OSCAR & REUBEN LUMBRA INC	20 MILO	ME 04463-0337
1	1	225.00	10 L G KELLEY & SONS INC	20 MONSON	ME 04464-6008

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		1	397.00	10	HOT LEISURE SERVICES LLC	20	OLD TOWN	ME 04468
		2	272.00	10	KEITH TREMBLEA BUILDER, INC.	20	OLD TOWN	ME 04468-0428
		1	14,989.00	10	JAMES W SEWALL CO INC	20	OLD TOWN	ME 04468-0433
		2	406,424.00	10	FORT JAMES OPERATING CO	20	OLD TOWN	ME 04468-0547
		2	22,548.00	10	OLD TOWN CANOE CO	20	OLD TOWN	ME 04468-0548
		1	31,567.00	10	LABREES BAKERY INC	20	OLD TOWN	ME 04468-0555
		1	306.00	10	PENOBSCOT SHOE CO	20	OLD TOWN	ME 04468-1417
		2	1,322.00	10	SMART JENNIFER L	20	OLD TOWN	ME 04468-1418
		1	909.00	10	STILLWATER SOFT SERVE	20	OLD TOWN	ME 04468-2156
		1	3,495.00	10	UNIVERSITY OF MAINE C U	20	ORONO	ME 04469-0001
		1	4,643.00	10	FRESHWATER STONE & BRICKWORK INC	20	ORLAND	ME 04472-0015
		2	707.00	10	TREFOIL CORP	20	ORONO	ME 04473-0127
		1	355.00	10	GOODWIN LAURICE	20	ORONO	ME 04473-3217
		1	9.00	10	DEXTER STUART R	20	ORONO	ME 04473-3805
		2	33,767.00	10	HOLTRACHEM MANUFACTURING CO, LLC	20	ORRINGTON	ME 04474
		3	23,671.00	10	PENOBSCOT ENERGY RECOVERY CO	20	ORRINGTON	ME 04474-0160
		1	89.00	10	DRISKO ENTERPRISES INC	20	ORRINGTON	ME 04474-3522
		2	39,185.48	10	H E SARGENT INC.	20	STILLWATER	ME 04489-0433
		1	2,730.00	10	BABINEAU LOGGING	20	WEST ENFIELD	ME 04493-0129
		1	208.00	10	BATH MARINE DRAFTSMENS ASSN	20	BATH	ME 04530
		1	3,171.00	10	MEDFORD ENTERPRISES	20	WEST BATH	ME 04530
		1	45.00	10	HARCOURT & RICE INC	20	BATH	ME 04530
		1	1,339.00	10	MIDCOAST FEDERAL CU	20	BATH	ME 04530-0780
		1	86.00	10	PEROW SUSAN W	20	BATH	ME 04530-2501
		1	311.00	10	MORNING GLORY NATURAL FOODS OF BATH	20	BATH	ME 04530-2502
		1	228.00	10	PINE TREE ENGINEERING INC.	20	BATH	ME 04530-2508
		1	183.00	10	KENNEBEC CO DESIGNERS&CABINETMAKERS	20	BATH	ME 04530-2562
		5	574,379.00	10	BATH IRON WORKS CORP.	20	BATH	ME 04530-2574
		2	892.00	10	SHARON DRAKE REAL ESTATE INC	20	BATH	ME 04530-2607
		1	228.00	10	PYE RONALD A	20	BATH	ME 04530-4004
		1	13.00	10	R H RENY INC	20	DAHARISCOTTA	ME 04543
		1	1,082.00	10	LINWOOD D FRASER INC	20	DAHARISCOTTA	ME 04543
		1	1,697.00	10	CHESTER A RICE CO	20	DAHARISCOTTA	ME 04543-0567
		1	2,159.00	10	ADVANCED COMPOSITE ENGINEERING	20	EAST BOOTHBAY	ME 04544-0331
		1	39.00	10	MIDCOAST INTERNET OF DAHARISC INC	20	NEWCASTLE	ME 04553
		2	186.50	10	DCC INC	20	NEWCASTLE	ME 04553-0397
		1	22.71	10	PEASE SHELLEY D	20	WALDOBORO	ME 04572
		1	113.00	10	SCHEIMRIEF KEVIN	20	WALDOBORO	ME 04572
		2	394.00	10	SCIENCE SOURCE (THE)	20	WALDOBORO	ME 04572-0727
		1	86.00	10	COHEN SAMUEL G.	20	WALDOBORO	ME 04572-0910
		2	111.00	10	MAINE WATER UTILITIES ASSOCIATION	20	WALDOBORO	ME 04572-0917
		1	466.00	10	MAINE ANTIQUE DIGEST INC	20	WALDOBORO	ME 04572-1429
		1	184.00	10	CUNNINGHAM WAYNE	20	WALDOBORO	ME 04572-5664
		1	123.00	10	BLODGETT WILLIAM B	20	WALDOBORO	ME 04572-5923
		1	11.00	10	BRAZIER JR RALPH A	20	WALDOBORO	ME 04572-6241
		1	10.00	10	HOWARTH LAURIE S	20	WALDOBORO	ME 04572-6243
		1	364.00	10	VILLAGE CAR CARE INC	20	WISCASSET	ME 04578-0276
		1	557.00	10	HASLAM JAMES L	20	ELLSWORTH	ME 04605
		1	83.00	10	MERRILL FURNITURE CO	20	ELLSWORTH	ME 04605-0149

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2		1	1,497.00	10	PERKINS ERIC C	20	ELLSWORTH	ME	04605-1728
1		1	290.00	10	PYRAMID STUDIOS INC	20	ELLSWORTH	ME	04605-1938
2		1	129.00	10	HUE DENISE M	20	ELLSWORTH	ME	04605-1938
1		1	2,674.00	10	R F JORDAN & SONS CONSTRUCTION INC	20	ELLSWORTH	ME	04605-2635
2		1	897.00	10	RICHARDS BLAINE A	20	ELLSWORTH	ME	04605-9722
2		1	141.00	10	SARGENT WILLIAM R	20	ELLSWORTH	ME	04605-9725
1		1	230.00	10	WITHAM FAMILY LIMITED PARTNERSHIP	20	BAR HARBOR	ME	04609
1		1	1,535.00	10	B & W PARTNERSHIP	20	BAR HARBOR	ME	04609-0012
2		2	733.00	10	ROBERTS MARGARET L	20	BAR HARBOR	ME	04609-1429
1		1	143.00	10	RAINWISE INC	20	BAR HARBOR	ME	04609-1812
2		1	114.00	10	MILLER JEFFREY R	20	BAR HARBOR	ME	04609-1820
1		2	215.00	10	BAR HARBOR BREWING COMPANY INC	20	BAR HARBOR	ME	04609-9600
1		1	87.00	10	EASTERN MAINE ELECTRIC CO-OP INC	20	CALAIS	ME	04619
1		1	487.00	10	C & S CORPORATION	20	CALAIS	ME	04619
2		1	124.00	10	CLARK PHYLLIS M	20	CALAIS	ME	04619-1112
1		1	99.00	10	KING APPRAISAL SERVICE	20	CALAIS	ME	04619-1219
2		1	193.00	10	WILKINSON PETER S	20	CALAIS	ME	04619-1305
2		2	133.00	10	DE LEON MD RANDOLFO	20	CALAIS	ME	04619-1305
1		1	4,789.00	10	JOHNSON COMPANY INC	20	CALAIS	ME	04619-1620
2		1	66.00	10	JAMES RHONDA L	20	CALAIS	ME	04619-1809
1		1	132.00	10	STOW JOLENE M	20	CALAIS	ME	04619-9707
2		1	239.00	10	ADDED BENEFIT CONCEPTS	20	FRANKLIN	ME	04634-9649
1		1	239.00	10	BARIL DONALD C	20	FRANKLIN	ME	04634-9802
1		1	176.00	10	O.N.H. INC & SUBS	20	LUBEC	ME	04652
1		1	1,683.00	10	HANSCOM CONSTRUCTION INC	20	MACHIAS	ME	04654-9764
1		1	2,530.94	10	JASPER WYMAN & SON INC	20	MILBRIDGE	ME	04658
1		1	100.00	10	PECTIC SEAFOOD INC	20	MOUNT DESERT	ME	04660-6529
2		2	713.00	10	GOVE RICHARD E	20	PEMBROKE	ME	04666
1		1	132.00	10	GANONG TRUCKING INC	20	PEMBROKE	ME	04666-9741
1		1	3,933.00	10	LAPLANTS' LOGGING INC	20	PRINCETON	ME	04668-0068
1		1	105.00	10	WOODLAND STUDIOS INC	20	SURRY	ME	04684-9713
1		1	68.00	10	SEVERSON HAND & NELSON PA	20	HOULTON	ME	04730
1		1	1,388.00	10	SUSSMAN M D & ABOULEISH M D P A	20	HOULTON	ME	04730
1		1	161.00	10	HAIRWORKS STUDIO INC	20	HOULTON	ME	04730
1		2	670.00	10	D B J MCGUIRE INC	20	HOULTON	ME	04730
1		1	19.37	10	CLEARY & GORDON PA	20	HOULTON	ME	04730
1		1	1,180.00	10	YORK FORD SALES	20	HOULTON	ME	04730-0100
2		1	223.00	10	GOODWIN RICHARD L	20	HOULTON	ME	04730-0277
1		1	2,824.00	10	STEELSTONE INDUSTRIES INC	20	HOULTON	ME	04730-0280
1		2	75.00	10	BARNES LAW OFFICE	20	HOULTON	ME	04730-0397
1		1	1,487.00	10	GARDINER NURSING HOME, INC.	20	HOULTON	ME	04730-0520
1		2	40,706.00	10	SMITH & WESSON CORP	20	HOULTON	ME	04730-0765
1		1	362.00	10	BUILDING ETCETERA INC	20	HOULTON	ME	04730-0949
2		2	2,731.00	10	HURD JILL	20	HOULTON	ME	04730-1701
2		1	760.00	10	JORDAN PHILIP K	20	HOULTON	ME	04730-1709
2		1	1,608.00	10	NEGRI ALFRED J	20	HOULTON	ME	04730-2112
1		2	855.00	10	HATFIELD REALTY SERVICE INC	20	HOULTON	ME	04730-2122
1		1	185.00	10	BROCKWAY ASSOCIATES INC	20	HOULTON	ME	04730-2122
1		2	5,211.00	10	QED OPTICAL, INC.	20	HOULTON	ME	04730-2122

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		1	48.00	10	COWPERTHWAITA ALBRO	20	HOULTON	ME	04730-2124
		1	146.00	10	CYR & SONS REPAIR	20	HOULTON	ME	04730-2323
		1	1,550.00	10	HOGAN TIRE INC	20	HOULTON	ME	04730-3001
		1	65.00	10	DUFF CARL A	20	HOULTON	ME	04730-3014
		1	551.00	10	CHIROPRACTIC CORP OF N MAINE	20	HOULTON	ME	04730-3727
		2	2,448.00	10	S H NEVERS INC	20	HOULTON	ME	04730-9402
		1	5,111.77	10	PH KELLY INC	20	ASHLAND	ME	04732-0288
		1	4,095.00	10	SULLIVAN LOGGING INC	20	ASHLAND	ME	04732-0638
		1	54,100.00	10	J PAUL LEVESQUE & SONS INC	20	ASHLAND	ME	04732-0749
		1	3,517.00	10	PINES HEALTH SERVICES	20	CARIBOU	ME	04736
		3	68,024.00	10	CONTROL DEVICES INC	20	CARIBOU	ME	04736
		1	1,233.00	10	CARIBOU COUNTRY CLUB	20	CARIBOU	ME	04736-0633
		2	5,124.00	10	AROOSTOOK COUNTY FEDERAL SAVINGS & LOAN ASSOCIATION	20	CARIBOU	ME	04736-0808
		1	1,330.00	10	COUNTY FEDERAL UNION (THE)	20	CARIBOU	ME	04736-1944
		1	86.00	10	JEPSON FINANCIAL ADVISORS PA	20	CARIBOU	ME	04736-2127
		2	1,086.00	10	P L WILLEY CO AGWAY	20	CARIBOU	ME	04736-3430
		1	1,120.00	10	BOIS DAAQUAH INC	20	CLATON LAKE	ME	04737
		1	7,127.00	10	CHOPPER ONE INC	20	EAGLE LAKE	ME	04739
		1	1,027.00	10	NORTHERN MAINE GENERAL HOSPITAL	20	EAGLE LAKE	ME	04739-0310
		2	804.00	10	LEBOEUF PHILLIP	20	EAGLE LAKE	ME	04739-0347
		1	3,059.00	10	LUCERNE FARMS INC	20	FORT FAIRFIELD	ME	04742-0510
		2	78.00	10	OAK LEAF SYSTEMS INC	20	FORT FAIRFIELD	ME	04742-1115
		1	2,129.00	10	LOUIS PARADIS INC	20	FORT KENT MAINE	ME	04743
		2	23,860.00	10	NORTHLAND FROZEN FOODS INC & SUBS	20	FORT KENT	ME	04743
		1	296.00	10	DANNY PLOURDE TRUCKING INC	20	FORT KENT	ME	04743
		1	1,732.00	10	PLOURDE ROBERT	20	FORT KENT	ME	04743
		1	1,783.00	10	BOSSE DENIS	20	FORT KENT	ME	04743-0011
		1	1,100.00	10	MCBREAIRTY CARNEY	20	FORT KENT	ME	04743-0131
		2	1,707.00	10	FORT KENT GOLF CLUB	20	FORT KENT	ME	04743-0436
		1	124.00	10	PELLETIER FLORIST	20	FORT KENT	ME	04743-1019
		2	421.48	10	RIOUX TIMOTHY	20	FORT KENT	ME	04743-1230
		2	1,609.00	10	FORT KENT FEDERAL CREDIT UNION	20	FORT KENT	ME	04743-1306
		1	2,925.00	10	MADEAU LOGGING INC	20	FORT KENT	ME	04743-1340
		1	111.00	10	PELLETIER GORDON	20	FORT KENT	ME	04743-9502
		2	4,158.00	10	MORRIS LOGGING INC	20	FORT KENT	ME	04743-9503
		1	1,559.00	10	ROY T. INC	20	FORT KENT	ME	04743-9513
		2	2,231.00	10	GUIMOND JR ALBERT	20	FORT KENT	ME	04743-9707
		1	571.00	10	CORRIVEAU ROBBY	20	FORT KENT	ME	04743-9738
		1	444.00	10	DUBAY NELSON S	20	FORT KENT	ME	04743-9802
		1	1,295.00	10	D PLOURDE LOGGING INC	20	FORT KENT	ME	04743-9803
		1	277.00	10	PINETTE DANA M	20	FORT KENT HILLS	ME	04744-0043
		1	2,280.00	10	ANDERSON FAMILY TREE FARMS	60	ISLAND FALLS	ME	04747-9801
		1	3,829.00	10	ROUSSEL A & ROUSSEL L PTNRS	20	MADAWASKA	ME	04756-0197
		3	1,345,165.01	10	FRASER PAPERS INC	20	MADAWASKA	ME	04756-1229
		2	96,308.00	10	FRESH WAY INC	20	MARS HILL	ME	04758-0390
		1	1,430.00	10	NEVERS CORP	20	NEW LIMERICK	ME	04761-9999
		1	1,213.00	10	WILLIGAR RANDY	20	PATTEN	ME	04765-0536
		1	10,209.00	10	MAINE MUTUAL FIRE INS CO	20	PRESQUE ISLE	ME	04769
		2	10,460.67	10	NORTHEAST PACKAGING CO	20	PRESQUE ISLE	ME	04769

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10	1	736.00	10	PERRYS INC	20	PRESQUE ISLE	ME	04769
10	1	59.00	10	NORTHERN LIGHTS MOTEL	60	PRESQUE ISLE	ME	04769
11	1	326.00	10	AGWAY INC	20	PRESQUE ISLE	ME	04769
10	2	11,466.00	10	FIRST CITIZENS BANK	20	PRESQUE ISLE	ME	04769-0231
10	2	10,397.00	10	MAINE POTATO GROWERS INC	20	PRESQUE ISLE	ME	04769-0271
10	1	245.00	10	B R SMITH ASSOCIATES INC	20	PRESQUE ISLE	ME	04769-0408
2	1	489.00	10	HARDING ALAN F	20	PRESQUE ISLE	ME	04769-0427
1	1	786.00	10	PRESQUE ISLE COUNTRY CLUB	20	PRESQUE ISLE	ME	04769-0742
2	1	69.00	10	TOTH JEAN L	20	PRESQUE ISLE	ME	04769-1247
2	1	17.00	10	WALKER ROLLAN W	20	PRESQUE ISLE	ME	04769-1287
2	1	87.00	10	CHAMBERS RODNEY E	20	PRESQUE ISLE	ME	04769-1467
1	2	27,379.00	10	CAVENDISH FARMS OPERATIONS INC	20	PRESQUE ISLE	ME	04769-1818
1	1	561.00	10	CAVENDISH FARMS OPERATIONS INC	20	PRESQUE ISLE	ME	04769-1818
1	1	3,201.00	10	MIC VON LLC	20	PRESQUE ISLE	ME	04769-2201
10	1	158.00	10	BARRESI FINANCIAL INC	20	PRESQUE ISLE	ME	04769-2345
20	1	173.00	10	THOMPSON ROBERT P	20	PRESQUE ISLE	ME	04769-2451
20	2	461.00	10	JOHNSON MARGARET T	20	PRESQUE ISLE	ME	04769-2920
10	2	1,708.00	10	ACADEMY GENERAL DENTISTRY	20	PRESQUE ISLE	ME	04769-3103
1	2	5,003.35	10	RF CHAMBERLAND, INC.	20	SAINT AGATHA	ME	04772-0188
1	1	320.00	10	NABORHOOD STORE	20	SAINT AGATHA	ME	04772-0302
2	1	333.00	10	BYCENSKI FRANK W	20	SAINT AGATHA	ME	04772-0302
2	1	822.00	10	OUELLETTE SHAWN R	20	SAINT AGATHA	ME	04772-0305
1	1	2,735.00	10	S & M ENTERPRISES INC	20	ALLAGASH	ME	04774
1	1	1,980.00	10	LOUVER LOGGING INC	20	SAINT FRANCIS	ME	04774-9701
10	1	5,263.00	10	J J BOUCHARD INC	20	VAN BUREN	ME	04785
20	1	1,024.00	10	LAPLANTE RICHARD P	20	VAN BUREN	ME	04785-0143
1	1	34.33	10	GEORGE F SHEEHAN INC	20	VAN BUREN	ME	04785-0255
1	1	297.00	10	ROBIN'S PIZZA & SUBS	20	VAN BUREN	ME	04785-1335
2	1	1,048.00	10	PARENT RUDOLPH F	20	VAN BUREN	ME	04785-9803
1	1	133.50	10	LIESTONE BOARDING HOME ASSOCIATES	20	ROCKLAND	ME	04841
1	1	549.00	10	IMAGINEERING INC	20	ROCKLAND	ME	04841
1	2	1,282.00	10	ELECTROTECH INC	20	ROCKLAND	ME	04841
1	1	345.00	10	CAFE MIRANDA	20	ROCKLAND	ME	04841
1	1	372.00	10	TEA PRINTERS & PUBLISHERS	20	ROCKLAND	ME	04841
1	1	714.00	10	HIDCOAST INTERNET SOLUTIONS	20	ROCKLAND	ME	04841
1	2	102,541.00	10	FHC CORP & COMB GRP	20	ROCKLAND	ME	04841
2	2	494.00	10	CLOUGH STEVEN E	20	ROCKLAND	ME	04841
2	2	102.00	10	CHARTRAND PAUL M	20	ROCKLAND	ME	04841
1	3	4,411.00	10	STEEL PRO INC	20	ROCKLAND	ME	04841-0449
1	2	270.00	10	KANGAS & KANGAS	20	ROCKLAND	ME	04841-0683
1	2	2,268.00	10	HANSET MARINE SUPPLY CO. INC.	20	ROCKLAND	ME	04841-0709
1	3	7,308.00	10	OAK ISLAND SEAFOOD INC	20	ROCKLAND	ME	04841-0947
2	1	121.00	10	CARVER RICHARD A	20	ROCKLAND	ME	04841-1224
1	1	894.00	10	FLINT ENTERPRISES INC	20	ROCKLAND	ME	04841-2843
2	1	74.00	10	KING KRISTINA	20	ROCKLAND	ME	04841-3304
1	1	108.00	10	GIFFORD NANCY & ELAINE MCNEILLY PTN	20	ROCKLAND	ME	04841-3344
1	2	19,021.00	50	FISHER ENGINEERING	20	ROCKLAND	ME	04841-3523
1	2	364.00	10	ROCKLAND ANIMAL HOSPITAL LLP	20	ROCKLAND	ME	04841-5513
1	2	133.00	10	LAKESHORE INN	20	ROCKLAND	ME	04841-5705

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		2	1,310.00	10	ALLEN AGENCY	20	CAMDEN	ME	04843
		2	492.00	10	RANKIN'S INC	20	CAMDEN	ME	04843
		1	36.00	10	HARBORSIDE CONSULTANTS, INC.	20	CAMDEN	ME	04843
		2	2,118.00	10	WAYFARER MARINE CORPORATION	20	CAMDEN	ME	04843
		1	45.00	10	EDELWEISS EDITIONS INC	20	CAMDEN	ME	04843
		1	1,228.00	10	APOLLO TANNING LTD	20	CAMDEN	ME	04843
		2	3,653.00	10	FRENCH & BRAUN INC	20	CAMDEN	ME	04843-0176
		1	42.00	10	SWASEY BALLOU TAHARA S	20	CAMDEN	ME	04843-0278
		1	475.00	10	BEREZ PAUL D	20	CAMDEN	ME	04843-0416
		2	146.00	10	BALDWIN ROBERT F	20	CAMDEN	ME	04843-0552
		1	63.00	10	WILLIAMS & VAN STEENBERG CPA S LLC	20	CAMDEN	ME	04843-0842
		1	69.00	10	DENNETT WILL H	20	CAMDEN	ME	04843-1052
		2	10,548.00	10	TIBBETTS INDUSTRIES INC	20	CAMDEN	ME	04843-1096
		2	735.00	10	CONOVER DAVID G	20	CAMDEN	ME	04843-1203
		2	2,706.00	10	ANIMATED IMAGES INC	20	CAMDEN	ME	04843-1307
		1	83.00	10	POTE KENNETH G	20	CAMDEN	ME	04843-1414
		1	28.00	10	HERSON BESSIE H	20	CAMDEN	ME	04843-1824
		1	70.07	10	DERBYSHIRE MARTHA	20	CAMDEN	ME	04843-1904
		1	119.00	10	MAINE COAST CONSTRUCTION CORP	20	CAMDEN	ME	04843-1906
		1	67.00	10	FILIP KATHRYN I	20	CAMDEN	ME	04843-1907
		1	485.00	10	WITHAM GARY E	20	CAMDEN	ME	04843-1919
		1	110.00	10	JOHNSONS ABORICULTURE	20	CAMDEN	ME	04843-1925
		1	313.00	10	ENVIRONMENTAL RECREATION GROUP INC	20	CAMDEN	ME	04843-1949
		1	758.00	10	HARBOR AUDIO-VIDEO INC	20	CAMDEN	ME	04843-1959
		1	80.00	10	L O GROSS & SON INC	20	CAMDEN	ME	04843-2111
		1	53.00	10	GLASS CHRISTOPHE C	20	CAMDEN	ME	04843-2210
		1	336.00	10	MERRILL ROBERT N	20	GLEN COVE	ME	04846-0189
		1	44.00	10	NICKLES RONALD R	20	OWLS HEAD	ME	04854-0093
		1	294.00	10	ROSS III FRANK E	20	OWLS HEAD	ME	04854-3107
		2	5,871.00	10	OVERLOCK DWIGHT L	20	OWLS HEAD	ME	04854-3412
		1	145.00	10	DARNELL DAVID W	20	OWLS HEAD	ME	04854-9704
		2	194.00	10	NYSTROM MARK A	20	OWLS HEAD	ME	04854-9720
		1	14.00	10	HOTCH MARILYN L	20	OWLS HEAD	ME	04854-9801
		1	37.00	10	WINDHORSE INC	20	ROCKPORT	ME	04856-0898
		1	7,261.00	10	SAHOSET RESORT INVESTORS	20	ROCKPORT	ME	04856-3816
		2	150.00	10	LAURITA, INC	20	SPRUCE HEAD	ME	04859-9615
		1	329.00	10	LUCE JOANN	20	UNION	ME	04862
		1	29,117.00	10	MID STATE MACHINE PRODUCTS INC	20	WINSLOW	ME	04901
		1	1,526.00	10	PLEAU ENTERPRISES NO ONE INC	20	WINSLOW	ME	04901
		1	271.00	10	DAVIAU JABAR + BATTEN	20	WATERVILLE	ME	04901-5425
		1	522.00	50	FASTWASH INC	20	WATERVILLE	ME	04901-5530
		1	173.00	10	G & A INC	20	WATERVILLE	ME	04901-5533
		2	718.00	10	ST FRANCES DESALES FED CR UNION	20	WATERVILLE	ME	04901-6015
		1	253.00	10	R PARKHURST-S SILVERSTEIN PTNRS	20	WATERVILLE	ME	04901-6133
		2	12,495.00	10	C F HATHAWAY & CO	20	WATERVILLE	ME	04901-6548
		1	73.00	10	H E MURDOCK CO INC	20	WATERVILLE	ME	04901-6602
		2	296.00	10	WATERVILLE DENTAL LAB INC	20	WATERVILLE	ME	04901-6611
		1	338.00	10	CENTURY.21 NASON REALTY INC	20	WINSLOW	ME	04901-7045
		1	472.00	10	BIG G'S DELI (A MAINE CORP)	20	WINSLOW	ME	04901-9412

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1		3	1,643.00	10	G H M AGENCY INC	20	WATERVILLE	ME 04903
1		2	1,179.37	10	DIRIGO ENGINEERING	20	WATERVILLE	ME 04903
1		3	88.00	10	GHM AGENCY PORTLAND INC	20	WATERVILLE	ME 04903
1		1	579.00	10	CHARLES B DAVIS CO INC	20	WATERVILLE	ME 04903-0058
1		2	27,510.00	10	MAINE BIOLOGICAL LABORATORIES INC	20	WATERVILLE	ME 04903-0255
1		1	62.00	10	WHEELER & AREY PA	20	WATERVILLE	ME 04903-0376
1		2	1,099.00	10	ROMAD COMPANY	20	WATERVILLE	ME 04903-0400
1		2	7,372.00	10	GRAPHIC COLOR SERVICE INC	20	WATERVILLE	ME 04903-0558
1		2	1,108.00	10	THOMPSON VOLKSWAGON INC	20	WATERVILLE	ME 04903-0685
1		2	8,433.00	10	WATERVILLE WINDOW CO INC	20	WATERVILLE	ME 04903-0724
1		1	15,159.00	10	AVIAN FARMS USA INC	20	WATERVILLE	ME 04903-1847
1		1	409.00	10	C + J CORPORATION	20	PORTLAND	ME 04904
2		1	328.00	10	WOOLEY DAVID D	20	ALBION	ME 04910-9712
1		1	2,646.00	10	STATE SAND & GRAVEL INC	20	BELFAST	ME 04915
1		1	39.00	10	ARMSTRONG ROOFING INC	20	BELFAST	ME 04915
1		2	8,860.00	10	PEHOBSOT SHORES ASSOCIATION	20	BELFAST	ME 04915
1		1	122.00	10	AUGUST C SCHWENK H D P C	20	BELFAST	ME 04915
1		1	5,311.00	10	HARBORSIDE ENTERPRISES LTD	20	BELFAST	ME 04915-0346
2		2	2,444.00	10	HAMMOND CLIFTON K	20	BELGRADE	ME 04917
1		2	3,435.00	10	HAMMOND LUMBER CO	20	BELGRADE	ME 04917-0500
2		1	3,375.00	10	FRIGON DENNIS W	20	CARATUNK	ME 04925-0099
1		2	16,227.00	10	FORHTEX INC	20	CLINTON	ME 04927-0070
1		1	506.00	10	SEAMAN'S MANUFACTURING INC	20	CORINNA	ME 04928-0439
1		1	1,383.00	10	MCKENNEY MACHINE & TOOL	60	CORINNA	ME 04928-9802
1		1	1,307.62	10	S + G CONSTRUCTION INC	20	DETROIT	ME 04929-0219
1		1	3,855.00	10	FAYSCOTT	20	DEXTER	ME 04930-0273
2		1	186.00	10	WITHAM CARLA R	20	DEXTER	ME 04930-1272
2		1	2,025.00	10	CHABOT PHILIP A	20	DEXTER	ME 04930-2038
2		1	128.00	10	CLUKEY ROGER T	20	DEXTER	ME 04930-2558
1		3	3,605.00	10	SHERIDAN CORP (THE)	20	FAIRFIELD	ME 04937
1		3	5,704.00	10	SHERIDAN CONSTRUCTION CORP (THE)	20	FAIRFIELD	ME 04937
1		1	89.00	10	L N VIOLETTE CO INC	20	FAIRFIELD	ME 04937-0059
1		1	2,093.00	10	PLUM CREEK TIMBER COMPANY LP	20	FAIRFIELD	ME 04937-3309
2		1	273.00	10	NOGA JOSEPHINE A	20	FARMINGTON	ME 04938-0310
1		1	3,695.00	10	FRANKLIN SAVINGS BANK & SUB	20	FARMINGTON	ME 04938-0825
1		1	242.00	10	FARMINGTON FARMERS UNION	20	FARMINGTON	ME 04938-1906
2		1	441.00	10	HUFF DANA E	20	WELLINGTON	ME 04942-8507
1		1	4,202.00	10	FARRIN BROS & SMITH INC	20	HARMONY	ME 04942-9501
1		2	59,535.16	10	IRVING TANNING COMPANY	20	HARTLAND	ME 04943-9621
2		1	104.00	10	CURTIS PATSY A	20	HARTLAND	ME 04943-9754
1		1	5,432.00	10	JACKMAN LUMBER INC	20	JACKMAN	ME 04945-0425
1		3	71,755.00	10	MOOSE RIVER LUMBER CO	20	JACKMAN	ME 04945-0454
1		1	7,785.00	10	FARMINGTON CHIPPING ENTERPRISES INC	20	JACKMAN	ME 04945-0489
1		2	16,058.00	10	UNITED KINGFIELD BANK	20	KINGFIELD	ME 04947
1		1	21,696.00	10	SUGARLOAF MTN CORP & SUBS	20	CARRABASSETT VALLEY	ME 04947
1		1	151.00	10	TIMBER EXPRESS TRUCKING	20	KINGFIELD	ME 04947
1		1	42.00	10	KINGFIELD WOODSMAN THE	20	KINGFIELD	ME 04947-9801
1		2	346,750.62	10	MADISON PAPER INDUSTRIES	20	MADISON	ME 04950-0129
1		2	160.00	10	MADISON ANSON COMMUNITY FCU	20	MADISON	ME 04950-0249

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		1	3,146.00	10	HANSON GUY E	20	MONROE	ME	04951
		1	330.00	10	DOAK DAVID C	20	MONROE	ME	04951-0665
		1	330.00	10	CHAMBERLAIN BRUCE E	20	MONROE	ME	04951-3026
		1	220.00	10	BLOCK ANDREW M	20	MONROE	ME	04951-3703
		1	440.00	10	HACKO BERNARD	20	MONROE	ME	04951-3705
		1	1,480.46	10	SYSO FOOD SERVICES OF N E INC	20	NEWPORT	ME	04953
		1	1,153.00	10	HARTLEYS	20	NEWPORT	ME	04953-0038
		1	3,241.00	10	VIC FIRTH MFG, INC.	20	NEWPORT	ME	04953-1130
		1	1,845.00	10	CROSBY MICHAEL	20	NEWPORT	ME	04953-1137
		1	36.00	10	LANCASTER SHAWN L	20	NEWPORT	ME	04953-9553
		1	981.00	10	RALPH MCNAUGHTON CONSTRUCTION INC	20	NEWPORT	ME	04953-9564
		1	935.00	10	R A PARADIS + SON INC	20	NEWPORT	ME	04953-9564
		1	311.00	10	NEWPORT INDUSTRIAL FABRICATION INC	20	NEWPORT	ME	04953-9802
		1	3,190.30	10	MATTINGLY PHILLIP P	20	NORTH ANSON	ME	04958-9601
		1	172.10	10	FUTURE FORESTS INC	20	NORTH VASSALBORO	ME	04962-0117
		5	4,190.00	10	INDUSTRIAL METAL RECYCLING INC	20	OAKLAND	ME	04963
		1	500.00	10	LEIGHTON TOBY V	20	OAKLAND	ME	04963
		1	72.00	10	VALLEY DISTRIBUTORS INC	20	OAKLAND	ME	04963-0002
		2	538.00	10	TRUE'S INC	20	OAKLAND	ME	04963-0100
		1	948.00	10	OAKLAND SHEET METAL INC	20	OAKLAND	ME	04963-0158
		1	42.00	10	SUPERIOR CONSTRUCTION SERV INC	20	OAKLAND	ME	04963-0175
		1	47.00	10	K D DISPLAY & DESIGN INC	20	OAKLAND	ME	04963-0250
		1	87.00	10	HIGGINS RUTH G	20	OAKLAND	ME	04963-0296
		2	534.00	10	HIGGINS & ROWELL AGENCY INC	20	OAKLAND	ME	04963-0369
		1	20.00	10	KERR JOHN D	20	OAKLAND	ME	04963-4940
		1	243.00	10	NET PACK SYSTEMS INC	20	OAKLAND	ME	04963-5019
		1	48.00	10	WANDS ANTHONY J	20	OAKLAND	ME	04963-5028
		1	2,508.00	10	PITTSFIELD WOOLEN YARNS CO INC	20	PITTSFIELD	ME	04967
		2	552.00	10	MAINE FENCE CO	20	PITTSFIELD	ME	04967
		1	180.00	10	BAILEY CHARLES L	20	PITTSFIELD	ME	04967
		1	1,020.00	10	MOORHEAD JAMES D	20	PITTSFIELD	ME	04967-0039
		1	656.00	10	WELCH DAVID M	20	PITTSFIELD	ME	04967-0375
		1	242.00	10	BURKY E A & MCCARTHY JR R W PTNRS	20	PITTSFIELD	ME	04967-0549
		1	4,235.00	10	KLEINSCHMIDT ASSO	20	PITTSFIELD	ME	04967-0576
		1	49,691.00	10	CIANBRO CORPORATION	20	PITTSFIELD	ME	04967-1000
		1	2,171.00	10	EXIT 38	20	PITTSFIELD	ME	04967-1305
		1	133.00	10	PAUL K WEST DC PA	20	PITTSFIELD	ME	04967-1429
		1	1,261.00	10	FROST'S MOBIL SERVICE	20	PITTSFIELD	ME	04967-9725
		1	256.00	10	MORTON LARRY & JASON MORTON PTNRS	20	PITTSFIELD	ME	04967-9731
		2	104.00	10	DUPLISEA ROBERT	20	PITTSFIELD	ME	04967-9801
		1	1,023.00	10	D C MORTON & SONS INC	20	RANGELEY	ME	04970-0310
		1	29,264.00	10	ROBBINS LUMBER INC	20	SEARSHONT	ME	04973-0009
		1	849.00	10	SHEMBERG USA INC	20	SEARSPORT	ME	04974
		2	256.00	10	LARUE HOWARD A	20	SEARSPORT	ME	04974-0072
		1	774.00	10	HAMILTON MARINE INC	20	SEARSPORT	ME	04974-0227
		2	135.00	10	DELONG MARIE A	20	SEARSPORT	ME	04974-0332
		2	550.00	10	TOZIER DALE	20	SEARSPORT	ME	04974-0469
		2	112.00	10	BROWN ROGER A	20	SEARSPORT	ME	04974-0602
		1	407.00	10	RHUMB LINE INC	20	SEARSPORT	ME	04974-3311

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1		1	1,312.00	10	KINNEY'S CONSTRUCTION, INC.	20	SEARSPORT	ME	04974-3521
2		2	3,979.00	10	CAMERON MADELEINE	20	SEARSPORT	ME	04974-3959
1		1	25.00	10	PERKINS TOWNSEND & SHAY	20	SKOWHEGAN	ME	04976
1		2	36,343.00	10	SKOWHEGAN SAVINGS BANK	20	SKOWHEGAN	ME	04976-0250
1		1	27,951.00	10	RICHARD CARRIER TRUCKING INC	20	SKOWHEGAN	ME	04976-0718
1		1	4,073.00	10	NORTHERN MAINE HAULING INC	20	SKOWHEGAN	ME	04976-0753
1		1	14,789.86	10	CARRIER CHIPPING INC	20	SKOWHEGAN	ME	04976-0886
1		1	2,289.00	10	A S & C B GOULD INC	20	SKOWHEGAN	ME	04976-9751
1		1	1,225.00	10	CORNVILLE CONSTRUCTION INC	20	SKOWHEGAN	ME	04976-9801
2		1	74.00	10	MCKILLIP GREGORY A	20	STOCKTON SPRINGS	ME	04981-0476
2		1	445.00	10	BENSON JOYCE	20	TROY	ME	04987
1		1	1,314.00	10	NATANIS GOLF COURSE	20	VASSALBORO	ME	04989-9757
1		1	1,240.34	10	CARVEL CORPORATION	20	FARMINGTON	CT	06032-2502
1		2	15,180.00	10	AMES MERCHANDISING CORP	20	ROCKY HILL	CT	06067-2550
1		1	956.00	10	TRAVELERS (THE)	20	HARTFORD	CT	06183
1		1	15.00	10	TRAVELERS ASSET FUNDING CORP	20	HARTFORD	CT	06183-0001
1		1	448.00	10	TRAVELERS CASUALTY AND SURETY COMPANY	20	HARTFORD	CT	06183-0001
1		4	12,680.00	10	LANE CONSTRUCTION CORPORATION	20	MERIDEN	CT	06450-6006
1		1	5,346.00	10	S G MARINO CRANE SERV INC	20	MIDDLETOWN	CT	06457-0246
1		4	33,794.00	10	PITNEY BOWES CREDIT CORP	20	SHELTON	CT	06484-4301
1		2	225,510.00	10	IBM CREDIT CORP	20	SOUTHURY	CT	06488-8159
1		2	596,764.00	10	GREAT SPRING WATERS OF AMERICA, INC.	20	GREENWICH	CT	06830-5091
1		1	6,225.62	10	C M ALMY & SON INC	20	GREENWICH	CT	06831-2551
1		1	100,458.00	10	GENERAL ELECTRIC CREDIT CORP OF TN	20	STAMFORD	CT	06902-1247
1		1	451.00	10	GENERAL ELECTRIC CAPITAL CORP	20	STAMFORD	CT	06902-1247
1		2	5,185.00	10	STAR GAS. PROPANE LP	20	STAMFORD	CT	06912-0011
1		2	759,035.00	10	CHAMPION INTERNATIONAL CORP	20	STAMFORD	CT	06921-0001
1		4	2,157.00	10	LECHTERS MAINE INC	20	HARRISON	NJ	07029
1		3	65,084.00	10	NEWCOURT LEASING CORP	20	PARSIPPANY	NJ	07054
1		3	11,083.00	10	ADP INC EMPLOYER SERVICE DIV.	20	PARSIPPANY	NJ	07054
1		3	12,687.00	10	NEWCOURT COMMERCIAL FINANCE CORP	20	PARSIPPANY	NJ	07054
1		3	97,656.75	10	NEWCOURT COMMUNICATIONS FINANCE COR	20	PARSIPPANY	NJ	07054
1		1	14,412.00	10	NCR CREDIT CORPORATION	20	PARSIPPANY	NJ	07054
1		1	37,742.00	10	PICKER FINANCIAL GROUP LLC	20	PARSIPPANS	NJ	07054
1		2	29,054.00	10	NEWCOURT FINANCIAL USA, INC.	20	PARSIPPANY	NJ	07054
1		1	137.00	10	LEASE PARTNERS INC.	20	PARSIPPANY	NJ	07054
1		5	11,014.00	10	ORIX CREDIT ALLIANCE INC & AFF	20	SECAUCUS	NJ	07096
1		3	3,474.00	10	ITO CORP OF NEW ENGLAND	20	JERSEY CITY	NJ	07302-3051
1		1	109,396.00	10	CYTEC PLASTICS INC & ROHACRYL INC	20	WEST PATERSON	NJ	07424
1		3	92,485.00	10	RITE AID OF MAINE INC	20	UPPER SADDLE RIVER	NJ	07458
1		1	90.00	10	N E RESTAURANT COMPANY INC	20	UPPER SADDLE RIVER	NJ	07458
1		2	753.00	10	MANUFACTURERS HANOVER WHEELSEASE INC	20	UPPER SADDLE RIVER	NJ	07458
1		1	27.00	10	EASTERN MOUNTAIN SPORTS INC	20	UPPER SADDLE RIVER	NJ	07458
1		4	25,407.00	10	CHEP USA	20	UPPER SADDLE RIVER	NJ	07458
1		1	286.00	10	MARLIN LEASING CORPORATION	20	UPPER SADDLE RIVER	NJ	07458
1		1	239.00	10	A E STORES COMPANY	20	UPPER SADDLE RIVER	NJ	07458
1		3	437.00	50	MITCHELL INTERNATIONAL	20	UPPER SADDLE RIVER	NJ	07458
1		3	1,971.00	10	WORLD KITCHEN INC	20	UPPER SADDLE RIVER	NJ	07458
1		2	2,684.00	10	B DALTON BOOKSELLER INC	20	UPPER SADDLE RIVER	NJ	07458

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CD TYP ID	ID ENTITY	NO OF REF	TOTAL AMT REFUNDS	CD TYP NAM	NH ENTITY	CD TYP ADD	AD CITY	CD AD ST	CD ADDR ZIP
		1	4,330.00	10	BARNES & NOBLE BOOKSELLERS INC	20	UPPER SADDLE RIVER	NJ	07458
		2	61,879.00	10	UNION CAMP CORP	20	WAYNE	NJ	07470
		1	324.00	10	BMW OF NORTH AMERICA INC	20	WESTWOOD	NJ	07626
		1	2,196.00	10	AGFA CORPORATION	20	RIDGEFIELD PARK	NJ	07660
		1	497.00	10	THE BOC GROUP INC & SUBS	20	MURRAY HILL	NJ	07974
		9	180,282.70	10	COPELCO CAPITAL INC	20	MT LAUREL	NJ	08054
		2	783.00	10	DANKA FUNDING LLC	20	MT LAUREL	NJ	08054
		1	480.00	10	DANSK INTERNATIONAL DESIGNS LTD	20	LAWRENCEVILLE	NJ	08648
		1	652.00	10	HARTMANN LUGGAGE COMPANY	20	LAWRENCEVILLE	NJ	08648
		7	12,732.00	10	PHILLIPS VAN HEUSEN CORPORATION	20	BRIDGEWATER	NJ	08807
		1	207.00	10	THE IZOD GANT CORPORATION	20	BRIDGEWATER	NJ	08807
		1	203.00	10	METROPOLITAN LIFE INS CO	20	NEW YORK	NY	10010
		1	436.00	10	BROOKS BROTHERS INC	20	NEW YORK	NY	10017
		3	41,484.00	10	SHER WOVEN LABEL CO INC	20	NEW YORK	NY	10018
		1	2,635.00	10	BURBERRYS LIMITED	20	NEW YORK	NY	10019
		2	119,974.00	10	PHILIPS ELECTRONICS NORTH AMERICA CORPORATION	20	NEW YORK	NY	10020
		3	294,194.00	10	SPECIALTY MINERALS INC	20	NEW YORK CITY	NY	10174
		1	1,589.00	10	CITICORP LEASING INC	20	HARRISON	NY	10528
		1	6,653.00	10	ABITIBI-CONSOLIDATED	20	WHITE PLAINS	NY	10604
		4	129,892.00	10	SOUTHERN CONTAINER CORP	20	SHITHTOWN	NY	11787
		2	2,291.00	10	TRANS WORLD ENTERTAINMENT CORP	20	ALBANY	NY	12203
		2	4,399.00	10	RECORD TOWN INC	20	ALBANY	NY	12203
		6	83,194.27	10	KEYBANK NATIONAL ASSOCIATION	20	ALBANY	NY	12207
		6	307,029.00	10	KEY CORPORATE CAPITAL INC	20	ALBANY	NY	12207
		1	17,507.00	10	LEASETEC CORP	20	ALBANY	NY	12207
		2	2,807.00	10	USF RED STAR EXPRESS INC	20	AUBURN	NY	13021
		3	10,701.00	10	CARROLS CORP	20	SYRACUSE	NY	13217
		3	16,857.00	10	TELMARK LLC	20	SYRACUSE	NY	13221
		1	1,226.00	10	RAYMOND LEASING CORPORATION	20	GREENE	NY	13778
		3	225,147.69	10	XEROX CORP & SUBS	20	ROCHESTER	NY	14644
		1	847.00	10	FED EX GROUND PACKAGE SYS., INC.	20	MOON	PA	15108
		1	1,587.00	10	ST. LAWRENCE & ATLANTIC RR	20	YORK	PA	17401
		1	206.00	10	MAINE INTERMODAL TRANSPORTATION INC	20	YORK	PA	17401
		2	330.00	10	PFALTZGRAFF OUTLET CO	20	YORK	PA	17405
		4	769.00	10	OLESON SAW TECHNOLOGIES	20	YORK	PA	17405
		2	648.00	10	PIERCING PAGODA, INC. & SUB	20	LEHIGH VALLEY	PA	18002
		2	7,300.00	10	THE PEP BOYS	20	PHILADELPHIA	PA	19132
		6	428,061.00	10	MBNA MARKETING SYSTEMS INC	20	WILMINGTON	DE	19884-0001
		1	1,425.00	10	RITZ CAMERA CENTERS, INC & SUBS	20	BELTSVILLE	MD	20705
		1	1,778.00	10	XACT TALK II ME LLC	20	LAUREL	MD	20725
		1	135,809.00	10	GUY F ATKINSON CONSTRUCTION CORPORATION	20	BETHESDA	MD	20814
		1	3,154.00	10	AMHFX WAREHOUSE CO INC MAINE	20	GLEN BURNIE	MD	21060
		1	42.00	10	CITIFINANCIAL, INC	20	BALTIMORE	MD	21202
		1	306.00	10	SCRANTON OUTLET CORPORATION	20	ELDERSBURG	MD	21784
		4	44,266.90	10	HECHINGER INVESTMENT COMPANY	20	VIRGINIA BEACH	VA	23452
		1	319.00	10	MCJUNKIN CORPORATION	20	CHARLESTON	WV	25322
		3	3,357.24	10	FAMILY DOLLAR INC	20	CHARLOTTE	NC	28201
		1	511.00	10	AKIMA CORPORATION	20	CHARLOTTE	NC	28287
		1	2,889.00	10	INTERNATIONAL KNIFE & SAW INC	20	FLORENCE	SC	29501

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CD TYP	ID ENTITY	NO OF REF	TOTAL AMT REFUNDS	CD TYP	NH ENTITY	CD TYP	AD ADD CITY	CD AD ADDR ST ZIP
1		1	49.00	10	SONOCO PRODUCTS CO	20	HARTSVILLE	SC 29550
1		1	47,740.00	10	LATEX CONSTRUCTION CO	20	CONYERS	GA 30012
1		4	980,941.00	10	GEORGIA PACIFIC CORP	20	ATLANTA	GA 30303
1		1	3,669.00	10	WORLDSPAN L P	20	ATLANTA	GA 30339
1		3	2,781.00	10	LANIER WORLDWIDE INC	20	ATLANTA	GA 30345
1		3	4,941.00	10	BANC OF AMERICA COMMERCIAL FINANCE CO.	20	ATLANTA	GA 30348
1		1	202,189.00	10	FULGHUM FIBRES INC	20	AUGUSTA	GA 30919
1		1	15,427.74	10	RYDER TRUCK RENTAL INC & AFFL	20	MIAMI	FL 33102
1		2	8,150.00	10	LINCARE INC	20	CLEARWATER	FL 33758
1		3	911.47	10	PARADYNE CREDIT CORPORATION	20	LARGO	FL 33773
1		1	673,761.29	10	GENERAL ELECTRIC CO & SUBS	20	FT MYERS	FL 33906
1		2	244,460.55	10	SCI TECHNOLOGY INC	20	HUNTSVILLE	AL 35807
1		1	1,407.00	10	PROGRESSIVE CASUALTY INS CO	20	MAYFIELD VILLAGE	OH 44143
1		2	153.00	10	CALIBER TECHNOLOGY INC	20	AKRON	44334-0459
1		1	846,911.00	10	TAMBRANDS INC	20	CINCINNATI	OH 45201
1		1	13,291.00	10	MACY'S EAST, INC.	20	CINCINNATI	OH 45202
1		1	50.00	10	INTERNATIONAL LOTTERY, INC.	20	CINCINNATI	OH 45242
1		1	106.00	10	INTERLOTT TECHNOLOGIES INC	20	CINCINNATI	OH 45242
1		2	934,036.00	10	HEAD CORPORATION	20	DAYTON	OH 45463
1		3	10,900.00	10	CROWN CREDIT COMPANY	20	NEW BREMEN	OH 45869
1		1	3,569.00	10	HILL ROM COMPANY INC	20	BATESVILLE	IN 47006
1		4	30,673.00	10	NORWEST FINANCIAL LEASING INC	20	DES MOINES	IA 50309-3705
1		2	901.00	10	JOCKEY INTERNATIONAL GLOBAL INC	20	KENOSHA	WI 53141
1		1	596.00	10	PATTERSON DENTAL SUPPLY INC	20	ST PAUL	MN 55120
1		5	13,247.76	10	WINTHROP RESOURCES CORPORAION	20	MINNETONKA	MN 55305
1		2	31,886.00	10	PILLSBURY COMPANY	20	MINNEAPOLIS	MN 55402
1		5	53,775.00	10	FARM CREDIT LEASING SERV CORP	20	MINNEAPOLIS	MN 55416
1		1	24,931.00	10	LUZENAC AMERICA, INC & SUBS	20	THREE FORKS	MT 59752
1		1	5,657.00	10	PRINCETON CREDIT CORP	20	DEERFIELD	IL 60015
1		5	13,198.00	10	MERIDIAN LEASING CORP	20	DEERFIELD	IL 60015
1		1	27,376.00	10	CONDISCO INC & SUBS	20	ROSEMONT	IL 60018
1		3	26,395.00	10	ABBOTT LABORATORIES INC	20	ABBOTT PARK	IL 60064
1		1	168.00	10	EQUITY PROPERTIES & DEV CO	20	CHICAGO	IL 60606
1		5	39,425.00	10	JOHN DEERE LEASING CO	20	MOLINE	IL 61265
1		4	4,036.00	10	STATE FARM MUTUAL AUTOMOBILE INS CO	20	BLOOMINGTON	IL 61710
1		1	4,372.00	10	THE MAY DEPARTMENT STORES CO & SUBS	20	ST LOUIS	MO 63101
1		1	140.00	10	CONSUMER PROGRAMS INCORPORATED	20	ST LOUIS	MO 63103
1		3	11,459.00	10	CAPITAL PIZZA HUTS INC.	20	WICHITA	KS 67226
1		1	3,937.00	10	ORTHODONTIC CENTERS OF AMERICA	20	METairie	LA 70002
1		1	916.00	10	AGGREKO INC	20	NEW IBERIA	LA 70560
1		2	1,604.00	10	UNITED COMPANIES LENDING CORP	20	BATON ROUGE	LA 70821
1		2	83,508.00	10	WAL-MART STORES EAST INC	20	BENTONVILLE	AR 72716
1		1	5,841.00	10	ALLTEL INFORMATION SERVICES, INC.	20	TULSA	OK 74135
1		1	9,024.00	10	FRANKS & SON INC	20	BIG CABIN	OK 74332
1		1	49.00	10	SANWA LEASING CORPORATION	20	ADDISON	TX 75001
1		1	5,603.01	10	DFS SPV LP	20	ADDISON	TX 75001
1		1	218.00	10	MARSHALLS OF MA INC	20	ROWLETT	TX 75030
1		1	559.00	10	TRUGREEN LP	20	ROWLETT	TX 75030
1		1	222.00	10	RIVER HILLS WILSONS INC	20	ROWLETT	TX 75030

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CD TYP ID	ID ENTITY	NO OF REF	TOTAL AMT REFUNDS	CD TYP NAM	NH ENTITY	CD TYP ADD	AD CITY	CD AD ST	CD ADDR ZIP
1		1	69.00	10	OCB RESTAURANT CO.	20	ROWLETT	TX	75030
1		2	1,191.66	10	MOBIL OIL CORPORATION	20	DALLAS	TX	75221
1		1	12,204.00	10	COMPRESSION COAT INC	20	DALLAS	TX	75261
1		2	12,609.00	10	GOURMET SYSTEMS OF ME INC	20	DALLAS	TX	75381
1		5	5,367.53	10	PACTIV CORP	20	DALLAS	TX	75381
1		3	1,660.00	10	EGI OPERATING LIMITED PARTNERS	20	DALLAS	TX	75381
1		6	5,118.00	10	SERVICE MERCHANDISE CO INC	20	DALLAS	TX	75381
1		1	193.00	10	ITS CALEB BRETT USA INC	20	DALLAS	TX	75381
1		2	7,905.43	10	TANDY CORPORATION	20	FORT WORTH	TX	76101
1		1	18,229.00	10	GAS SUPPLY RESOURCES INC	20	HOUSTON	TX	77024
1		1	2,155.00	10	FLEET BUSINESS CREDIT CORP	20	HOUSTON	TX	77227
1		7	8,778.00	10	CASE CREDIT CORP	20	HOUSTON	TX	77267
1		1	1,266.00	10	SAS PITTSFIELD INC	20	SAN ANTONIO	TX	78224
1		3	2,098.00	10	T-NETIX INC & SUBS	20	ENGLEWOOD	CO	80110
1		1	1,279.00	10	SAMSONITE COMPANY STORES INC	20	DENVER	CO	80239
1		2	1,664.00	10	FLATIRON STRUCTURES CO LLC	20	LONGMONT	CO	80502
1		1	2,104.00	10	ASH LITHOGRAPHY INC.	20	TEMPE	AZ	85284
1		1	786.00	10	ALLEN-BRADLEY LLC	20	LOS ANGELES	CA	90071
1		1	198,406.00	10	CSC OUTSOURCING INC.	20	EL SEGUNDO	CA	90245
1		3	6,352.00	10	EL CAMINO RESOURCES, LTD.	20	WOODLAND HILLS	CA	91367
1		2	15,990.00	10	AMPLICON	20	SANTA ANA	CA	92707
1		1	7,883.00	10	TANDEM COMPUTERS CREDIT CORP	20	SAN FRANCISCO	CA	94111
1		2	20,756.67	10	HEWLETT PACKARD CO	20	PALO ALTO	CA	94304
1		4	8,333,659.34	10	NATIONAL SEMICONDUCTOR CORP	20	SANTA CLARA	CA	95051
1		2	40,580.00	10	US BANCROP LEASING & FINANCIAL	20	TUALATIN	OR	97062
1		5	2,618.00	10	BANKVEST CAPITAL CORP	20	PORTLAND	OR	97201
1		3	10,322.00	10	CONSOLIDATED FREIGHTWAYS CORP	20	PORTLAND	OR	97208
1		3	28,091.00	10	WATERVIEW RESOLUTION CORP	20	PORTLAND	OR	97281
1		1	2,875.00	10	GE CAPITAL COLONIAL PACIFIC	20	PORTLAND	OR	97281
1		4	27,622.00	50	GENERAL ELECTRIC CAPITAL BUSINESS	20	BELLEVUE	WA	98009
1		1	3,643.00	10	METLIFE CAPITAL LP	20	BELLEVUE	WA	98009
*****			*****						
1,207			37,775,717.25						

APPENDIX D



1998 ECONOMIC DEVELOPMENT INCENTIVE REPORT

(PLEASE RETURN BY APRIL 16, 1999)

A. EMPLOYER INFORMATION			
1. Employer Name:		2. Contact Person:	
3. Street Address:		4. Municipality:	
5. County:	6. State:	7. Zip Code:	
8. SIC Code:	9. Phone:	10. Fax:	11. E-Mail:
12. Relocation: Yes <input type="checkbox"/> No <input type="checkbox"/>		13. Previous Address:	
14. Parent Company Name & State:			
B. TYPE AND AMOUNT OF ASSISTANCE (PLUS TOTAL INVESTMENT)			
Program	Rank	Amount	Uses
1. <input type="checkbox"/> Business Equipment Tax Reimbursement		\$	RE,ME,TR,DS,OT
2. <input type="checkbox"/> Employment Tax Increment Financing		\$	RE,ME,TR,DS,OT
3. <input type="checkbox"/> Governor's Training Initiative		\$	RE,ME,TR,DS,OT
4. <input type="checkbox"/> Jobs Investment Tax Credit		\$	RE,ME,TR,DS,OT
5. <input type="checkbox"/> Maine Quality Centers		\$	RE,ME,TR,DS,OT
6. <input type="checkbox"/> Research Expense Tax Credit		\$	RE,ME,TR,DS,OT
7. <input type="checkbox"/> Tax Increment Financing		\$	RE,ME,TR,DS,OT
8. Total Incentives		\$	RE,ME,TR,DS,OT
9. Total Capital Investment: \$		10. Total Training Investment: \$	
C. JOBS CREATED (ATTRIBUTABLE TO RECEIPT OF INCENTIVE)			
Occupational Cluster	Full-time	Part-time	Wage Level
1. Executive, Administrative & Managerial			\$
2. Professional Specialty			\$
3. Technicians & Related Support			\$
4. Marketing & Sales			\$
5. Administrative Support, including Clerical			\$
6. Service			\$
7. Agriculture, Forestry & Fishing			\$
8. Mechanics, Installers & Repairers			\$
9. Construction Trades & Extractive			\$
10. Production			\$
11. Transportation & Material Moving			\$
12. Handlers, Equip. Cleaners, Helpers & Lab'rs			\$



1998 ECONOMIC DEVELOPMENT INCENTIVE REPORT

(PLEASE RETURN BY APRIL 16, 1999)

D. JOBS RETAINED (ATTRIBUTABLE TO RECEIPT OF INCENTIVE)			
<i>Occupational Cluster</i>	<i>Full-time</i>	<i>Part-time</i>	<i>Wage Level</i>
1. Executive, Administrative & Managerial			\$
2. Professional Specialty			\$
3. Technicians & Related Support			\$
4. Marketing & Sales			\$
5. Administrative Support, including Clerical			\$
6. Service			\$
7. Agriculture, Forestry & Fishing			\$
8. Mechanics, Installers & Repairers			\$
9. Construction Trades & Extractive			\$
10. Production			\$
11. Transportation & Material Moving			\$
12. Handlers, Equip. Cleaners, Helpers & Lab'rs			\$

E. CURRENT EMPLOYMENT (NOT JUST INCENTIVE-RELATED, BUT ALL MAINE EMPLOYEES)					
<i>Occupational Cluster</i>	<i>FT</i>	<i>PT</i>	<i>Wage Level</i>	<i>Benefits</i>	<i>Avg Pct</i>
1. Exec., Admin. & Managerial			\$	CDHR	%
2. Professional Specialty			\$	CDHR	%
3. Technicians & Related Support			\$	CDHR	%
4. Marketing & Sales			\$	CDHR	%
5. Admin. Support, incl. Clerical			\$	CDHR	%
6. Service			\$	CDHR	%
7. Agriculture, Forestry & Fishing			\$	CDHR	%
8. Mech., Installers & Repairers			\$	CDHR	%
9. Construction Trades & Extractive			\$	CDHR	%
10. Production			\$	CDHR	%
11. Transportation & Mater'l Moving			\$	CDHR	%
12. Handlers, E/C, Helpers & Lab'rs			\$	CDHR	%

F. EMPLOYMENT CHANGES			
<i>Year</i>	<i>Total</i>	<i>Full-time</i>	<i>Part-time</i>
1. Number of Employees on December 31, 1998			
2. Number of Employees on December 31, 1997			
3. Employment Level Change			



1998 ECONOMIC DEVELOPMENT INCENTIVE REPORT

(PLEASE RETURN BY APRIL 16, 1999)

G. PUBLIC PURPOSE ASSESSMENT (IF APPLICABLE) & EMPLOYER FEEDBACK

1. Answer #1 only if you applied for an incentive after July 16, 1998. What public purpose was identified on your incentive application? How has your company performed with respect to the public purpose you identified? *Feel free to use the other side as additional sheet; identify question as G1.*

2. Where would your company be if these incentives were not available to you? Which incentives provided the most benefit to your company? Why? How could incentives be improved? *Feel free to use the other side as additional sheet; identify question as G2.*

H. CERTIFICATIONS

I certify that the information contained in this report is an accurate account of the activities related to my company's participation in state economic development incentive programs.

1. Name:

2. Title:

3. Signature:

4. Date:

1998 ECONOMIC DEVELOPMENT INCENTIVE REPORT INSTRUCTIONS



(NOTE: to be completed only by companies that received more than \$10,000 during calendar 1998 from at least one of the seven economic development incentive programs referenced in the new reporting statute – 5 MRSA §13070-J)

INSTRUCTIONS

- A. Employer Information.** Please provide the information as requested for each line item. For #3, please provide your permanent street or rural route address, not P.O. Box number. For #8, please list your 4-digit SIC code. For #12, please note if you have re-located to your current address during 1998. If "yes," for #13, please provide the permanent street or rural route address, not P.O. Box number, of your previous location. For #14, please note the name and state (or country) of your parent company (if applicable).
- B. Type and Amount of Assistance.** Please check the box of any incentive program that provided you more than \$10,000 in 1998. Then check the box of any other program that provided you funds in 1998. Next, rank order (1 through 7) the program that was of greatest benefit to your company in 1998 (1=greatest). Then fill in the dollar amount of assistance you received from each respective program (round to whole dollars). Finally, circle (all that apply) the use of the funds e.g. real estate purchase (RE), machinery & equipment acquisition (ME), training costs (TR), debt service payments (DS), or other (OT). For #9, please enter the total capital investment you made in Maine facilities in 1998 (add your private investment to your state incentive). For #10, please enter the total training investment you made in Maine employees in 1998 (again, add your private investment to your state incentive).
- C. Jobs Created (Attributable to Receipt of Incentive).** Please list the number, type and wage level of jobs created as a result of the economic development incentive(s). NOTE: For this report, "full-time" employment means 30 hours or more; "part-time" employment means less than 30 hours. "Wage level" means the average annual wage paid for jobs created within an occupational cluster, e.g. either their annual salary, or their hourly wage times their annual hours. Also, "type" means "occupational cluster" which refers to the 12 categories defined below. Please include the number of your employees (both full-time and part-time) working within the category that most closely reflects their job duties.
- D. Jobs Retained (Attributable to Receipt of Incentive).** Please list the number, type and wage level of jobs retained as a result of the economic development incentive(s). Part D should be completed using all definitions in Part C.
- E. Current Employment (Not Just Incentive-Related, But All Maine Employees).** Please provide information on all your employees working in Maine on December 31, 1998 (either combine multiple locations on this sheet, or submit separate location sheets, depending on your record-keeping). Use the definitions in

1998 ECONOMIC DEVELOPMENT INCENTIVE REPORT INSTRUCTIONS



(NOTE: to be completed only by companies that received more than \$10,000 during calendar 1998 from at least one of the seven economic development incentive programs referenced in the new reporting statute – 5 MRSA §13070-J)

paragraph C above for occupational cluster, full-time, part-time, and wage level. In addition, please circle the appropriate letter(s) for all benefits provided, as follows: cafeteria plan(C), i.e. a range of options; or, dental insurance (D); health insurance (H); and retirement program (R). Then list the total employer-paid benefit package as a percentage of the annual wage in the "average percentage" column.

- F. Employment Changes.** Please list the total, full-time and part-time Maine employment levels in your company on December 31, 1998, and December 31, 1997. Subtract the 1997 figures from the 1998 figures to determine the change in employment level.
- G. Public Purpose Assessment (if Applicable) & Employer Feedback.** Please answer question 1 only if you applied for an incentive after July 16, 1998. Use question 2 to provide information regarding your company's status had incentives not been available. In addition, feel free to elaborate on the rankings you provided in part B by explaining why programs were beneficial. Finally, please describe ways that incentives could be improved.
- H. Certifications.** Please have your company official authorized to do so, sign and date the certifications section, attesting to the accuracy of information provided.

OCCUPATIONAL CLUSTERS

(for use in completing Parts C, D & E)

1. **Executive, administrative and managerial.** Workers in executive, administrative and managerial occupations establish policies, make plans, determine staffing requirements, and direct the activities of businesses and other organizations. Workers in management support occupations, such as accountant and auditor or underwriter, provide technical assistance to managers.
2. **Professional specialty.** This group includes engineers; architects and surveyors; computer, mathematical, and operations research occupations; life, physical, and social scientists; lawyers and judges; social, recreational, and religious workers; teachers, librarians, and counselors; health diagnosing, assessment, and treating occupations; and communications, visual arts, and performing arts occupations.

1998 ECONOMIC DEVELOPMENT INCENTIVE REPORT INSTRUCTIONS



(NOTE: to be completed only by companies that received more than \$10,000 during calendar 1998 from at least one of the seven economic development incentive programs referenced in the new reporting statute – 5 MRSA §13070-J)

3. *Technicians and related support.* This group includes health technologists and technicians, engineering and science technicians, computer programmers, tool programmers, aircraft pilots, air traffic controllers, paralegals, broadcast technicians, and library technicians.
4. *Marketing and sales.* Workers in this group sell goods and services, purchase commodities and property for resale, and stimulate consumer interest.
5. *Administrative support, including clerical.* Workers in this group prepare and record memos, letters, and reports; collect accounts; gather and distribute information; operate office machines; and handle other administrative tasks.
6. *Service.* This group includes a wide range of workers in protective, food and beverage preparation, health, personal, private household, and cleaning and building services.
7. *Agriculture, forestry and fishing.* Workers in these occupations cultivate plants, breed and raise animals, and catch fish.
8. *Mechanics, installers, and repairers.* Workers in this group adjust, maintain, and repair automobiles, industrial equipment, computers, and many other types of machinery.
9. *Construction trades and extractive.* Workers in this group construct, alter, and maintain buildings and other structures or operate drilling and mining equipment.
10. *Production.* These workers set up, adjust, operate, and tend machinery and/or use handtools and hand-held power tools to make goods and assemble products.
11. *Transportation and material moving.* Workers in this group operate the equipment used to move people and materials.
12. *Handlers, equipment cleaners, helpers, and laborers.* Workers in these occupations assist skilled workers and perform routine tasks.

1998 ECONOMIC DEVELOPMENT INCENTIVE REPORT INSTRUCTIONS



(NOTE: to be completed only by companies that received more than \$10,000 during calendar 1998 from at least one of the seven economic development incentive programs referenced in the new reporting statute – 5 MRSA §13070-J)



1999 ECONOMIC DEVELOPMENT INCENTIVE REPORT

(PLEASE RETURN BY MARCH 1, 2000)

A. EMPLOYER INFORMATION

IF YOU HAVE MAINE EMPLOYEES IN MORE THAN ONE LOCATION, PLEASE CHECK THIS BOX ☐ AND LIST THE PERMANENT STREET OR RURAL ROUTE ADDRESS OF THE OTHER LOCATION(S) ON THE FLIP SIDE OF THIS SHEET; THEN ANSWER THE REMAINING QUESTIONS IN THIS REPORT BY CONSOLIDATING ALL COMPANY AND EMPLOYEE INFORMATION. MAIL YOUR COMPLETED REPORT TO: DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT, 59 STATE HOUSE STATION, AUGUSTA, ME 04333-0059, ATTENTION: EDIR99, BY MARCH 1, 2000.

PLEASE LIST THE

1. Employer Name:

FOR THIS REPORT, PLEASE LIST THE

2. Contact Person:

PLEASE PROVIDE THE PERMANENT STREET OR RURAL ROUTE ADDRESS, NOT P.O. BOX NUMBER, OF YOUR MAINE HEADQUARTERS

3. Street Address:

4. Municipality:

5. County:

6. State:

7. Zip Code:

8. Phone:

9. Fax:

10. E-Mail:

11. SIC Code*:

PLEASE NOTE IF YOU HAVE RE-LOCATED TO THE ABOVE ADDRESS DURING 1999

12. Yes ☐ No ☐

IF RE-LOCATION, PLEASE LIST THE PERMANENT STREET OR RURAL ROUTE ADDRESS, NOT P.O. BOX NUMBER, OF YOUR PREVIOUS ADDRESS

13. Previous Address:

IF APPLICABLE, PLEASE PROVIDE THE NAME AND STATE (OR COUNTRY) OF YOUR PARENT COMPANY

14. Parent Company:

*THE 4-DIGIT STANDARD INDUSTRIAL CLASSIFICATION (SIC) CODING SYSTEM WAS DEVELOPED TO CLASSIFY BUSINESS ESTABLISHMENTS BY THE TYPE OF ACTIVITY IN WHICH THEY ARE ENGAGED. SEE FEDERAL WEBSITE: www.osha.gov/oshstats/sicser.html FOR MORE DETAILS.

B. TYPE AND AMOUNT OF ASSISTANCE (PLUS TOTAL INVESTMENT)

Program	Amount
PLEASE CHECK THE BOX BELOW OF ANY INCENTIVE PROGRAM THAT PROVIDED YOU MORE THAN \$10,000 IN CALENDAR YEAR (CY) 1999	FILL IN THE DOLLAR AMOUNT OF ASSISTANCE YOU RECEIVED IN CY99 FROM EACH RESPECTIVE PROGRAM (ROUND TO WHOLE DOLLARS)
1. <input type="checkbox"/> Business Equipment Tax Reimbursement	\$
2. <input type="checkbox"/> Employment Tax Increment Financing	\$
3. <input type="checkbox"/> Governor's Training Initiative	\$
4. <input type="checkbox"/> Jobs Investment Tax Credit	\$
5. <input type="checkbox"/> Maine Quality Centers	\$
6. <input type="checkbox"/> Research Expense Tax Credit	\$
7. <input type="checkbox"/> Tax Increment Financing	\$
(Office Use Only) Total Incentive Funds (add 1 through 7)	\$
PLEASE ENTER THE TOTAL CAPITAL INVESTMENT YOU MADE IN MAINE FACILITIES IN CY 1999	PLEASE ENTER THE TOTAL TRAINING INVESTMENT YOU MADE IN MAINE EMPLOYEES IN CY 1999
9. Capital Investment: \$	10. Training Investment: \$



1999 ECONOMIC DEVELOPMENT INCENTIVE REPORT

(PLEASE RETURN BY MARCH 1, 2000)

C. JOBS CREATED (ATTRIBUTABLE TO RECEIPT OF INCENTIVE)

PLEASE LIST THE NUMBER AND WAGE LEVEL OF JOBS CREATED AS A RESULT OF THE ECONOMIC DEVELOPMENT INCENTIVE(S). YOUR EMPLOYEES (BOTH FULL-TIME AND PART-TIME) SHOULD BE GROUPED WITHIN THE CLUSTER THAT MOST CLOSELY REPRESENTS THE TYPE OF JOB DUTIES THEY PERFORM AT YOUR COMPANY. FOR THIS REPORT, "FULL-TIME" EMPLOYMENT MEANS 30 HOURS OR MORE; "PART-TIME" EMPLOYMENT MEANS LESS THAN 30 HOURS. "WAGE LEVEL" MEANS THE AVERAGE ANNUAL WAGES PAID FOR THOSE JOBS CREATED WITHIN AN OCCUPATIONAL CLUSTER. "OCCUPATIONAL CLUSTER" REFERS TO THE 12 JOB CATEGORY TYPES LISTED BELOW AND DEFINED ON PAGE 6 OF THIS REPORT.

Occupational Cluster	Full-time	Part-time	Wage Level
1. Executive, Administrative & Managerial			\$
2. Professional Specialty			\$
3. Technicians & Related Support			\$
4. Marketing & Sales			\$
5. Administrative Support, including Clerical			\$
6. Service			\$
7. Agriculture, Forestry & Fishing			\$
8. Mechanics, Installers & Repairers			\$
9. Construction Trades & Extractive			\$
10. Production			\$
11. Transportation & Material Moving			\$
12. Handlers, Equip. Cleaners, Helpers & Lab'rs			\$

D. JOBS RETAINED (ATTRIBUTABLE TO RECEIPT OF INCENTIVE)

PLEASE LIST THE NUMBER AND WAGE LEVEL OF JOBS RETAINED AS A RESULT OF THE ECONOMIC DEVELOPMENT INCENTIVE(S). YOUR EMPLOYEES (BOTH FULL-TIME AND PART-TIME) SHOULD BE GROUPED WITHIN THE CLUSTER THAT MOST CLOSELY REPRESENTS THE TYPE OF JOB DUTIES THEY PERFORM AT YOUR COMPANY. FOR THIS REPORT, "FULL-TIME" EMPLOYMENT MEANS 30 HOURS OR MORE; "PART-TIME" EMPLOYMENT MEANS LESS THAN 30 HOURS. "WAGE LEVEL" MEANS THE AVERAGE ANNUAL WAGES PAID FOR THOSE JOBS RETAINED WITHIN AN OCCUPATIONAL CLUSTER. "OCCUPATIONAL CLUSTER" REFERS TO THE 12 JOB CATEGORY TYPES LISTED BELOW AND DEFINED ON PAGE 6 OF THIS REPORT.

Occupational Cluster	Full-time	Part-time	Wage Level
1. Executive, Administrative & Managerial			\$
2. Professional Specialty			\$
3. Technicians & Related Support			\$
4. Marketing & Sales			\$
5. Administrative Support, including Clerical			\$
6. Service			\$
7. Agriculture, Forestry & Fishing			\$
8. Mechanics, Installers & Repairers			\$
9. Construction Trades & Extractive			\$
10. Production			\$
11. Transportation & Material Moving			\$
12. Handlers, Equip. Cleaners, Helpers & Lab'rs			\$



1999 ECONOMIC DEVELOPMENT INCENTIVE REPORT

(PLEASE RETURN BY MARCH 1, 2000)

E. CURRENT EMPLOYMENT (NOT JUST INCENTIVE-RELATED, BUT ALL MAINE EMPLOYEES)

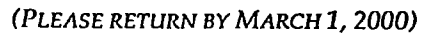
PLEASE PROVIDE INFORMATION ON ALL YOUR EMPLOYEES WORKING IN MAINE ON DECEMBER 31, 1999. YOUR EMPLOYEES (BOTH FULL-TIME AND PART-TIME) SHOULD BE GROUPED WITHIN THE CLUSTER THAT MOST CLOSELY REPRESENTS THE TYPE OF JOB DUTIES THEY PERFORM AT YOUR COMPANY. FOR THIS REPORT, "FULL-TIME" EMPLOYMENT MEANS 30 HOURS OR MORE; "PART-TIME" EMPLOYMENT MEANS LESS THAN 30 HOURS. "WAGE LEVEL" MEANS THE AVERAGE ANNUAL WAGES PAID WITHIN AN OCCUPATIONAL CLUSTER. "OCCUPATIONAL CLUSTER" REFERS TO THE 12 JOB CATEGORY TYPES LISTED BELOW AND DEFINED ON PAGE 6 OF THIS REPORT. "BENEFITS" LISTS LETTERS REPRESENTING SOME OF THE BENEFITS THAT MAY BE PROVIDED TO EMPLOYEES; PLEASE CIRCLE THE ONES THAT APPLY, AS FOLLOWS: DENTAL INSURANCE (D); HEALTH INSURANCE (H); AND RETIREMENT PROGRAM (R). "EMP-PD" IS THE ABBREVIATION FOR "EMPLOYER-PAID BENEFITS." PLEASE LIST THE PERCENTAGE OF EMPLOYEE BENEFITS PAID FOR BY THE EMPLOYER.

Occupational Cluster	FT	PT	Wage Level	Benefits	Emp-Pd
1. Executive, Administrative & Managerial			\$	D H R	%
2. Professional Specialty			\$	D H R	%
3. Technicians & Related Support			\$	D H R	%
4. Marketing & Sales			\$	D H R	%
5. Administrative Support, including Clerical			\$	D H R	%
6. Service			\$	D H R	%
7. Agriculture, Forestry & Fishing			\$	D H R	%
8. Mechanics, Installers & Repairers			\$	D H R	%
9. Construction Trades & Extractive			\$	D H R	%
10. Production			\$	D H R	%
11. Transportation & Material Moving			\$	D H R	%
12. Handlers, Equipment Cleaners, Helpers & Laborers			\$	D H R	%

F. EMPLOYMENT CHANGES

PLEASE LIST THE MAINE EMPLOYMENT LEVELS IN YOUR COMPANY ON DECEMBER 31, 1999, AND DECEMBER 31, 1998, BY: 1) TOTAL (ALL COMPANY EMPLOYEES), 2) FULL-TIME (THOSE WORKING 30 OR MORE HOURS PER WEEK) AND 3) PART-TIME (THOSE WORKING LESS THAN 30 HOURS PER WEEK).

Year	Total	Full-time	Part-time
1. Number of Employees on December 31, 1999			
2. Number of Employees on December 31, 1998			
(Office Use Only) Employment Level Change			



ALL COMPANIES ARE ENCOURAGED TO ANSWER THE FOLLOWING QUESTIONS ABOUT THE IMPACT (IF ANY) OF INCENTIVES ON THEIR OPERATIONS, AND THE NEED (IF ANY) FOR PROGRAM IMPROVEMENTS.

- D-11



1999 ECONOMIC DEVELOPMENT INCENTIVE REPORT

(PLEASE RETURN BY MARCH 1, 2000)

H. PUBLIC PURPOSE ASSESSMENT (IF APPLICABLE)

ALL COMPANIES APPLYING FOR ANY OF THE SEVEN ECONOMIC DEVELOPMENT PROGRAMS AFTER JULY 16, 1998, WERE REQUIRED TO IDENTIFY THE PUBLIC PURPOSE(S) THAT WILL BE SERVED THROUGH THEIR USE OF THE INCENTIVE(S).

1. If your company applied after July 16, 1998, what public purpose was identified on your incentive application?

☐ job creation ☐ job retention ☐ capital investment
☐ training investment ☐ tax base improvement
☐ public facilities improvement
☐ other: _____
2. Describe whether your company has accomplished each of the public purposes it identified at application.

I. CERTIFICATIONS

I CERTIFY THAT THE INFORMATION CONTAINED IN THIS REPORT IS AN ACCURATE ACCOUNT OF THE ACTIVITIES RELATED TO MY COMPANY'S PARTICIPATION IN STATE ECONOMIC DEVELOPMENT INCENTIVE PROGRAMS.

1. Name:

2. Title:

2. Signature:

4. Date:



1999 ECONOMIC DEVELOPMENT INCENTIVE REPORT

(PLEASE RETURN BY MARCH 1, 2000)

J. "OCCUPATIONAL CLUSTER" DEFINITIONS

1. *Executive, administrative and managerial.* Workers in executive, administrative and managerial occupations establish policies, make plans, determine staffing requirements, and direct the activities of businesses and other organizations. Workers in management support occupations, such as accountant and auditor or underwriter, provide technical assistance to managers.
2. *Professional specialty.* This group includes engineers; architects and surveyors; computer, mathematical, and operations research occupations; life, physical, and social scientists; lawyers and judges; social, recreational, and religious workers; teachers, librarians, and counselors; health diagnosing, assessment, and treating occupations; and communications, visual arts, and performing arts occupations.
3. *Technicians and related support.* This group includes health technologists and technicians, engineering and science technicians, computer programmers, tool programmers, aircraft pilots, air traffic controllers, paralegals, broadcast technicians, and library technicians.
4. *Marketing and sales.* Workers in this group sell goods and services, purchase commodities and property for resale, and stimulate consumer interest.
5. *Administrative support, including clerical.* Workers in this group prepare and record memos, letters, and reports; collect accounts; gather and distribute information; operate office machines; and handle other administrative tasks.
6. *Service.* This group includes a wide range of workers in protective, food and beverage preparation, health, personal, private household, and cleaning and building services.
7. *Agriculture, forestry and fishing.* Workers in these occupations cultivate plants, breed and raise animals, and catch fish.
8. *Mechanics, installers, and repairers.* Workers in this group adjust, maintain, and repair automobiles, industrial equipment, computers, and many other types of machinery.
9. *Construction trades and extractive.* Workers in this group construct, alter, and maintain buildings and other structures or operate drilling and mining equipment.
10. *Production.* These workers set up, adjust, operate, and tend machinery and/or use hand tools and hand-held power tools to make goods and assemble products.
11. *Transportation and material moving.* Workers in this group operate the equipment used to move people and materials.
12. *Handlers, equipment cleaners, helpers, and laborers.* Workers in these occupations assist skilled workers and perform routine tasks.

APPENDIX E

EDIC PROGRAM SUMMARY

Program/ Date Begun	Admin Agency	Statute	Purpose of program	Type of program	Program Qualifications	Benefits Provided
MQC 1994	MTCS	20-A MRSA c431-A	20-A MRSA §12725-6 Meet workforce education and training needs of new and expanding businesses Provide new employment and career advancement opportunities for workers	Training programs for businesses Education services for workers	Businesses apply to program director who reviews for jobs created, wages and benefits, rate of return on investment and other pertinent labor market considerations. Workers - Eligibility for technical college and program admissions requirements	Enhanced workforce training and skills
GTI 1996	DOL DECD	26 MRSA c24 subcIV	26 MRSA §2031 Encourage high-quality job creation and expansion by directly linking State education and training resources to job opportunities	Reimbursement to employers for cost of training provided by regional and local econ dev. groups, community-based orgs, job service training providers, postsecondary education institutions and others	Must work with DoL on labor market analysis Commitment to long-term operation in State Comply with other criteria adopted by DoL Preference to applicants that: Form local partnerships leverage matching funds Life-long learning Increase local capacity High-wage/high skill jobs Economically depressed area Hire disadvantaged workers Prov. registrd apprenticeship	Reimbursement for job-related training
MTIF 1977 substan. changed since 1977	DECD	30-A MRSA c207	30-A MRSA §6753 Encourage new development to provide new employment opportunities and improve and broaden the tax base	municipally administered program negotiated locally	Business located within a development district and designated by the municipality	Local property tax relief, infrastructure improvements; assistance with financing or other project costs
ETIF 1996	DECD BRS	36 MRSA c917	36 MRSA §6752 Encourage the creation of net new quality jobs Improve and broaden the tax base Improve the general economy	Reimbursement to business of net state income tax withholding for qualified employees \$20,000,000 cap	Employer's program must be approved by DECD, contribute to economic well- being of State and not result in substantial detriment to existing businesses	Payments to businesses based on state income taxes withheld for qualified employees

Program/ Date Begun	Admin Agency	Statute	Purpose of program	Type of program	Program Qualifications	Benefits Provided
ETIF contin'd					<p>Must also:</p> <p>Be for-profit/not utility</p> <p>Add 15 or more qualified ees in 2-yr period</p> <p>Have qualified ees that are State residents, new, full time, provided a retirement program and group health insurance with income higher than ave. annual per capita for county</p> <p>Be not retail, or if retail 50% revenues from sales outside state or demonstrates that sales tax revenues not result of instate shift</p>	
JITC 1979	BRS	36 MRSA §5215	36 MRSA §5215 Encourage growth of major industry Promote substantial capital investment	state income tax credit for employer	<p>Nonutility/nonretail</p> <p>Qualified investment of \$5,000,000 in TY</p> <p>100 new jobs in 24 mo period</p> <p>New job credit base \$700,000</p> <p>(Retirement and health insurance provided</p> <p>Wages greater than labor market ave</p> <p>Til 10/1/01)</p>	Reduced income taxes
RETC 1979	BRS	36 MRSA §5219- K	36 MRSA §5219-K Encourage investment in research in Maine	state income tax credit	Eligibility for federal tax credit	Reduced income taxes
BETR 1996	BRS	36 MRSA c915	36 MRSA §6659 Encourage growth of capital investment by providing reimbursement of property tax on qualified personal property placed in service after April 1, 1995	state reimbursement of property taxes paid on qualified new personal property	<p>Business (Not utility or similar business; not office furniture or lighting, not natural gas pipelines, not certain cogeneration facilities) placing personal property in service after 4/1/95</p> <p><i>Beginning in 2001, benefits may be withheld if EDIC report not filed.</i></p>	Property tax relief

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EDIC Program Expenditures¹
5 Year History

Program	FY 96	FY 97	FY98	FY99	FY00
GTI	²	\$291,381	\$2,530,851	\$2,533,939	\$2,654,587
MQC	\$1,592,020	\$1,509,036	\$1,507,601	\$1,771,553	\$1,335,198
BETR	\$0	\$4,764,068	\$19,002,963	\$30,752,203	\$41,535,747
JITC³	\$600,000	\$600,000	\$613,000	\$1,040,000	\$988,000
REC³	\$0	\$854,000	\$938,000	\$1,000,000	\$1,212,000
ETIF	\$0	\$0	\$0	\$0	\$154,808
MTIF	Expenditures/costs are on the municipal level				

¹ Administrative costs are not included.

² In FY 96 training funds were made available from the State Contingent account and administered by the Department of Economic and Community Development

³ Amounts for FY96 to FY 99 are estimates based on corporate income tax returns. The amount for FY 00 is an estimate based on the most recent tax expenditure report.

APPENDIX F

List of other economic development incentives to consider adding to list for reporting and review

jsj 9/28/00

A. Sales tax exemptions

1. Machinery and equipment used in production
2. 95% of fuel and electricity used in at a manufacturing facility
3. Air and water pollution control facilities
4. Machinery and equipment for use in research and development or in biotechnology applications
5. Custom computer programming exclusion
6. Credit for consumption of wood processing residue

B. Income tax incentives

1. Seed capital investment tax credit
2. Super credit for substantially increased research and development
3. High-technology investment tax credit
4. Single sales factor apportionment for mutual fund services providers (2001)

C. Free-standing

1. Shipbuilding facility credit
2. Job retention Program (Hathaway)
3. State Tax Increment Financing
4. Pulp and Paper Manufacturing Tax Increment Financing

D. Other

1. Agricultural Marketing Loan Fund
2. Economic Recovery Loan Program
3. Maine Job Start Program
4. Commercial loan insurance program
5. Municipal securities approval program
6. Potato Marketing Improvement Fund

7. Regional Economic Development Revolving Loan Program
8. Revenue Obligation Securities Program
9. Linked Investment Program for Agricultural Enterprises
10. Linked Investment Program for Commercial Enterprises
11. Maine Economic Development Venture Capital Revolving Investment Program

12. Small Enterprise Growth Program
13. Centers for Innovation
14. Major Business Expansion Program
15. Manufacturing Extension Program
16. Natural Resource Capital Investment Program
17. Pulp and Paper Environmental Investment Fund
18. Capital Access Program

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APPENDIX G

**The Effects of Business Assistance Programs
on Employment Growth in Maine Establishments**

Prepared for the Maine Economic Development Incentive Commission

Senator Rochelle Pingree, Chair

July 13, 2000

Report written by:

Todd M. Gabe, Ph.D.

Department of Resource Economics and Policy

University of Maine

*The Effects of Business Assistance Programs
on Employment Growth in Maine Establishments*

Executive Summary

The purpose of this research project is to provide information to the Maine Economic Development Incentive Commission (EDIC) to assist in its evaluation of Maine's economic development incentive programs. As a statistical-based study, the analysis focuses primarily on the relationship between short-term employment change in Maine establishments from 1998 to 1999 and their participation in incentive programs. The programs highlighted in the study are the Business Equipment Property Tax Reimbursement Program (BETR), the Governor's Training Initiative (GTI), Maine Quality Centers (MQC) and the municipal Tax Increment Financing (TIF) program.

Specifically, the report presents information on:

- (1) employment change in Maine establishments from 1998 to 1999;
- (2) the number of jobs in Maine establishments associated with their participation in the BETR, GTI, MQC and TIF programs;
- (3) the amount of wages paid (to employees associated with incentives) per dollar of incentives received by Maine establishments;
- (4) the amount of incentives received by Maine establishments per incentive-related job.

The data set used in the study contains information on 36,321 establishments that did (860 establishments) and did not (35,461 establishments) participate in the BETR, GTI, MQC and TIF programs in 1998. Study findings reveal that mean employment growth rates of Maine establishments are related to establishment size and age, the

county where the establishment is located and the establishment's industry. Furthermore, the subset of establishments that received incentives differs from the general population of Maine establishments, when compared by these characteristics. Thus, differences between the average growth rate of establishments that received incentives and the average growth rate of all Maine establishments can be explained (at least partially) by characteristics unrelated to incentives.

Estimated levels of employment change with and without incentives are estimated for Maine establishments that received incentives in 1998 using an econometric model of establishment growth. A key feature of the model is that it isolates the relationship between an establishment's employment growth rate and incentives, while controlling for growth associated with establishment characteristics that are unrelated to incentives. Another key aspect of the model is that it incorporates information on a large number of Maine establishments that did and did not receive incentives in 1998. The model is limited, however, in that it focuses on employment and does not consider the effects of incentives on investment (or other non-employment measures of establishment growth). Simulations based on the model indicate that there is a wide variation in the estimated number of jobs in Maine establishments associated with their participation in incentive programs. This is not surprising given the wide variety of Maine establishments that received incentives and considering that two of the incentive programs evaluated in the study are not geared directly at stimulating job creation.

Some of the key study findings are summarized below.

- 36,321 establishments experienced a combined net increase in employment of 20,408 workers between the first quarters of 1998 and 1999.

- 860 establishments that received incentives from the BETR, GTI, MQC and TIF programs experienced a combined net increase in employment of 690 workers between 1998 and 1999.
- 860 establishments received a total of \$38.7 million in incentives from the BETR, GTI, MQC and TIF programs in 1998.
- Businesses that participated in these incentive programs received an average of \$44,969 in assistance, or an average of \$871 per worker employed by the establishment.
- 77 percent of the establishments that participated in the BETR, GTI, MQC and TIF programs received less than \$10,000 in incentives and six percent received \$100,000 or more in assistance.
- 198 establishments, that received \$10,000 or more in assistance, accounted for \$37.5 million of the total amount of incentives provided by the BETR, GTI, MQC and TIF programs.
- Simulations indicate that 4,730 jobs were associated with the BETR, GTI, MQC and TIF programs, and establishments received an average of \$8,176 in assistance per incentive-related job.
- Simulations reveal that ten or more jobs were associated with incentives from the BETR, GTI, MQC and TIF programs in 21 percent of the establishments.
- Simulations show that 40 percent of the establishments that received incentives had lower levels of estimated employment change than were estimated for these establishments based solely on their characteristics unrelated to incentives.

- Simulations indicate that 1,586 jobs were associated with the BETR Program and establishments received an average of \$16,654 in assistance per (BETR) incentive-related job.
- Simulations reveal that 420 jobs were associated with the GTI and establishments received an average of \$5,031 in assistance per (GTI) incentive-related job.
- Simulations show that 1,091 jobs were associated with the MQC program and establishments received an average of \$1,004 in assistance per (MQC) incentive-related job.
- There is not a statistically significant relationship between employment growth and an establishment's participation in the TIF program, other things being equal.

It should be noted that many of the findings presented in the report are based on the statistical relationship between employment growth and incentive program participation. The business assistance programs, however, may have costs and benefits that are unrelated to employment, which are not captured by the empirical methods used in the study. Limitations of the study methods are especially relevant when evaluating the BETR and TIF programs, which provide incentives geared at stimulating capital investment rather than job creation. Thus, findings presented in the report should be interpreted as a part, but not the whole, of the evidence in evaluating the effects of Maine's incentive programs.

APPENDIX H

APPENDIX H

PREFACE

The Economic Development Incentive Commission conducted a lengthy process of exploration of the economic development incentive programs under its jurisdiction and the EDIC reporting process. During the Commission's work, it was clear that Commission members represent a wide range of opinions regarding the subjects of the Commission's review. As the Commission began to prepare its report to the Governor, the Legislature and the Commissioner of Economic and Community Development pursuant to 5 MRSA 13070-L, the Committee agreed to present its report in a manner that described the efforts of the Commission where there was consensus while also identifying and explaining areas where differences of opinion exist. As the Commission reviewed a final report draft, it became apparent that there were some areas where strong opinions are held by Commission members that had not had the opportunity for significant previous discussion. This Appendix provides an opportunity for members to express those opinions.

Municipal Tax Incentives for Commercial and Industrial Property

Businesses in many states are demanding and receiving special concessions on the taxes they owe to municipalities. In a few states business personal property is wholly exempt from tax. In others, it is taxed at a lower rate than land and buildings, lower, for instance, than retail and residential properties.

There is justification for a differential tax rate. Business machinery creates very little need for added municipal services in relation to its value. A paper machine, for example, may generate 2 or 3 million dollars in annual tax revenue plus substantial collateral benefits including high paying jobs and spinoff spending throughout the region. Yet its burden to the community is small. Machinery sends no kids to school; the mill provides much of its own security and fire protection; and the town's cost of maintaining nearby roads is modest.

Thus, when industries argue that property taxes on such machines should be reduced, they have a point. Farmers, foresters and fishermen have made similar arguments for favorable treatment of their respective capital assets. But an amendment to the Maine Constitution passed 24 years ago prohibits the state from creating new exemptions to the property tax unless the state reimburses each affected community for at least half the resulting loss.

As of April 1, 1999, Maine towns had taxable property worth \$70B, of which \$7.2B, or 10.3%, was classified as production machinery and business equipment.

Business Equipment Tax Reimbursements

In 1995, at the beginning of the King administration, the state created the Business Equipment Tax Reimbursement program, known as "BETR". Under BETR, the state must reimburse most businesses for all taxes paid on machinery and equipment placed in service after April 1, 1995. The credit applies only to new investment and not to property that is already in place. The entitlement continues for up to 12 years after the property is purchased. There are no standards or conditions attached to the right of reimbursement and no requirement for creating or sustaining jobs.

New equipment added to the BETR program each year yields ever increasing costs to state government. Each major new piece of equipment carries a twelve year tail of property tax refunds. These are paid out of the state's general fund which is primarily supported by sales and income taxes, the burden of which falls heavily on wage earners and consumers.

The BETR program, which costs about \$50M per year at present, will increase by about \$8M to \$10M each year for the next 7 years. It should then level off at an annual figure that does not exceed what towns can raise from taxing \$7.2B worth of industrial and business personalty at an average rate of 17 mills, or about \$122M.

BETR's impact on valuation practices

The 100% reimbursement rate under BETR removes any immediate incentive for the taxpayer to challenge the town's valuation of the property or to seek reductions in value for depreciation or obsolescence--at least so long as the BETR reimbursement lasts. Thus, the taxpayer is likely to agree to a higher valuation on such property than would be true if the taxpayer retained a stake in paying a portion of the tax bill.

This incentive to overvalue is magnified if the taxpayer owns other property subject to tax within the same community. The more revenue the town receives from taxing BETR-subsidized property, the less it must make up through other taxes. In a number of Maine towns, a dominant local industry may pay as much as 60 to 70% of the town's total taxes. In such an example, if two-thirds of the property in town is owned by one company, then that company will receive a \$2 tax reduction for every \$3 that is recovered from the state in BETR reimbursements.

In contrast to the usual situation where taxpayers are motivated to argue for lower values, under BETR it is to the taxpayer's advantage to maximize taxes on that portion of its property within the BETR program because every bit of the tax for the first twelve years is recovered from the state; and these recoveries will reduce the rate at which the owner's other property is taxed.

Tax Increment Financing Districts

Under an earlier and now overlapping program, Maine has empowered municipalities to create Tax Increment Financing Districts ("TIFs"). TIFs are contracts between a municipality and a property owner that are negotiated to shelter the increase in property taxes arising from new investment.

Under a TIF agreement, a community may retain the incremental taxes to support economic development or it may agree to reimburse the taxes back to the expanding company to help pay for the project. Any portion of the tax retained by the town must be applied to promote economic development. If the taxes are

remitted to the developer, then a business that locates or expands within a TIF district may receive a refund of its annual property taxes for a negotiated term of up to 30 years.

Whether or not the municipality gives up any tax revenue due from the expansion, the town is substantially benefited by three sheltering provisions of Maine law:

1. Revenue sharing from the state continues unabated;
2. School funding subsidies are undiminished; and
3. The new property is not included in the county tax base.

Thus, for all collateral purposes, the expansion is treated as though no new value had been added to the tax rolls. In this way all other towns in the state and those within the same county give up money to subsidize each town that shelters property within a TIF district.

TIFs and Competition

The TIF law contains no restrictions on intermunicipal competition nor on preferential treatment of one business over another within the same community. If a company abandons its business site in one town to invest in a new site elsewhere, the receiving community may promote the transition by sheltering the development entirely from taxation for up to 30 years.

Even within the same community, a town may grant TIF privileges to a new retailer, hotel or restaurant that competes directly against other well-established businesses that must continue to pay their accustomed taxes while the newcomer pays nothing.

Towns are increasingly willing to create TIF districts at times when no financial inducement is necessary to attract the new development. For towns along the new gas pipeline, Bowdoinham, Richmond, and Cumberland, for example, TIF districts have been created for no other apparent purpose than to shelter the new tax money against shifts in school funding, revenue sharing and county taxes.

Because the sheltered tax revenue can be captured by the town only if used for economic development, the town is induced to create a new department without regard to whether its taxpayers would have undertaken such an expense on their own initiative. Even if the town's greatest need is to improve schools or to pave roads; all new tax revenue from the TIF district must be set aside to pursue economic development.

Economic development is most effective when consolidated into regional or statewide efforts that can reach out across national and international borders. When small towns compete against one

another, such splintered activity is too weak and isolated to find and attract new business from the world's industrial pool.

There is no incentive in the TIF program for towns to support strong regional approaches to economic development through Councils of Government, through county programs or through state incentive systems such as the one that drew 23 towns together to create Firstpark in Oakland. It is not coincidental that towns with investments in their own small programs for economic development were the ones least likely to join the Firstpark regional project.

The BETR/TIF Double Dip--Another Dimension

A prominent feature of TIF is that state BETR reimbursements are paid on top of it. If new equipment is installed within a TIF district, the same tax bill that may be refunded by the town is also rebated by the state. The owner's taxes on machinery can be repaid twice.

BETR and TIF in tandem have subsidized big box retailers to put family stores out of business, to diminish downtowns and enhance sprawl. In the meantime, Maine taxpayers are faced with elevated rates of personal sales and income taxes to pay for these incentives which are inconsistent with state growth policy.

Suggested Changes

BETR and TIF might well be improved by the following changes:

1. Eliminate the BETR/TIF double dip.
2. Reduce the state's BETR reimbursement to less than 100%. A business that still owes part of the tax will retain an inducement to argue for a reduced valuation.
3. Constrain both programs to manufacturing and research equipment; exclude retail stores, hotels and restaurants.
4. Tie the BETR credit to objective criteria for job creation or preservation.
5. Adopt a period of BETR reimbursement shorter than 12 years.
6. Reduce the permitted life of TIF districts from 30 years to a period more in keeping with an emphasis on startup assistance.
7. Require that a portion of tax dollars sheltered by TIFs be allocated to regional development efforts.
8. Eliminate TIF sheltering provisions to avoid distortions in revenue sharing, school funding and county tax systems.

Despite the pressing need to repair these programs, changes should only be made prospectively on property yet to be acquired. We should not break faith with businesses that have invested in reliance on the rules as they presently stand. Businesses should not be faulted for taking advantage of defects in the tax code.

Toward a Comprehensive Tax Policy for Commercial and Industrial Property

Defects in the BETR and TIF programs illustrate the lack of a coherent state tax policy for industrial and commercial property. Appropriate elements of such a policy should include the following:

1. No class of business property should be entirely exempt from tax.
2. A statewide uniform rate of industrial taxation would reduce wasteful competition among communities by treating businesses evenhandedly regardless of location.
3. A rate of tax on industrial property that is lower than the state's average of 17 mills may well be justified.
4. Any such preferential rate should apply to old equipment as well as new.
5. Entitlement to a preferential rate should depend on meeting performance standards established by statute.
6. Industrial tax policy ought to be uniform, stable and consistent across regions of the state and over the course of time from one biennium to the next.
7. We should not establish a policy for taxing industrial and business property without also considering how the same taxpayers are affected by other state programs and tax systems, e.g., sales, income and excise taxes.
8. Economic development is most effective when promoted regionally rather than by towns acting independently and in competition with one another.
9. Retroactive changes to incentive systems should be avoided.

It must be remembered that the primary purpose of taxation is not to create incentives but to raise revenue. The state has work to do that cannot easily be accomplished by private means. Creating economic incentives is only one of many factors to be considered when distributing the burden of government across the economic fabric of the state.

Peter Mills
Senate District 13

Individual comments of Christopher St. John
Appendix to the Economic Development Commission Report
December 13, 2000

The Economic Development Incentive Commission was established to assist the legislature in addressing fundamental dilemmas arising from economic development incentive programs. As some of the programs grow rapidly in cost, their expenditures necessarily compete with other uses of state revenue. Their inherent nature is unfair -- favoring certain taxpayers over other taxpayers in similar circumstances, new facilities over old. Whatever tax burden is relieved from major business taxpayers must necessarily be shifted onto individual residential and small business taxpayers.

Program proponents argue that the programs do not necessarily "cost" or "shift" tax revenues, as some of the investment and "new" tax revenues may not have taken place without the incentives. But there appears no empirical way to "prove" or "disprove" this proposition, and even proponents concede that there are very likely large amounts of "free ridership" -- businesses that would have made the same investments and paid increased taxes without the incentives. Meanwhile taxes on business continue to decline as a proportion of total Maine revenues.

While the Commission has not resolved these fundamental dilemmas, the Commission's most valuable contribution has been working with the executive agencies under the enabling statutes to collect vastly more information about the size and nature of incentive programs in Maine. Prior to the Commission's establishment, only the overall amount of appropriations for the Business Equipment Tax Reimbursement (BETR) program was known -- not the amounts for individual companies, or their wage structures. For municipal tax increment finance districts (MTIFs) even an overall total number of active districts or the total amount of municipal revenue "sheltered" in districts were matters of speculation. Many guessed that the amounts were rising fast, but hard data were not readily available. While there remain problems in the consistency and reliability of the reported data, they are far more than what existed before.

The University of Maine scholar engaged by the Commission, Todd Gabe, used Department of Labor data in computer simulations to compare the estimated job gains and losses in various industries with the actual job gains and losses in major businesses receiving incentive programs. He suggests some conclusions about the average wage of jobs statistically associated with the incentive program. Attributing much certainty or causation to these estimates must be approached with caution. It is logical, for example, that in industries that are losing jobs generally, businesses in which major equipment investments are taking place may lose jobs at a slower rate than in businesses with no new investments. This hypothesis would explain an association between the slower rate of job loss and the receipt of BETR, for example, but it would still not answer the question of whether the receipt of BETR was the cause of either the investment or the slower job loss.

Several independent reports made use of the data reported by businesses made available through the Commission's work. The Commission does not mention these reports because of disagreements among Commission members about their methodology and conclusions. Nevertheless interested parties may wish to make their own evaluations. These reports are: Marc Breslow, *Economic Development Subsidies in Maine: Modest Job Gains at High Cost*, Cambridge: Commonwealth Institute, December 1999; Arn Pearson, *The High Cost of Taxpayer Assistance to National Semiconductor: A Case Study in Corporate Subsidies*, Portland: Maine Citizen Leadership Fund, December 1999; *Wages at Subsidized Companies in Maine: Comparison to Existing and Potential Standards*, Cambridge: Commonwealth Institute, February 2000; Arn Pearson and Lisa Prosienski, *Anatomy of a Tax Loophole: How Corporate 'Double-Dipping' Costs Maine Taxpayers Millions*, Portland: Maine Citizen Leadership Fund, March 2000; and Marc Breslow and Erica Schwarz, *Tax-Increment Financing in Maine: Rapid Growth and Substantial Costs*, Boston: Northeast Action, October 2000.

Efforts to evaluate Maine incentive programs face several paradoxes. While, Maine overall appears to have had less profligate spending on incentives than many states, the costs of the BETR and TIF programs are rising rapidly. Within Maine a handful of particular projects, such as those at National Semiconductor, Fairchild Semiconductor, and General Dynamics (Bath Iron Works), rival in total cost and cost-per-job many projects around the country. While the wages paid for most jobs in these establishments are well above average, there are a few jobs at even some of the best employers, and many jobs at retail establishments receiving incentives with wages and benefits well below living wage targets.

Given the demands on general revenues for such basics as education, health care, and transportation, that the whole business community benefits from, it seems prudent to stem the growth of the BETR and TIF programs that benefit disproportionately a small minority of Maine businesses. Senator Mills' modest proposals elsewhere in this appendix seem the least that the state should do to more wisely invest its resources.

EDIC Statement of Christopher J. Hall, Executive Vice President, Maine
State Chamber of Commerce

(Members Cianchette, Coggeshall and Young
associate themselves with this statement)

December 14, 2000

For more than 2 years, the Maine Economic Development Incentives Commission has struggled to understand economic development incentives (EDIs) generally, and evaluate the effectiveness of Maine's principal EDIs. The Commission has largely failed to achieve a coherent assessment; indeed, Commission members remain fundamentally divided about the nature, purpose and impact of EDIs, both generally and in the specific cases we have examined.

The Commission's division is not surprising, given its makeup. However, our inability to come to agreement on any major substantive assessment of EDIs represents a lost opportunity to build upon the success which EDIs have enjoyed over the past several years in Maine.

This commentary seeks to accomplish several things. First, I would like to highlight the effectiveness of Maine's most important EDIs, namely the Business Equipment Tax Reimbursement ("BETR") program, and Municipal Tax Increment Financing ("MTIF"). Second, given the absence of consensus among Commission members evidenced by our individual comments in Appendix H, I further discuss several findings of the Commission presented in part 5 of its report. Finally, I have incorporated in my statement a brief response to many of the comments of Senator Mills, who calls for the restructuring and reduction of several EDIs.

I. Maine's Economic Development Incentives are a continuing success.

In the early 1990's, Maine was falling farther and farther behind the nation in the competition for capital investment. Maine businesses were growing older, and new machinery and equipment was not being purchased and installed. As a result, thousands of Maine jobs were slipping into greater jeopardy. Two EDIs played critical roles in strengthening Maine's economy over the last 5 years.

The BETR Program

In 1995 Governor King and the Maine Legislature created the Business Equipment Tax Reimbursement program. BETR eliminated the municipal personal property tax burden on productive capacity. This in turn stimulated capital investment, which has lead to job creation and retention.

Using a reimbursement system, BETR has dramatically changed the face of capital investment in Maine. Since its inception, the total assessed value of personal property in Maine has doubled, according to State Bureau of Revenue Service figures. Business after business has testified to BETR's essential role in attracting new capital investments. (The testimony of those business people can be found in an addendum to the Department of Economic and Community Development Agency Report dated 1999, found in Appendix C of this report. There are more than 20 pages of supportive comments from the business community concerning BETR and other EDIs.) And a University of Maine study done for the Commission by Dr. Todd Gabe demonstrated that thousands of jobs have been either retained or created as a result.

BETR has proved itself to be a cost effective public/private partnership to support employment. Although the BETR program was not originally crafted to focus on job creation, or job retention, independent analysis by Dr. Gabe shows that the BETR program can be directly associated with over 1,500 jobs, at an average state cost of approximately \$16,500 per job per year. No one seriously suggests that the BETR program is not a cost effective investment in Maine's economy.

And as to the issue of job quality, Professor Gabe's report documents that the average wage paid to an employee working at a company that receives BETR, and other economic development incentives, is approximately \$5,000 higher than the wages paid to employees at companies which do not receive similar incentives. The linkage between quality jobs and participation in the BETR program and other EDIs is again beyond reasonable challenge.

In summary, the BETR program has dramatically stimulated capital investment in Maine, supported economic diversification and financed the infrastructure necessary for the creation and retention of thousands of jobs statewide. These investments in turn provide economic security today and in the future. By lowering the property tax burden on productive capacity, BETR improves a business's

return on investment. That improved return translates directly into better wages, and more stable employment, for working families around the state. By anyone's objective measure, the BETR program has been a striking success.

Municipal Tax Increment Financing

MTIF has also enjoyed a remarkably successful existence for the past several years. MTIFs are a municipal financing tool, allowing municipalities to aggressively seek economic development opportunities. Whether a town or city is trying to retain an existing employer, or attract a new one, MTIFs provide a private contractual vehicle that allows the company and the municipality to allocate new tax revenue to the benefit of both parties. From the municipal perspective, MTIFs represent an important exercise of local control over the only substantial economic development tool available to towns and cities.

Currently, more than 60 municipalities have MTIFs in place. According to totals from the Department of Economic and Community Development (DECD), MTIFs have supported over \$500 million in capital investment in Maine in the last several years.

Once again, as evidenced by the statement of employers referenced above in Appendix C, many of Maine's most important new investments could not have been made without the availability of MTIF as a principal financing mechanism.

DECD reports 14,050 jobs have been created as a result of MTIFs' support of private investments; these jobs have a reported average wage in excess of \$33,000 per employee per year.

The public record demonstrates the importance of MTIF as an economic development tool to both municipalities and to the state of Maine. High quality jobs have been created and retained in reliance upon the continuing availability of MTIFs at the local level. Proposals to restrict utilization of MTIF must come to grips with the fact that Maine's economic prospects will be diminished, fewer jobs will be created, and less investment will be made should MTIF be curtailed.

II. Commission Recommendations

In section 5 of the accompanying report from the Economic Development Incentive Commission, a number of findings and recommendations are detailed. When those findings and recommendations were drafted, it was the hope of all Commission members that the Commission would issue a single report which highlighted our philosophical differences without resort to competing "majority and minority" reports.

Unfortunately, some Commission members felt that the final draft report did not adequately articulate their thoughts and concerns. Indeed, as can be seen from reviewing Senator Mills' proposals in Appendix H, much of what is discussed in section 5 of the Commission report as needing further study is presented again in Appendix H as policy conclusions and recommendations to reduce the availability and effectiveness of BETR and MTIF.

As a result, I would like to review some of the findings and recommendations of the Commission, and further discuss their appropriateness.

- 1) Finding "A" defers judgment on the effectiveness of the Maine Quality Center program, the Governor's Training Initiative and Employment Tax Increment Financing. In point of fact, I find all three programs have demonstrated beyond a shadow of a doubt that they are effective state investments which have produced quality jobs at a very minimal cost. For specific information on these programs, see Appendix C for the appropriate agency reports.

While all three programs might benefit from further refinement, I have no hesitancy in concluding that the Commission could, if it chose, find in favor of the Maine Quality Centers, the Governor's Training Initiative and Employment Tax Increment Financing. Therefore, I would like to disassociate myself from the findings contained in the body of the report.

- 2) With respect to recommendation "D," I would only note that no recommendation is included in the Commission's final report. To the extent that interested parties would like to review to my evaluation of the effectiveness of the BETR program, I direct them to my comments above.
- 3) With respect to recommendation "E," I disassociate myself from the Commission report. Indeed, from my perspective, MTIF has a documented history of remarkable success.

As cited above, the Department of Economic and Community Development finds that MTIFs' effectiveness is unchallenged as an investment incentive, a job creation tool and a principal support for quality employment.

In that context, any additional analysis that questions the fundamental effectiveness of the program is unnecessary. However, I do hope that DECD will continue its tracking of MTIF data so that future policymakers will have additional information regarding the program's success.

- 4) Finally, recommendation "H" anticipated the contents of Appendix H. I only note that the recommendation's title might simple be amended to refer readers to Appendix H for a fuller discussion of the fundamental differences among Commission members.

On a concluding note, I would like to emphasize that no economic incentive program is perfect. Indeed, the Legislature has made several changes to the BETR program since its inception, and has similarly fine-tuned MTIF on a regular basis.

However, every Legislature that has considered Maine's primary EDIs over the last 6 years has concluded that those EDIs were effective tools designed to improve Maine's economy. Previous efforts to reduce the BETR program's reimbursement schedule, its availability to business sectors such as retail, and its availability in conjunction with MTIF have all failed in the Legislature by significant margins.

Why have those proposals failed? Because most Maine lawmakers have put the economic strength of their communities ahead of theoretic considerations. Lawmakers have supported Maine businesses which have invested in the state for the long term, as well as the people who work in those companies.

Should the Economic Development Incentive Commission continue its work, more than the reduction or the elimination of EDIs will be debated. I for one will bring forward additional recommendations, in keeping with the EDIC's enabling legislation, that will expand current EDIs, and explore the opportunities to create new ones. One particular interest of mine is the further a creation of EDIs in support of small businesses in Maine. Another opportunity lies in the use of EDIs in a constructive way to support regional growth management initiatives.

I personally believe that economic development incentives in Maine have worked. Independent research conducted by the University of Maine confirms that conclusion, as do reports of state agencies charged with administering EDI programs, and the testimony of hundreds of Maine businesses. I look forward to working with policymakers across Maine at the state and local level to support those programs that work, to improve those programs that can be improved, and to do whatever we can to strengthen public/private partnerships designed to enhance prosperity for all Maine citizens.