



PORTLAND DEVELOPMENT CORPORATION
Board Meeting

DATE: Thursday, January 20, 2022

TIME: 4:00 PM

LOCATION: Via Zoom Link Below

AGENDA

1. Zoom Public Meeting Information
 - a. Please click the link below to join the webinar:
<https://us06web.zoom.us/j/89623485960?pwd=TkZnb1N1bmZtVnBUWGJuVFItZD1Zodz09>
Passcode: 624772
Or One tap mobile :
US: +13017158592,,89623485960# or +13126266799,,89623485960#
Or Telephone:
Dial(for higher quality, dial a number based on your current location):
US: +1 301 715 8592 or +1 312 626 6799 or +1 646 558 8656 or +1 253 215 8782 or +1 346 248 7799 or +1 720 707 2699
Webinar ID: 896 2348 5960
International numbers available: <https://us06web.zoom.us/j/89623485960?pwd=TkZnb1N1bmZtVnBUWGJuVFItZD1Zodz09>
2. President's Comments
3. Review and accept Minutes from previous Board meeting held on December 16, 2021.
 - a. See attached Minutes.
4. Review and vote on the following COVID-19 Rapid Response Loan Applications - there will be no public presentation:
 - a. Rankin WA LLC - \$10,000

- b. Mayo Street Arts - \$5,000

Executive Session: Pursuant to 1 M.R.S.A. 405(6)(F) and 5 M.R.S.A. 13119-A, the Board will go into executive session to discuss proprietary information regarding these two loan requests. After the executive session, the Board will vote in public session.

- 5. Review and vote on the following COVID-19 Microenterprise Grant applications; there will be no public presentation:

- a. Anne Quigley - \$2,500
- b. 33 By Hand - \$5,000
- c. Rejoice Cleaning Services - \$2,500

Executive Session: Pursuant to 1 M.R.S.A. 405(6)(F) and 5 M.R.S.A. 13119-A, the Board will go into executive session to discuss proprietary information regarding these four grant applications. After the executive session, the Board will vote in public session.

- 6. Treasurer's Report - December 31, 2021

- a. See attached Treasurer's Report:
 - Administrative Budget Report
 - Cash Management Report
 - Schedule of Loans Receivable
 - Listing of COVID-19 Loan/Grant Program Applications Approved
 - Listing of Business Assistance Grant Program for Job Creative Approved
 - Confidential Delinquency Report - **NOTE:** Pursuant to 1 M.R.S.A. 405(6)(F) and 5 M.R.S.A. 13119-A, the Board may go into executive session to discuss/monitor any of the loans listed on the Report.

- 7. Communication Item: Maine Biz Article / COVID-19 Microenterprise Grant Recipient

- a. See attached article.

- 8. Other Items to be discussed/brought up by Board Directors and/or staff.

- 9. Next Regular Meeting Date: February 17, 2022

10. Adjourn

Minutes
Portland Development Corporation
Remote Zoom Meeting
Held on December 15, 2021

A remote meeting, via Zoom, of the Portland Development Corporation (PDC) Board of Directors was held at 4:00 p.m. on Wednesday, December 15, 2021. Present from the Board were Board were Directors Tim Agnew, Councilor Tae Chong, James Dowd, Blaine Grimes, Jeff Hicklin, Steve Lovejoy, Kierston Van Soest, and Briana Volk. Directors who could not attend included Laura Reading, Julie Viola, and Danielle West. Present from the City staff were Interim Housing and Economic Development Director Mary Davis, Business Programs Manager Nelle Hanig, and Principal Adm. Officer Lori Paulette. Loan underwriters present were Matthew Buonopane, Vin DiCara, and David McLaughlin.

Item #1: Zoom Meeting Information/No Board Action Required

Item #2: Presidents Comments

Since President Viola was not present, Ms. Grimes chaired the meeting.

Item #3: Review and vote on draft meeting Minutes for Board meeting held on November 18, 2021.

On motion made by Councilor Chong, seconded by Mr. Dowd, the Board voted 5-0-3 (Hicklin, Lovejoy, Van Soest abstained) to accept the Minutes as presented.

Item #4: Review and vote on Portland Housing Authority's Brownfield Grant Application for \$200,000 for project at 63 Front Street.

Ms. Hanig said this grant application for \$200,000 is for remediation/cleanup at 63 Front Street, PHA's second project at this location where 22-units of public housing in 8 buildings will be replaced with 45 units in one building for tenants with less than 60% of

median income, aged 55+ or disabled. She also noted the budget for the project for remediation/cleanup is \$886,000 which will also be funded by GPCOG and MDECD Brownfield funds, and \$286,000 from PHA as matching funds.

Mr. McLaughlin noted that it is a strong application, and both he and Ms. Hanig recommend approval of a \$200,000 Brownfield Grant.

Mr. Agnew agreed and noted that an executive session is not needed as this is a public entity.

Noting consensus, Chair Grimes asked for a motion.

On motion made by Mr. Agnew, seconded by Mr. Dowd, the Board voted 8-0 to approve the Grant as recommended by staff and underwriter.

Item #5: Review and vote on loan application from The Hound Academy, LLC, in the amount of \$50,000.

Ms. Hanig said that loan funds would be used to expand this home-based dog training and walking business into a 4,000 sq. ft. commercial space. Services would include dog training, grooming, daycare, workshops and seminars, a retail shop, and small café. The loan applicant, The Hound Academy owned by Elsa Larsen, will be hiring two part-time employees, along with a full-time trainer she currently works with. Ms. Hanig noted that Ms. Larsen found commercial space but the lease recently fell through so she is working to find another space. It is being recommended to approve this request conditioned on the applicant finding and leasing space in Portland. She then introduced Ms. Larsen.

Ms. Larsen thanked the Board for their time and appreciated the City's support of entrepreneurship. She then provided a summary of her experience and expertise in the

business, and how this business is growing faster than ever before. This loan would provide much needed financing to expand the business.

Ms. Van Soest asked about finding another location, and Ms. Larsen said that it is proving difficult but she is confident she will find one soon.

Chair Grimes noted that the Board would now go into executive session to review proprietary information for this loan request, as well as the same for the two MicroEnterprise Grant requests and the 23 BAP grant requests.

On motion made by Mr. Agnew, seconded by Mr. Lovejoy, the Board voted 8-0 to go into executive session pursuant to 1 M.R.S.A. 405(6)(F) and 5 M.R.S.A. 13119-A at approximately 4:30 p.m. to review proprietary information of the loan request from The Hound Academy, the 2 MicroEnterprise Grants (noted below in Item #6) and 23 BAP grant requests as noted in Item #7 below. At approximately 5:30 p.m. the Board came out of executive session and voted as follows:

Item #5: Loan application from the Hound Academy, LLC.

On motion made Mr. Hicklin, seconded by Councilor Chong, the Board voted 8-0 to approve a loan of up to \$60,000 conditioned on the business securing/leasing commercial space in Portland.

Item #6: Review and vote on COVID-19 Microenterprise Grant applications; there will be no public presentation on these grant applications. NOTE: Pursuant to 1 M.R.S.A. 405(6)(F) and 5 M.R.S.A. 13119—A, the Board will go into executive session to review and discuss proprietary information for these applications; after which the Board will come out of executive session and vote publicly on these applications:

- a) Jen Burrall Designs - \$5,000

On motion made by Mr. Dowd, seconded by Ms. Volk, the Board voted 8-0 to approve this grant application in the amount of \$5,000.

- b) Ready Global - \$5,000

Councilor Chong made a motion to approve this grant application for \$5,000. Mr. Dowd seconded the motion, and the motion then failed 0-8.

Item #7: Review and vote on Business Assistance Grant Applications for Job Creation; there will be no public presentation on these grant applications. NOTE: Pursuant to 1 M.R.S.A. 405(6)(F) and 5 M.R.S.A. 13119—A, the Board will go into executive session to review and discuss proprietary information for these applications; after which the Board will come out of executive session and vote publicly on these applications:

- a) Needfire LLC - \$20,000
- c) Joseph Healey - \$10,000
- d) Maine Connect Care LLC - \$20,000
- e) Norrimoto LLC - \$10,000
- f) Prestige Home Care LLC - \$20,000
- g) SavePlus Home Care Services - \$20,000
- h) Casco Bay Cleaning - \$20,000
- i) Plucked Fresh Food, LLC - \$20,000
- j) Ready Global - \$20,000
- k) Technica VMT - \$10,000
- l) TIQA LLC - \$20,000
- m) Evangeline LLC - \$10,000
- n) Sai Deep LLC - \$20,000
- o) MAIZ - \$20,000
- p) EYDER Curated Kitchens - \$10,000
- q) Ndala African Market - \$20,000
- r) APEX Fitness & Racket Center LLC - \$10,000
- s) MicroRail, Inc. - \$20,000
- t) Coals 4 LLC - \$20,000
- u) Above the Line Accounting LLC - \$10,000
- v) Rivalries LLC - \$20,000
- w) Maine Flag Company - \$20,000
- x) Little Chair Printing - \$10,000

Evangeline LLC – On motion made by Mr. Hicklin, seconded by Ms. Van Soest, the Board voted 7-0-1 (Volk abstained) to approve the BAP grant request of \$10,000.

Joseph Healey, Ready Global, MicroRail – A motion was made by Mr. Hicklin to approve these BAP grant requests in the noted amounts above. Councilor Chong seconded the motion, and the motion failed 0-8.

Needfire, Maine Connect Care, Norrimoto, Prestige Home Care, SavePlus Home Care Services, Casco Bay Cleaning, Plucked Fresh Food, Technica VMT, TIQA, Sai Deep, MAIZ, EYDER Curated Kitchens, Ndala African Market, APEX Fitness & Racket Center, Coals 4, Above the Line Accounting, Rivalries, Maine Flag Company, Little

Chair Printing – On motion made by Mr. Hicklin, seconded by Mr. Agnew, the Board voted 8-0 to approve these BAP Grant requests in the noted amounts above.

Item #8: Treasurer's Report – November 30, 2021

- a. Administrative Budget Report
- b. Cash Management Report
- c. Schedule of Loans Receivable
- d. Listing of COVID-19 Loan/Grant Program Applications Approved
- e. Confidential Delinquency Report - **Note:** Pursuant to 1 M.R.S.A. 405(6)(F) and 5 M.R.S.A. 13119—A, the Board may go into executive session to discuss/monitor any of the loans listed on the Report.

Chair Grimes noted consensus to accept the Report as presented.

Item #9: Other items to be discussed/brought up by Board Directors and/or staff.

Chair Grimes thanked Mr. Agnew, Mr. Lovejoy, Ms. Reading, and Ms. Volk for their service to the Board, noting that the City Council is meeting on December 20, 2021, to appoint Directors in their places. Chair Grimes also noted that this may be Councilor Chong's last meeting depending on the Mayor's appointments to various boards/commissions. All expressed their gratitude for the service on the Board.

Item #10: Next Regular Meeting Date: January 20, 2022

On motion then made by Mr. Agnew, seconded by Mr. Volk, the Board voted 8-0 to adjourn the meeting at approximately 5:40 p.m.

Respectfully, Lori Paulette

**Portland Development Corporation
Preliminary Draft Operating
Report FY2022
For Month Ending
12/31/2021**

Operating transfer from EDF 28,522

Total Funds Available 28,522

		Current	Year to	Percent	
FY20 Expenditures	Budget	Month	Date	of Budget	Balance
Administrative Services	575	35	35	6.0%	540
Postage	300	0	0	0.0%	300
Travel, Training, Meetings	4,000	0	0	0.0%	4,000
Contractual Services	10,500	845	2,023	19.3%	8,477
Operating Transfer to Fin.	9,647	9,647	9,647	100.0%	0
Advertising	2,000	0	0	0.0%	2,000
Auto Expense Reimb.	100	0	0	0.0%	100
Printing & Binding	650	0	190	29.2%	460
Office Supplies	<u>750</u>	127	127	16.9%	<u>623</u>
Total FY20 Expenditures	28,522	10,654	12,022	42.1%	16,500

CASH MANAGEMENT REPORT
December 31, 2021 - Preliminary and Subject to Change

	CIP		UDAG	FAME	FAME	Brown-	Brown-	Brown-	TOTAL	Year-to-Date						
	272		271	277	SSBCI	field 1	field 2	field 3		Principal/Interest						
	272	274	(Unrestricted)	277	279	278-Closeout	280-RLF	281-Assess		CIP		UDAG	FAME	SSBCI	278	280
	Restricted	Unrestricted	Loans/Grants							Restric.	Unrestric.	Unrestric.	277	279	Brnflid 1	Brnflid 2
										272	274	271	277	279	278	280
Cash Bal. Beginning of Reporting Mo.	344,293	159,020	568,861	616,693	499,814	446,914	773,691	101,597	3,510,883							
Plus:																
Principal payments received	2,333	3,748	2,218	7,412	2,044	1,747				6,777	25,009	23,599	161,127	16,415	12,219	
Interest payments received from loans	299	454	575	3,381	2,616	230	1,007			1,321	2,701	8,370	21,795	23,096	1,623	3,645
Interest Income					45	33								121	88	3
Other Income/Adjustments																
Pass Through From FAME/SSBCI/EPA																
Sub-Total Cash Available	346,925	163,222	571,655	627,486	504,520	448,925	774,698	101,597	3,539,027	8,098	27,710	31,970	182,922	39,633	13,931	3,648
Less:																
FAME Annual Admin. Fee; Invoices																
Disbursements - Loans/Grants				(126,000)	-168,000											
Sub-Total Cash Available:	346,925	163,222	571,655	501,486	336,520	448,925	774,698	101,597	3,245,027							
Less Reserves for:																
Beautification Program (EC0301)			(72,000)													
PEDPIP Fund Commitments thru FY16			(32,767)													
PEDPIP Fund FY18 Commitment			(12,924)													
PEDPIP Fund FY19 Commitment			(15,000)													
Transfers not yet recorded (UDAG Int)			(8,370)													
Fund 280 Reserve for Commitments																
Fund 280 Reserve for Administration							(42,841)	-500								
Total Ending Loan/Grant Cash Bal.	346,925	163,222	430,593	501,486	336,520	448,925	731,857	101,097	3,060,625							

Downtown Portland Corporation
Naviline Listing with Charge Codes
For the Month Ending December 31, 2021

Cust #	Ln #	Account No. & Name	Date of Loan	Maturity Date	-----Committed/Disbursed Funds-----			Outstanding Princ. Bal.
					Original Loan	Not Yet Disb.	Total Disb .	
Portland Business Fund 271 (UDAG/Unrestricted):								
7566	1683	Rosemont Market, Inc.	8/8/2019	9/1/2022	\$150,000	0	\$150,000	\$114,225
7158	1561	Forefront Brick South, LLC	11/18/2016	12/1/2026	\$100,000	\$0	\$100,000	<u>\$62,449</u>
Sub-Total PBF (UDAG)								\$176,675
Portland Business Fund 272 (Restricted - CIP):								
6502	1436	Portland Food Cooperative	6/4/2014	10/1/2021	\$130,000	\$0	\$130,000	<u>\$43,665</u>
Sub-Total PBF (Bonds/CIP Restricted)								\$43,665
Portland Micro Capital Fund 271 (UDAG/Unrestricted):								
5837	1341	Back Bay Skate	9/10/2012	9/1/2017	\$12,500	\$0	\$12,500	\$1,343
6120	1380	Portland Trading Co. LLC	4/26/2013	8/1/2018	\$15,000	\$0	\$15,000	\$9,929
6501	1435	Sur Lie Wine Bar, LLC	5/2/2014	9/1/2021	\$37,335	\$0	\$37,335	\$215
7092	1696	Vin Bar, LLC	7/26/2016	9/2/2021	\$50,000	\$0	\$50,000	<u>\$14,711</u>
Sub-Total Micro Capital Fund								\$26,198
Portland Business Fund Fund 274 (CIP/Unrestricted):								
7577	1710	Shunk, Sasha (C19 RR)	7/8/2020	2/1/2023	\$5,000	\$0	\$5,000	\$2,222
7578	1711	Leeward Maine, LLC (C19 RR)	10/1/2020	3/1/2022	\$5,000	\$0	\$5,000	\$2,500
7579	1716	ME Irish Heritage Center (C19 RR)	11/11/2020	3/1/2022	\$5,000	\$0	\$5,000	\$2,500
7603	1746	Engility Enterprises (C19 RR)	2/4/2021	1/1/2023	\$5,000	\$0	\$5,000	\$3,611
7592	1731	ME Project for Fine Art Conserv. (C19 RR)	10/26/2020	3/1/2022	\$1,500	\$0	\$1,500	\$375
7593	1732	Quiero Café (C19 RR)	11/2/2020	3/1/2022	\$5,000	\$0	\$5,000	\$3,333
7598	1740	Portland Dry Cleaners (C19 RR)	1/8/2021	6/1/2023	\$5,000	\$0	\$5,000	\$3,333
7599	1741	Union Station Wash/Fold (C19RR)	1/8/2021	6/1/2023	\$5,000	\$0	\$5,000	\$3,333
7479	1611	On Time Transportation	3/26/2018	4/1/2023	\$10,000	\$0	\$10,000	\$3,551
7604	1749	Sailing Ships Portland (C19RR)	1/28/2021	6/1/2023	\$5,000	\$0	\$5,000	\$3,333
7605	1750	UNO 2,3 Daycare, LLC (C19RR)	3/24/2021	3/1/2023	\$5,000	\$0	\$5,000	\$4,167
7610	1754	Shangri-La Sichuan Cuisine	5/12/2021	4/1/2023	\$5,000	\$0	\$5,000	\$4,444
7625	1777	Emerson, James (C19RR[Brick Trust])	5/21/2021	6/1/2023	\$10,000	\$0	\$10,000	\$10,000
7611	1762	Dos Naciones LLC	3/3/2021	3/1/2023	\$5,000	\$0	\$5,000	\$5,000
7554	1664	Quattrucci & Rouda, LLC	3/19/2019	4/1/2029	\$100,000	\$0	\$100,000	<u>\$81,009</u>
Sub-Total PBF (Bonds/CIP Unrestricted)								\$132,714
FAME Fund 277:								
6784	1485	SB & LC Properties, LLC	4/6/2015	5/1/2020	\$101,200	\$0	\$101,200	\$84,371
6973	1524	Auto-Care, LLC	2/5/2016	3/1/2021	\$32,500	\$0	\$32,500	\$20,228
7029	1533	BayCycle	5/13/2016	9/1/2023	\$20,000	\$0	\$20,000	\$6,441
7157	1560	Forefront Brick South, LLC	11/18/2016	12/1/2026	\$250,000	\$0	\$250,000	\$156,124
6485	1469	Evo Rock & Fitness Portland	4/14/2014	11/1/2024	\$132,954	\$0	\$132,954	\$47,277
7176	1565	Adele Masengo Designs, Inc.	1/6/2017	2/1/2022	\$15,000	\$0	\$15,000	\$6,695
7532	1629	CAG RE, LLC	8/15/2018	9/1/2023	\$50,000	\$0	\$50,000	\$22,488
7553	1661	Maine Family Services	2/8/2019	3/1/2024	\$25,000	\$0	\$25,000	\$12,422
7561	1674	Calendar Sailing Company	5/2/2019	6/1/2024	\$50,000	\$0	\$50,000	\$41,859
7562	1675	Gallery Acquisition Co. Inc.	5/16/2019	6/1/2026	\$75,000	\$0	\$75,000	\$58,877
7565	1682	Zootility Co.	8/7/2019	9/1/2024	\$150,000	\$0	\$150,000	\$136,717
7567	1699	Quinn's Bardega, LLC	2/10/2020	3/1/2025	\$50,000	\$0	\$50,000	\$0
7567	1700	Quinn's Bardega, LLC	10/2/2019	11/1/2024	\$50,000	\$0	\$50,000	<u>\$0</u>
Sub-Total FAME Fund								\$593,500
FAME SSBCI 279:								
7580	1715	Biodiversity Research Institute	3/26/2021	4/1/2026	\$200,000	\$0	\$200,000	\$196,393
7600	1742	Driscoll Child Dev. Center	5/5/2021	6/1/2026	\$60,000	\$0	\$60,000	\$56,423
6199	1390	Inn at Diamond Cove LLC	7/10/2013	2/28/2025	\$200,000	\$0	\$200,000	\$137,580
7601	1743	Flores Restaurant LLC	6/9/2021	7/1/2026	\$38,000	\$0	\$38,000	\$38,000
7614	1766	Wynsum, LLC	11/5/2021	12/1/2026	\$131,250	\$0	\$131,250	\$131,250
7233	1570	KODA, LLC	3/31/2017	4/1/2027	\$100,000	\$0	\$100,000	<u>\$85,015</u>
Sub-Total FAME SSBCI								\$644,661
Brownfields Loan Fund 278 and 280								
6555	1457	Forefront Partners, LP/Fund 278	7/30/2014	2/1/2025	\$200,000	\$0	\$200,000	\$71,053
7613	1765	Forefront Partners I, LP/Fund 280	4/12/2018	7/12/2028	\$350,000	\$0	\$350,000	<u>\$350,000</u>
Sub-Total Brownfields								\$421,053
Grand Total Loans						\$0	\$2,952,239	\$2,038,466
Allowance for uncollectable loans at 15%								\$305,770
Total with Allowance for uncollectable loans:								\$1,732,696

All COVID-19 Rapid Response Loans Approved as of 12/15/2021:

Original Budget:	\$400,000	PDC Reduced Budget 9/17/2020	
Less Admin:	-\$10,000		
Budget for Loans:	\$390,000	-\$200,000	\$190,000
Total of Loans:			-\$166,500
Balance:			\$23,500

Rapid Response Loan Program		
Loan Approved to:	Date Approved	Amt Approved
Shunk Child Care	6/9/2020	\$10,000
02 Salon and Spa*	8/6/2020	\$10,000
Leeward Restaurant	8/6/2020	\$10,000
Quiero Café	8/6/2020	\$10,000
Little Root Childcare/Hug a Bug*	8/6/2020	\$10,000
ME Art Project for Fine Art Conservation	8/6/2020	\$6,500
Maine Irish Heritage Center	8/6/2020	\$10,000
Portland Dry Cleaners, Inc.	11/19/2020	\$10,000
Union Station Wash & Fold	11/19/2020	\$10,000
Engility Enterprises, LLC	11/19/2020	\$10,000
Sisters Gourmet Deli*	11/19/2020	\$10,000
House of Languages*	11/19/2020	\$5,000
Gamage Operating Co.	12/17/2020	\$10,000
Portland Community Squash	12/17/2020	\$5,000
240 Strings	12/17/2020	\$5,000
Uno 2 3 Day Care	2/18/2021	\$10,000
Dos Naciones	2/18/2021	\$10,000
MAMM	2/18/2021	\$5,000
Sichuan Kitchen	2/18/2021	\$10,000
Brick Trust	4/15/2021	\$10,000
Dutch's Breakfast & Lunch	6/17/2021	\$10,000
Maine Boys to Men	11/18/2021	\$5,000
Sai Deep, LLC (Back Bay Superette)	11/18/2021	\$10,000
23 Total Approved:		\$201,500
*Less Declined Loans:		-\$35,000
Grand Total:		\$166,500

All COVID-19 Microenterprise Grants Approved as of 12/15/2021:

Updated Revised Budget: \$292,218
 Less Admin: -\$9,218
 Budget for Grants: \$283,000
 Grants Approved/Used: -\$267,500
Balance: \$15,500

Microenterprise Grant Program		
Grant Approved to:	DtAprvd	Amt.
Makkah Market	6/9/2020	\$2,500
Inn at Park Spring	6/9/2020	\$2,500
Designs by CC, LLC	6/9/2020	\$2,500
TMC Portland, LLC	6/9/2020	\$2,500
Claramunt Group, Ltd. Co.	7/16/2020	\$2,500
Fleetwood House	7/16/2020	\$2,500
Landlords Best Friend Prop. Mgmt.	7/16/2020	\$2,500
Abraxas, LLC	7/16/2020	\$2,500
Convinced Photography	7/16/2020	\$2,500
Ashley Flowers Yoga	7/16/2020	\$2,500
Nuf Sed	7/16/2020	\$2,500
West End Property Preservation	7/16/2020	\$2,500
Resilience Maine LLC	7/16/2020	\$2,500
Catgut Productions	7/16/2020	\$2,500
No Slack! Sportfishing Charters	7/16/2020	\$2,500
Kendall Hinkley Massage Therapy	7/16/2020	\$2,500
Above & Beyond Home Stages, LLC	7/16/2020	\$2,500
Tu Casa	7/16/2020	\$2,500
Natalie's Nugget	7/16/2020	\$2,500
Coco Cones	7/16/2020	\$2,500
Eddie's Nails	7/16/2020	\$2,500
Waterlily	7/16/2020	\$2,500
Chez Castel, LLC	7/16/2020	\$2,500
Back Cove BBQ and Pizzeria*	8/6/2020	\$2,500
Fore River Gallery LLC	8/6/2020	\$2,500
Nova House LLC	8/6/2020	\$2,500
Little Children Play Yard	8/6/2020	\$2,500
Carter Shappy	8/6/2020	\$2,500
Brandi Lawrence	8/6/2020	\$2,500
Factory 3 LLC	8/6/2020	\$2,500
Red Sea Restaurant	8/6/2020	\$2,500
GSD Home Improvement LLC	8/6/2020	\$2,500
Bloomers Custom Florals LLC	8/6/2020	\$2,500
Niyat Catering	8/6/2020	\$2,500
Tegan Jewelry	8/6/2020	\$2,500
Timothy Mitchell*	8/6/2020	\$2,500
Makkah Market Reapply	11/19/2020	\$2,500
Fore River Gallery LLC Reapply	11/19/2020	\$2,500
Eddie's Nails Reapply	11/19/2020	\$2,500
Chez Castel LLC Reapply	11/19/2020	\$2,500
Factory 3 LLC Reapply	11/19/2020	\$2,500
Tu Casa Reapply	11/19/2020	\$2,500
Red Sea Restaurant Reapply	11/19/2020	\$2,500

Microenterprise Grant Program (Cont.)		
Grant Approved to:	DtAprvd	Amt.
TMC Portland Reapply	11/19/2020	\$2,500
Adventure Marketplace	11/19/2020	\$2,500
Sun Bakery & Restaurant	11/19/2020	\$5,000
Alice Yardley Maine	11/19/2020	\$2,500
C Love Cookie Project	11/19/2020	\$2,500
Bright Star World Dance	11/19/2020	\$5,000
Papa Clo Grocery Store	11/19/2020	\$5,000
Beth Clarke	11/19/2020	\$5,000
Still Life Studio	11/19/2020	\$5,000
Maine Language Connect	11/19/2020	\$2,500
Love Lab Studio	11/19/2020	\$5,000
Shannon Wong Massage	11/19/2020	\$2,500
Victorieux LLC	12/17/2020	\$2,500
Car Hop	12/17/2020	\$2,500
Field Floral Studio	12/17/2020	\$2,500
Jessica LeVecque Hair	12/17/2020	\$5,000
LC Moulton	12/17/2020	\$5,000
Longstocking Design	12/17/2020	\$2,500
East West Therapeutic Arts	12/17/2020	\$5,000
Mariama's Beauty Supply	1/21/2021	\$5,000
Flores Restaurant	1/21/2021	\$5,000
Strong Arm Bindery	1/21/2021	\$5,000
Justina's Hairshop	1/21/2021	\$5,000
Moria Store	1/21/2021	\$5,000
Dapper Productions	2/18/2021	\$2,500
Innox Entertainment	2/18/2021	\$2,500
Nova House Reapply	2/18/2021	\$2,500
Kendall Hinkley Reapply	2/18/2021	\$2,500
Language XS	3/18/2021	\$2,500
Blend Studio	3/18/2021	\$2,500
Abraxas	3/18/2021	\$2,500
GSD Home Improvement Reapply	4/15/2021	\$2,500
Sandstone Therapeutic	4/15/2021	\$5,000
Kate Does Hair	4/15/2021	\$5,000
Arena Carpentry	6/17/2021	\$2,500
The Middle Men*	6/17/2021	\$2,500
Maine Motor Sales	7/15/2021	\$5,000
Norrimoto	11/18/2021	\$5,000
Maine Access	11/18/2021	\$2,500
Tara Rook Studios	11/18/2021	\$5,000
Shared Living Options	11/18/2021	\$2,500
Kinefoto	11/18/2021	\$2,500
Hassoon's	11/18/2021	\$5,000
Jen Burrall Designs	12/15/2021	\$5,000
Ready Global	12/15/2021	\$5,000
88 Total Approved:		\$275,000
*Less Grants Not Used:		-\$7,500
Grand Total:		\$267,500

Business Assistance Grant Program for Job Creation - FY2022			
FY2022 Grant Funding Available:	\$330,000		
		Date	Jobs
Grantee/Grant Approved	Grant Amount	Approved	Funded
Evangeline LLC	\$10,000	12/15/2021	1
Needfire	\$20,000	12/15/2021	2
Maine Connect Care LLC	\$20,000	12/15/2021	2
Norrimoto LLC	\$10,000	12/15/2021	1
Prestige Home Care LLC	\$20,000	12/15/2021	2
SavePlus Home Care Services	\$20,000	12/15/2021	2
Casco Bay Cleaning	\$20,000	12/15/2021	2
Plucked Fresh Food LLC	\$20,000	12/15/2021	2
Technica VMT	\$10,000	12/15/2021	1
TIQA LLC	\$20,000	12/15/2021	2
Sai Deep LLC	\$20,000	12/15/2021	2
MAIZ	\$20,000	12/15/2021	2
EYDER Curated Kitchens	\$10,000	12/15/2021	1
Ndala African Market	\$20,000	12/15/2021	2
APEZ Fitness & Racket Center LLC	\$10,000	12/15/2021	1
Coals 4 LLC	\$20,000	12/15/2021	2
Above the Line Accounting LLC	\$10,000	12/15/2021	1
Rivalries LLC	\$20,000	12/15/2021	2
Maine Flag Company	\$20,000	12/15/2021	2
Little Chair Printing	\$10,000	12/15/2021	1
Total Grant Funds Approved to Date:	\$330,000		33
Balance of Grant Funds Available:	\$0		

January 11, 2022

Amid pandemic shutdowns, a Portland delivery company found a niche



COURTESY / CARHOP

Thomas Brems founded CarHop in 2019 as an alcohol delivery business and expanded into restaurant delivery in 2020.

By Laurie Schreiber

CarHop is a Portland company that delivers food and alcohol across Maine.

The founder and CEO, Thomas Brems, is a University of Maine Law School graduate and adjunct professor who started importing champagne from France in 2017 and started CarHop in 2019 as an alcohol delivery company. In 2020, orders quickly ramped up from a handful each day to hundreds in the food and beverage space as the pandemic pushed the delivery model.

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With five employees now and expanded office space in Portland, CarHop had \$3.5 million in revenue and 50,000 orders in the last 12 months, and acquires about 1,000 new customers per month.

The startup recently rolled out a \$13-per-hour minimum earning guarantee designed to attract and retain independent contracting drivers and plans include hiring full- and part-time employee drivers and offering hourly wages, health and retirement benefits, and equity sharing.

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We asked Brems for the company's origin story and how it unfolded during the pandemic. Here's an edited transcript.

MaineBiz: How did CarHop get started?

Thomas Brems: I grew up on in Phoenix, Ariz. When I was younger, my mom had a little restaurant in the countryside in France we had a little house there. That got me interested in the champagne producers in the area. I wanted to import champagne back to the U.S. I went to Arizona State University and studied business. As I was graduating, I started meeting with champagne producers, knocking on doors. From 2014 to 2017, I went to the University of Maine Law School. A lot of my focus was on intellectual property, regulatory compliance, business and contracts. In 2017, I started importing champagne.

In 2018, I went back to Maine Law as an adjunct professor to teach import-export law and regulatory law. By the middle of 2019, I got started with a simple alcohol delivery company and figured it would take some years to build up.

MB: How did the idea evolve?

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TB: About four months later, things changed drastically. In March 2020, we were cruising along, doing a small number of orders — five to 10 orders per day — all focused on alcohol. Then March 13 came around and we started to quickly elevate. Two weeks later we were doing 100 orders per day. That was generally alcohol, as bars shut down and people were looking for way to access alcohol in a safe way.

The restaurant part of the business started ramping up that summer. We started bringing in contractors to assist with marketing. We wanted to have a space to collaborate and dispatch, so in August we got office space in Portland at 10 Dana St. We just expanded there and we just brought on a new dispatcher. We have five employees now.

MB: Why did it take off?

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TB: A lot of restaurants didn't have delivery services. That's where we stepped in. We already had the drivers.

MB: Could you explain the commission piece?

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TB: Our business model was already set up to be sustainable without commissions. Other delivery companies focus on a commission-contracting model and take 20% to 30% of the final item price.

MB: How does your business model work?

TB: We have an app and a website we collect requests through. We purchase everything from the restaurant or retailer at full retail price. There's no contractual relationship with any restaurant or retailer. One thing that's important to us is that we don't work with a company that doesn't want to be listed through us. We respect their consent.

Then we pick up the order on behalf of the customer and charge our customers a delivery fee. We split the delivery fee with the driver as a commission and they can also earn tips.

MB: What's your geographic scope now?

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TB: We've reached about 20% of Portland households. We're the only company that does alcohol delivery in Maine, working with multiple retailers from Kittery to Bangor. We've been in Bangor since summer 2020, and the same with Lewiston and the southern coast of Maine.

MB: What does your customer base look like now?

TB: Last April, we were cranking out about 300 orders per day. But over the summer, as more people were happy to go to restaurants and concerts, the less they wanted to stay in and get delivery. Now we get about 200 orders per day.

We had \$3.5 million in revenue and 50,000 orders in the last 12 months. We get about 1,000 new customers per month now. This has all been bootstrapped as an organic, local company.

MB: How do you acquire customers?

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TB: Most of our customers come from online advertising.

~~**MB: Could you talk about the idea behind your planned driver incentives?**~~

TB: As we develop the company, we wanted to provide W2 protections for people so this can be more of a career for them. We've had hundreds of drivers. It fluctuates. In the gig driving world, that's the points – it's flexible. They can go in-between jobs. During the

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pandemic, we saw a lot that. There were tons of people who worked at restaurants or breweries that had to furlough their staff. A lot of people found some opportunity with us during that period of time.

But now, it's more about people who like gig driving. We have a few hundred total in the driver pool. There's a smaller group that does most of the work as a full-time equivalent job. We want to give them a more long-term incentive, whether they want to remain gig drivers or join us as W2 employees. We want to give people long-term sustainability.

MB: What's the status of these offerings?

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TB: We're working on developing the program.

MB: Do you think delivery will be a sustainable business after the pandemic?

TB: We've been running for about two years now and we've witnessed that bump. But we feel we've become a brand name. That's why we continue to have success. People want delivery.



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Anonymous

January 11, 2022

That is incredible growth. And sounds like more on the way. Remarkable!

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