


Amazon HQ2 Proposal



Brunswick, Maine

Welcome to Brunswick Landing Maine's Center for Innovation

New home for future Amazon business expansion

The Amazon logo, featuring the word "amazon" in a bold, black, lowercase sans-serif font. Below the text is a curved orange arrow that starts under the letter 'a' and points towards the letter 'z', symbolizing the company's mission to provide a wide selection of products and services.

Prepared and Submitted by the Midcoast Regional Redevelopment Authority (MRRA)

October 17th, 2017

About Brunswick Landing, Maine's Center for Innovation:

Overview:

- Former Naval Air Station Brunswick, Closed 2011
- Envisioned to be a High-tech Business Campus
- Over 3,200 Acres of Land
- Over 1.5 Million sq. ft. (139,354 m²) of Commercial and Industrial Space
- Home of Brunswick Executive Airport, premier business airport in Northeast
- Cleantech and Sustainability Focus
- Managed by the Midcoast Regional Redevelopment Authority (MRRRA)

State's Premier Business Location with Centers of Excellence in:

- Information Technology
- Aviation / Aerospace
- Composites and Advanced Materials
- Biotech/Biomed
- CleanTech



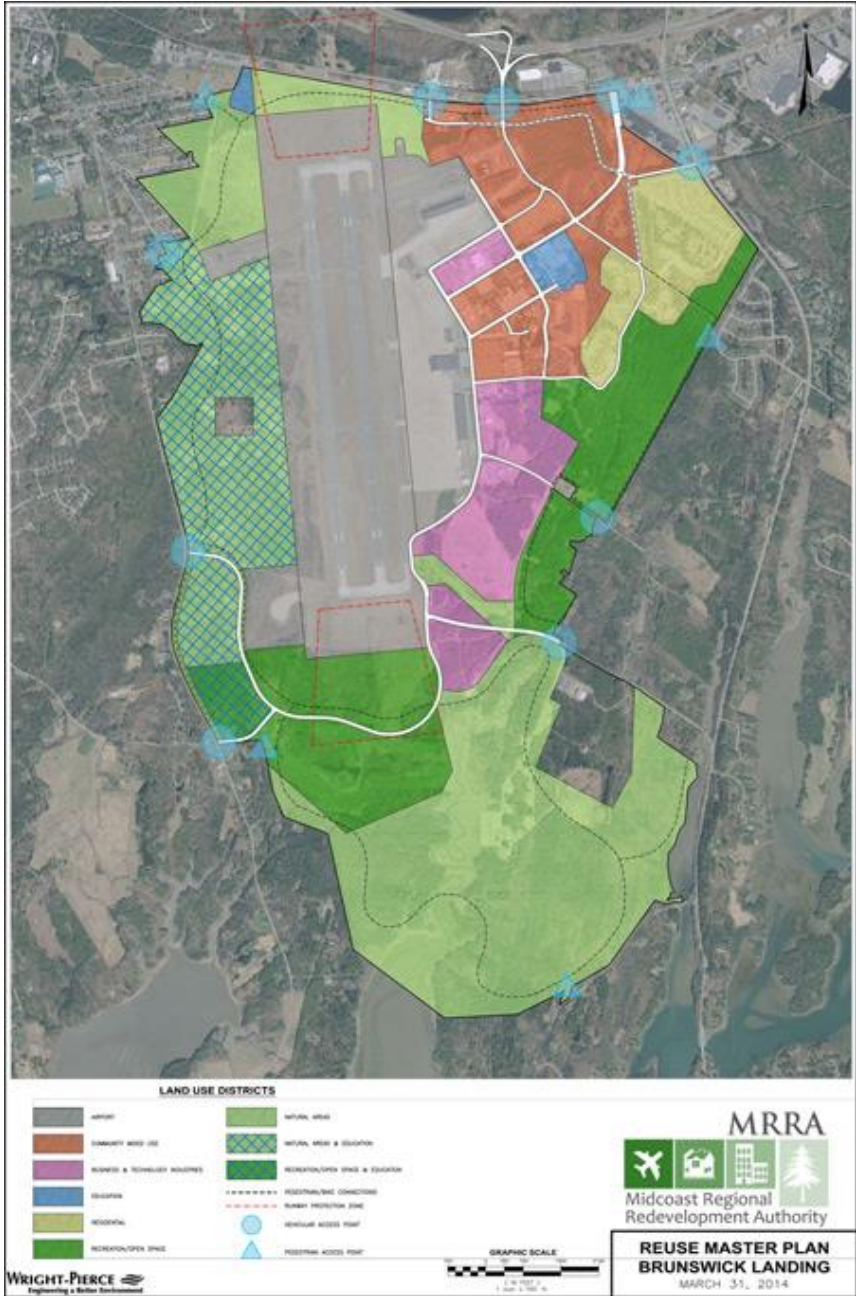
Brunswick Landing
MAINE'S CENTER FOR INNOVATION

- Workforce training options available on campus at Southern Maine Community College and University of Maine
- Located near I-95, Route 1, Amtrak passenger rail service
- Within 50 miles of two thirds of Maine's workforce
- Self-contained utilities, electricity from 100% green sources

Property Location and Master Plan



The Master Plan provides the framework for a unique opportunity to establish a vibrant live, work, play and educate environment and centers of excellence for technology innovation, environmental sustainability, and “green” community development in a great location.



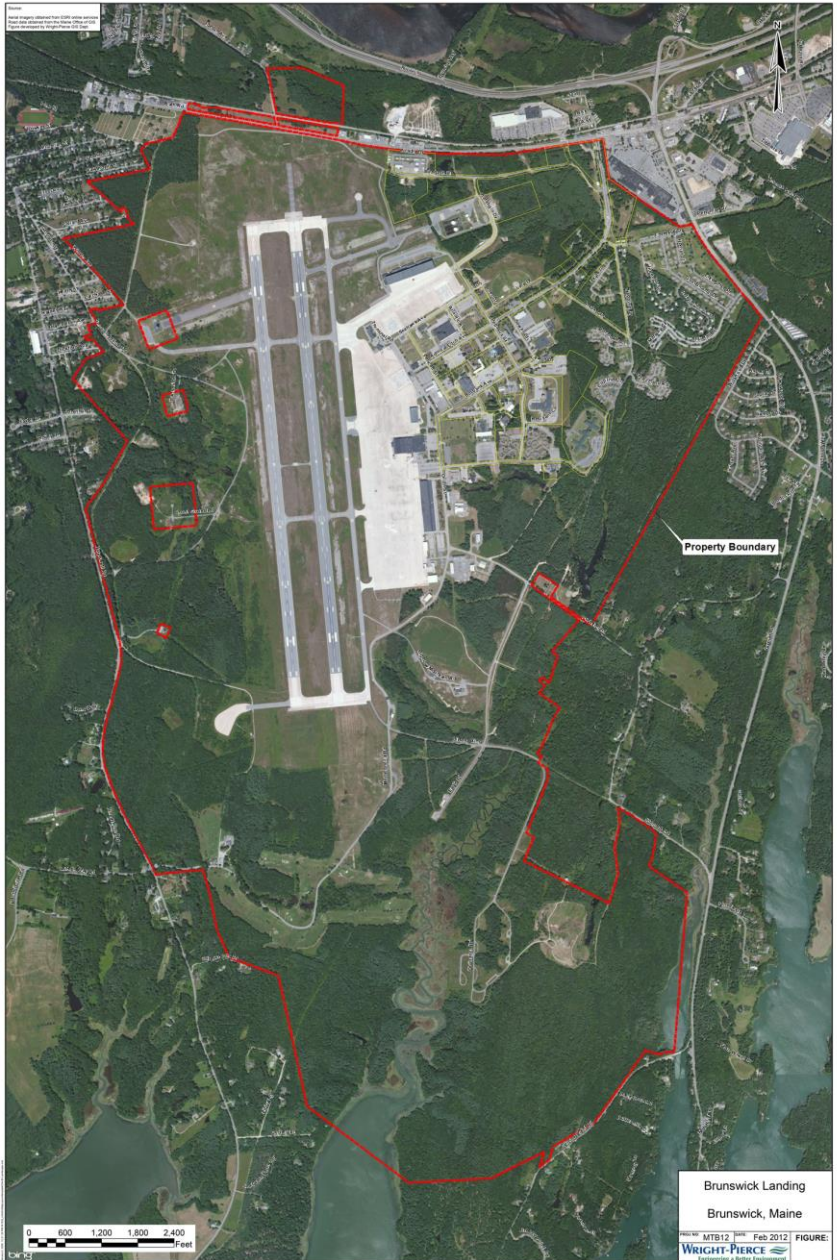
Strategic Business Location

- **Fast access to Interstate 95, U.S. Route 1**
- **Amtrak Passenger Train Service to Boston**
- **Hubs for 5 Major US Airlines within 1 Hour Flight Time from Brunswick Executive Airport (BXM)**
- **Portland International Jetport (PWM) 30 minute drive**
- **Boston** approximately 1.5 hour drive from Brunswick



Convenient, Cost-Effective Business Site With Its Own Airport!

Brunswick Landing From Above (3,200 acres)



Site plan: Property Overview



Site plan: Recommended Parcels

Possible lots. Additionally, MRRRA has several hundred acres in smaller allotments and buildings available.



Google Maps image

Site Selection: About the Midcoast Region

Maine's Midcoast Region, the home of Brunswick Landing, is about 25 miles north of Maine's largest city, Portland. Brunswick and the Midcoast communities are part of the Portland Metro region (population **514,098**).

The communities in Maine's Midcoast region offer a high quality of life, a hardworking and skilled labor force, excellent educational resources and an innovative business climate. The region is home to a number of major employers, including L.L. Bean, Wayfair, Bowdoin College, Midcoast Hospital, and Bath Iron Works.

Brunswick, Bath and Topsham (below) are the major communities in the region, which also includes Harpswell, West Bath, Bowdoinham, Woolwich, Phippsburg, Arrowsic, Georgetown, and Freeport.

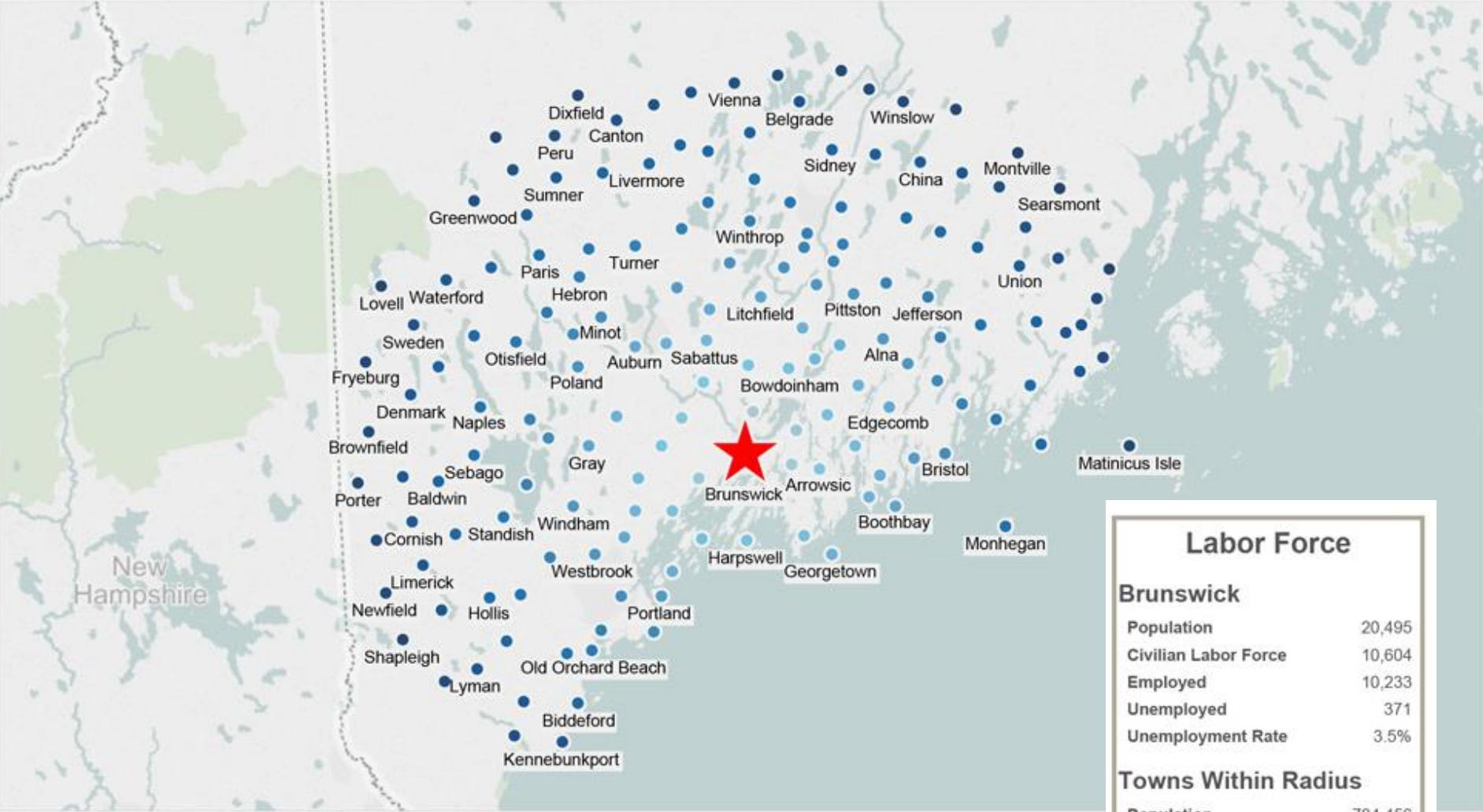
Midcoast Demographics

- **Regional Population:** 90,281
- **Area:** 397.8 sq. miles
- **Pop. Density:** 226.95/sq. mile
- **Median Age:** 41.6 yrs
- **Median Income:** \$45,708
- **Employment:** 400,000 workers within 50-mile radius



Commute to Work Patterns (50-mile radius from 04011)

Cities and Towns Between 0 to 50 Miles from Brunswick, Maine



Labor Force	
Brunswick	
Population	20,495
Civilian Labor Force	10,604
Employed	10,233
Unemployed	371
Unemployment Rate	3.5%
Towns Within Radius	
Population	784,456
Civilian Labor Force	410,374
Employed	394,486
Unemployed	15,888
Unemployment Rate	3.9%

Maine Department of Labor, Center for Workforce Research and Information. Population, United States Census Bureau.

Brunswick-Topsham-Bath Region

- **Brunswick:** Gateway to Maine's Midcoast (population 20,278)
 - Home to Bowdoin College, Southern Maine Community College, University of Maine
 - Very low crime rate, minimal traffic
 - Pedestrian-friendly, vibrant Maine Street downtown area
 - Only 30 minutes to Portland, Maine's largest city, 2 hours to Boston, within 50 miles of 2/3 Maine's workforce
 - Amtrak passenger service, easy access to I-95, U.S. Route 1
 - Walk or ride bike to Brunswick Landing, 1 mile away



Business Friendly City!

Brunswick-Topsham-Bath Region

- **Bath “City of Ships”** (Population 8,303)
 - Home to Bath Iron Works, builder of U.S. Navy destroyers and other ships
 - Located on Kennebec River Waterfront with direct access to Casco Bay, Maine’s 2nd largest inlet and home to the international Port of Portland, largest seaport by gross tonnage in New England
 - Walkable downtown area
- **Topsham** (Population 8,784)
 - Rural community, yet close to services, easy commute to Brunswick
 - Located on the Androscoggin River and Merrymeeting Bay
 - Direct access to 1-95
 - Home of MRRRA-owned Topsham Commerce Park with Wicked Joe Coffee



Convenient neighboring municipalities

Nearby (within half-hour drive)

- **Portland:** (metro population 100K)
 - Largest seaport in New England by gross tonnage handled
 - Home of Portland International Jetport (5th busiest in New England)
 - Rated among most liveable cities in the country by multiple publications and studies
- **Lewiston-Auburn** (metro pop. 80K)
 - Warehouse and logistics center
- **Augusta-Waterville** (metro pop. 70K)
 - State capitol, airport commercial service, historic lakes district



Brunswick Renewable Energy Center (BREC)

Brunswick Landing is the home of the Brunswick Renewable Energy Center (BREC), which is envisioned to be a demonstration site and center of excellence for clean tech research and development. Progress is already being made toward that end.

- MRRA's goal is to be 100% self-sufficient using renewable resources and be a net-zero property. MRRA is about at 70% now.
- Business park model that combines energy technology business operations with on-site production of energy used within the park itself.
- Dynamic power demonstration and production facilities that allow for components to be easily swapped out when new technologies evolve (plug-and-play)
- Cutting edge research center of excellence in the Northeast for alternative energy development
- Economically and environmentally sustainable for alternative energy facilities and clean industries
- Incorporation of sustainable green growth in the property redevelopment, including EV charging stations throughout campus

Sustainability focus: Green Power Partnership

- MRRA's purchase of renewably generated electricity has enabled the organization to become an EPA Green Power Partner at the Leadership Club level (100% of MRRA's requirement is met by renewable electricity).
- The EPA Green Power Partnership encourages the voluntary use of green power to reduce the risk of climate change. Partners benefit from the use of green power, while supporting the development of new, renewable energy in the United States.
- By becoming a Green Power Partner, MRRA has joined more than 1,300 other organizations that have made the switch to green power, including: Bowdoin College, Colby College, Unity College, College of the Atlantic, University of Southern Maine, and Tom's of Maine.



Biogas Energy Plant



MRRA generates much of its power on-site with a recently constructed anaerobic digester plant owned by Village Green Ventures. The plant is capable of generating up to 1 megawatt of power with biogas produced from organic waste materials. Plans are in the works to build a second plant to double capacity!

Solar PV Generation



MRRA recently broke ground on a 10-acre solar farm that will generate 1.5 megawatts of electricity using photovoltaic technology. Several more solar PV projects are in the planning stages at Brunswick Landing. Neighbor Bowdoin College built a smaller array on the west side of the airfield that is generating about 1 megawatt.

Infrastructure at Brunswick Landing

Shortly after the U.S. Navy disestablished Naval Air Station Brunswick, the electrical, water, wastewater, and stormwater utility infrastructure and transportation infrastructure and considerable information technology assets were transferred from the federal government to the Midcoast Regional Redevelopment Authority in September 2011 via Economic Development Conveyance (EDC).

As a result of this EDC, MRRA owns and operates the electrical, water, wastewater, and stormwater utility systems and the transportation infrastructure at Brunswick Landing. This includes 27 miles of road, 15 miles of electrical lines and 17 miles of water and sewer lines.

That is one of the many great benefits of locating your business at Brunswick Landing. You'll be up and running almost immediately with no need to contact multiple parties to turn on your utilities. And when you have an issue with power, water/sewer, or roads, you only need to contact one utility — MRRA — for help. Natural gas is supplied to campus by Maine Natural Gas.



Infrastructure: Electrical Grid

Brunswick Landing gets its non-locally produced power from 100% renewable energy sources!

MRRA owns and manages a power load of approximately 4 megawatts distributed over a 15-mile network of power lines.

And it's **all green!**



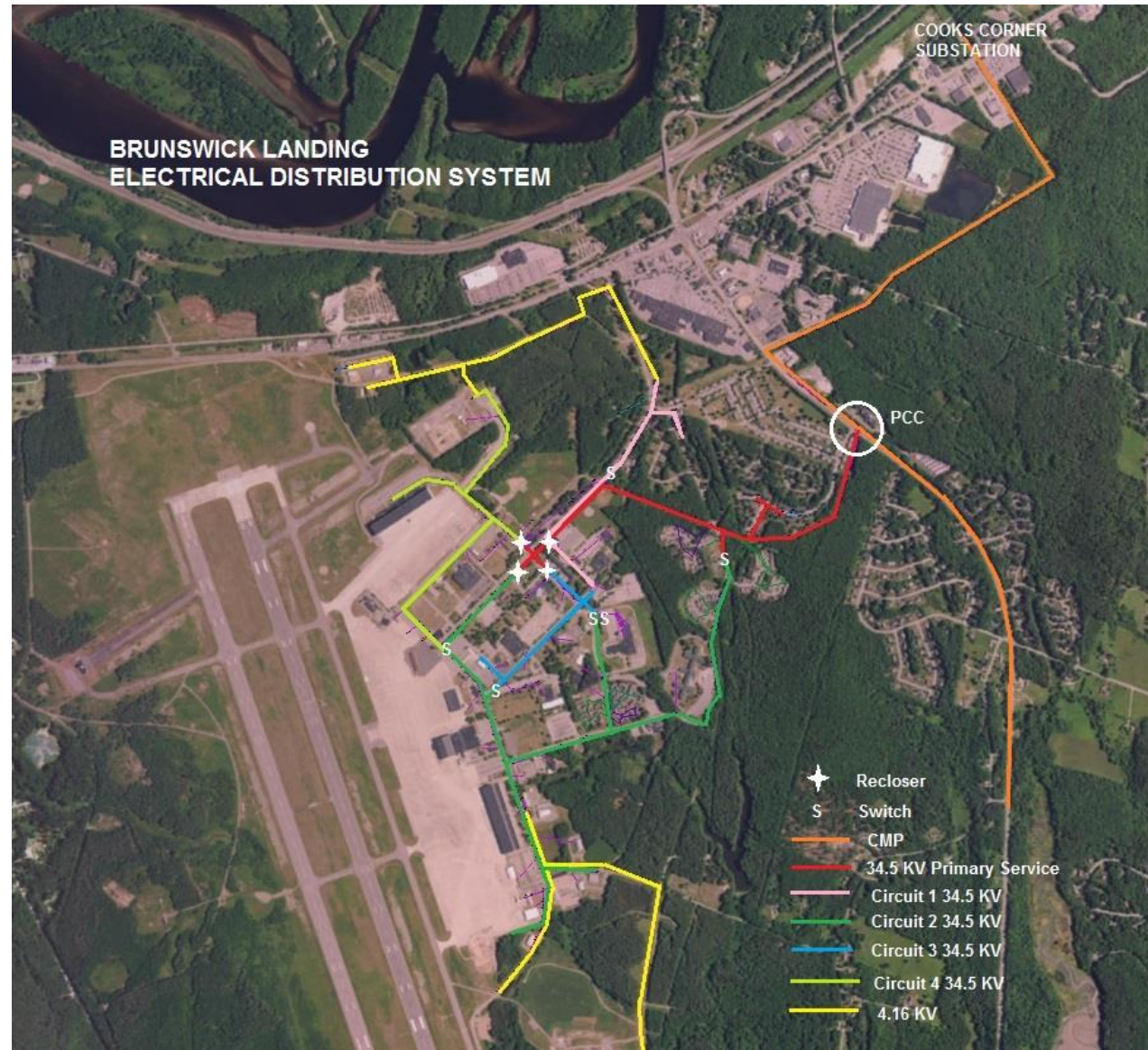
Under a program called NewMix Wind Renewable Energy Certificates, MRRA is purchasing Green-e Energy Certified electricity from wind generating facilities located within the continental United States.

Purchasing this Green-e certified energy:

- **Shows MRRA's** support for operation and development of renewable power plants
- **Reduces MRRA's** greenhouse gas emissions associated with its electricity use
- **Demonstrates MRRA's** commitment to the environment
- **Is consistent with MRRA's** vision for a Renewable Energy Center at Brunswick Landing
- **Provides MRRA** with a stable, predictable electricity pricing

Infrastructure: Electrical distribution system:

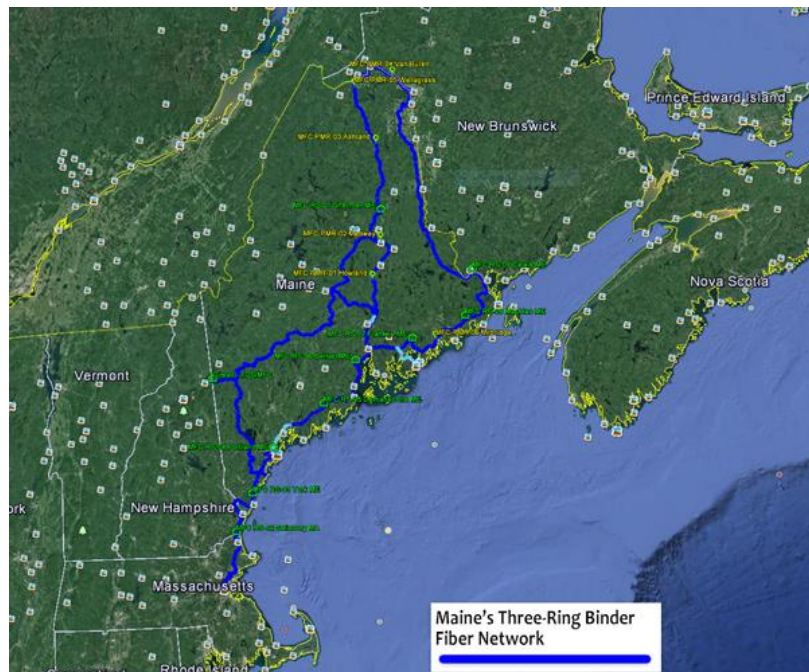
- Over 15 miles of overhead conductors
- Over 200 utility poles
- 4 pole-mounted Siemens SDR reclosers with controls
- 80 pad-mounted transformers ranging between 34.5 kV and 1500 kV and 50 pole-mounted transformers
- Over 275 fuse cutouts
- 4 Ground Operated Air Break Switches (GOAB)
- 3 pad-mounted oil switches
- No Network Operations Center or SCADA system



Infrastructure: Fiber Connectivity

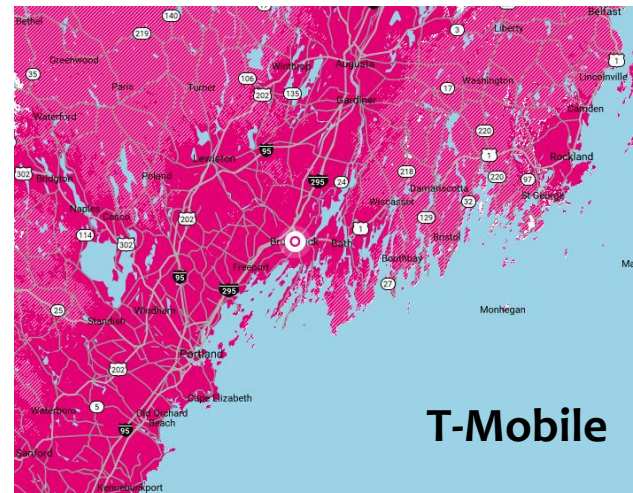
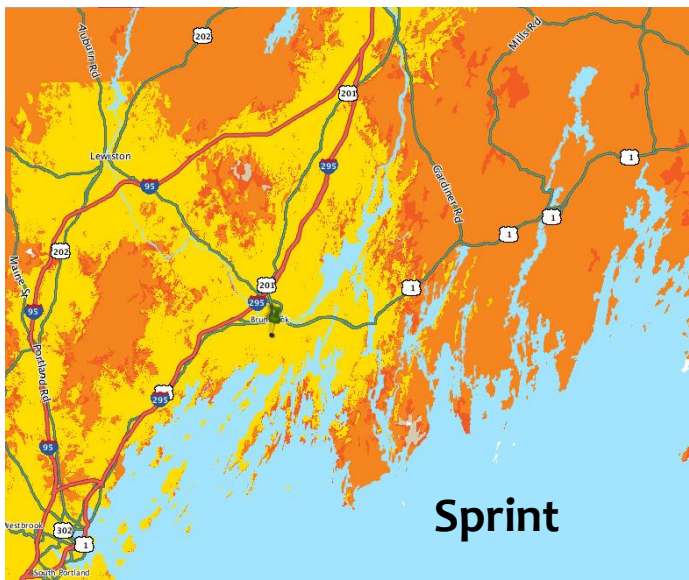
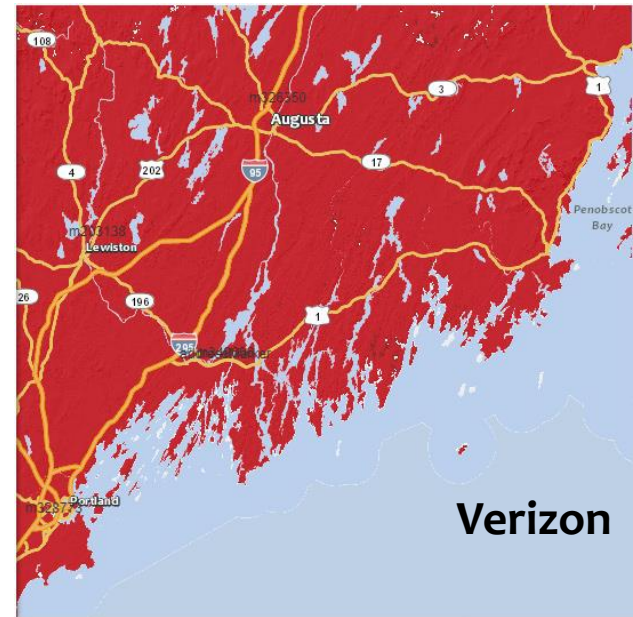
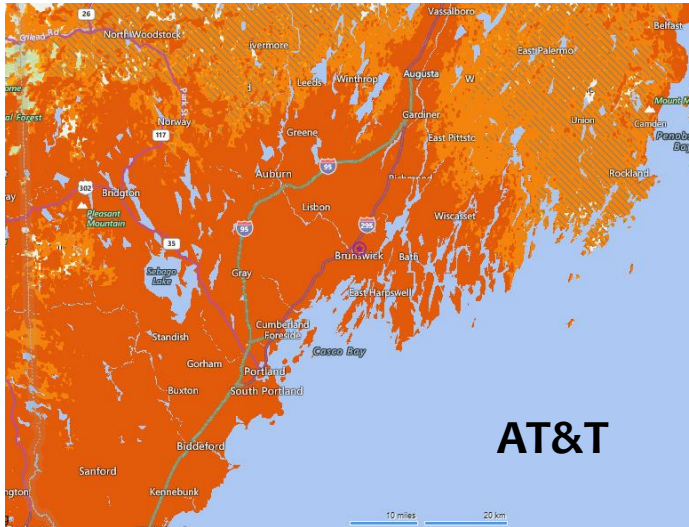
Maine's 3-Ring Binder, a 1,100-mile, high-capacity fiber optic network, runs directly through the Town of Brunswick and provides connectivity to Brunswick Landing with speeds of greater than 1 TB per second possible. Companies may connect with their own equipment or work with providers such as FirstLight and Comcast.

Dark Fiber: The Navy left behind a complex of highly secure buildings that are wired with sophisticated high-speed connectivity. From 2003 to 2008, the Navy augmented its existing multi-mode fiber optic network by adding single-mode fiber cabling. The single mode fiber connecting most buildings at Brunswick Landing can operate at 1 to 5 Gbps.



Wireless Communications

Mobile coverage voice and 4G LTE data is excellent throughout Southern Maine. Major carriers include AT&T, Verizon, T-Mobile and Sprint. See maps below.

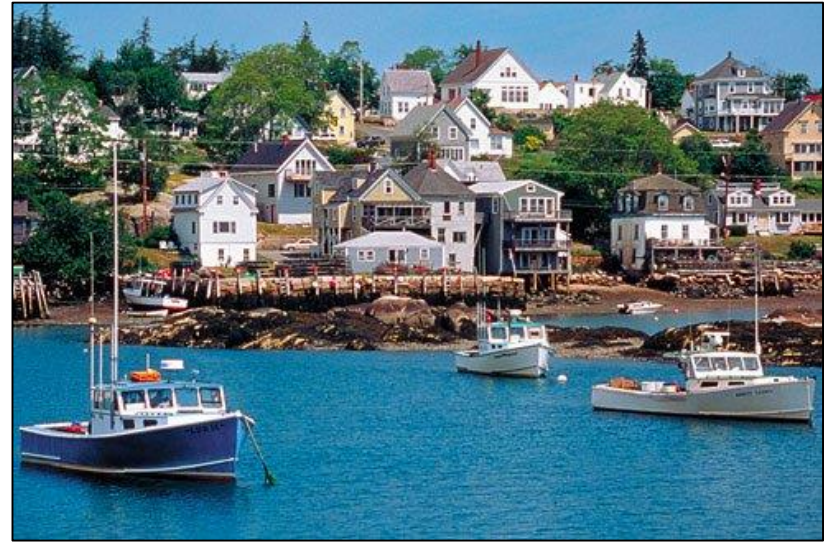


Quality of Life: Maine ranked #1 in USA

The coastal areas of southern Maine, including the Brunswick area are often regarded as the most attractive housing areas with a beautiful, healthy environment, low crime, minimal traffic and excellent schools.

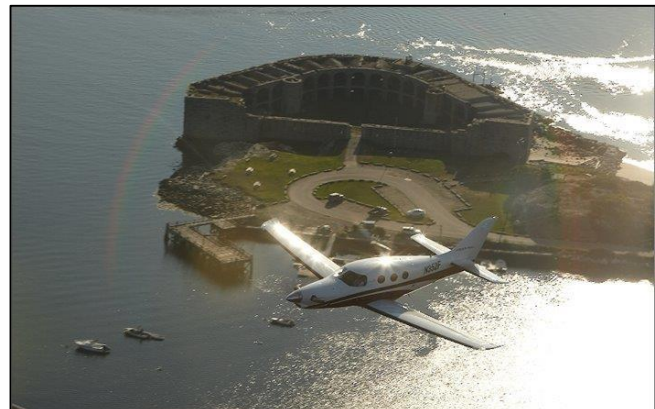
Maine offers exceptional healthcare, boasting a multitude of acute care and specialty hospitals. Maine Medical Center (MMC) in Portland serves as the premier tertiary care center in northern New England.

Maine leads the country in high school graduation rates, and ranks in the top 10% of states for quality of education. All seventh and eighth graders are issued with a laptop computer, the only program of its kind in the world. Maine was the first state to provide 100% of schools and libraries with internet access.



Quality of Life: 4 Seasons of Fun!

Similar to Washington, Maine is one of the greatest natural playgrounds in the world with thousands of miles of spectacular coastline, majestic mountain ranges and crystal-clear lakes and rivers. It is home to 18 ski resorts, 32 state parks and Acadia National Park and Katahdin Woods National Monument.



Quality of Life: Local Food Movement

A thriving food culture is growing throughout Maine with the City of Portland among top foodie cities in the country. Additionally, Maine is home to more than 100 craft breweries, including one right at Brunswick Landing – Flight Deck Brewing.

“The challenge for the visitor is how to navigate Portland’s prodigious dining options — no small task given that there are literally hundreds of restaurants in this city. One thing is certain: In a place where the local food movement got a jump start — years before the word locavore found a firm foothold in the epicurean vocabulary — you can bet that much of what you eat is likely to have been raised, foraged or caught in the surrounding fields, forests and waters.”

—The New York Times



Quality of Life: Affordable Housing

Maine has the most affordable housing of all the six New England states with the lowest prices and property tax rates overall.

The median home value in Maine is \$195,900. Maine home values have gone up 12.8% over the past year.

The median list price per square foot in Maine is \$163. The median price of homes currently listed in Maine is \$229,900.

Brunswick's median home price is less than \$200,000 and surrounding communities offer similar affordability.

Many young families and talented workers and entrepreneurs have moved to Maine from the Boston area to escape high real estate prices (some of the most expensive in the USA) and higher taxes.



Quality of Life: Culture

With symphony orchestras, opera and ballet companies and a plethora of theatre companies, Maine offers an exquisite menu of performing arts and cultural entertainment. The state's specialty of lobster and fresh seafood is abundant in its many fine dining establishments and casual restaurants.

Shopping outlets in Kittery and Freeport combined with the boutiques and specialty stores in Portland's Old Port, also home to lively nightlife and traditional pubs, have created a growing interest in Maine as an international shopping destination. Many historic homes are preserved as museums, among them those of poet Henry Wadsworth Longfellow and philanthropist Lucy Farnsworth.

As the closest state to Europe and with New Brunswick and Quebec to the north and Nova Scotia to the east, Maine is ideally positioned for global trade and foreign travel. Spectacular international Canadian cities, such as Québec City, Montréal, Halifax and Ottawa, are within a few hours drive or ferry ride.



Business Assistance Programs and Incentives:

A number of business assistance programs for new, relocating and existing businesses are offered by the Midcoast community and the State of Maine.

- Pine Tree Redevelopment Zones (PTZ) - Tax rebate and reimbursement program offered by the State of Maine. Created in 2006, the PTZ includes approximately 1,000 acres at Brunswick Landing. Redevelopment in the PTZ reduces the tax burden for qualified businesses via a variety of exemptions, reimbursements and credits (see page 29 for example of Amazon benefits) :**
 - **Corporate Income Tax Credit –** Qualified companies will receive a 100% Maine State corporate income tax exemption for years 1-5 of their Maine based operation. Qualified companies will receive a 50% Maine State corporate income tax exemption for years 6-10 of their Maine based operation.
 - **Insurance Tax Credit -** Qualified companies will receive a 100% tax credit benefit on insurance premiums for up to five years.
 - **Sales and Use Tax Exemption –** Qualified companies will receive a 100% State of Maine sales tax exemption on all equipment and building supplies for years 1-10 of their Maine based operation.
 - **Employment Tax Increment Financing –** Qualified companies will be reimbursed 80% of a qualified employee’s personal state income tax obligation. For example, if an employee’s State personal income tax obligation for a year is \$2,000, the State will return \$1,600 to the company. If a company has ten similar employees, the company will receive \$16,000.
 - **Employment Wage Subsidy and Training Funds -** Employees can qualify for up to 12 weeks of new hire wage reimbursement or 50% of wages, training and education subsidies.
- New Market Tax Credit (NMTC) Brunswick Landing is located within a qualified census tract for federal and State New Markets Tax Credit (NMTC) programs. These programs can significantly benefit companies needing large capital investments; working in collaboration with leverage lenders and NMTC investors. (See example on Page 30)**
- Town of Brunswick Tax Increment Financing**
- State of Maine Infrastructure Bonds**
- MRRRA Growth Loan Fund: Revolving Loan Program for Tenant Leasehold Improvements and Working Capital.**

Maine Dept. of Economic and Community Development Business Assistance Package for Amazon

The Maine DECD offers several incentives for companies new to Maine, including the Pine Tree Development Zone. **State approval within 2-3 months. No legislative hold-ups!**

Based on a 10-year term, the hiring of 5,000 employees, and an investment of \$315,000,000 in construction/machinery and equipment, estimated value of DECD incentives to Amazon is:

\$200,914,835.35.

Workforce Training

Number of employees to be trained:	2000
Anticipated cost of training new employees:	\$2,000.00
Anticipated cost of training existing employees:	\$0.00
Potentially Eligible for Maine Quality Centers training?	Yes
Potential value of training provided by Maine Quality Cent	\$2,000,000.00

Anticipated Project Costs

Land Purchase:	\$0.00
Building-New Construction:	\$300,000,000.00
Building-Improvements:	
Machinery & Equipment:	\$10,000,000.00
Personal Property:	\$5,000,000.00
Total Anticipated Investment:	\$315,000,000.00

Pine Tree Development Zone and CDBG

PTDZ Estimated Sales and Use Tax Exemption-Personal Property:	\$825,000.00
PTDZ Estimated Sales and Use Tax Reimbursement-Real Property:	\$16,500,000.00
Estimated Business Equipment Tax Exemption*:	\$689,835.35
Community Development Block Grant Funds:	\$900,000.00

*Uses average municipal tax rate in 2010 of \$12.78/thousand to estimate over 10 year period. Estimate for newly purchased equipment only.

Pine Tree Development Zones (PTDZ)

program offers eligible businesses the chance to greatly reduce or virtually eliminate state taxes for up to ten years when they create **new, quality jobs** in certain business sectors or move existing jobs in those sectors to Maine. Over 240 Maine businesses were participating in the PTDZ program in 2016, with reimbursements from thousands to hundreds of thousands of dollars for taxes paid on new employees.

Eligible sectors are:

- Biotechnology
- Aquaculture and Marine Technology
- Composite Materials Technology
- Environmental Technology
- Advanced Technologies for Forestry and Agriculture
- Manufacturing and Precision Manufacturing
- Information Technology
- Financial Services



New Market Tax Credits Example | Mölnlycke Health Care



MRRA and Mölnlycke Health Care used New Market Tax Credit financing to build a \$55 million, state-of-the-art manufacturing facility for the Swedish biomed company. The 80,000 SF facility is the first in North America for Mölnlycke, one of the largest firms in the world in its specialized medical device sector.

Workforce Development | Maine Quality Centers

Overview:

The Maine Quality Centers (MQC) provide customized workforce training grants for Maine employers seeking to locate or expand their operations in Maine or who are interested in providing training to their incumbent workers. Training programs are coordinated and delivered through Maine's seven community colleges, and the MQC staff work with your company to design a program that delivers the training you need *when you need it* and *where you need it*.

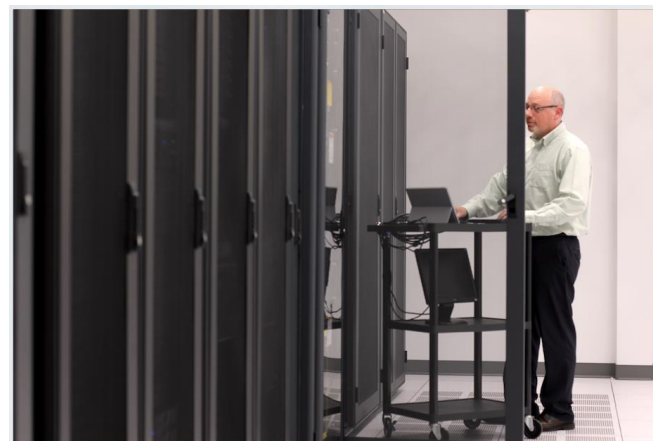
What MQC offers:

- Grants to help cover the cost of customized training for workers or recruits.
- Incumbent worker training.
- Recruitment assistance—advertising and screening.
- Pre-hire training for potential hires.
- Post-hire training for new hires.
- Targeted training for industry certifications.
- Customized training, consultation, and curriculum.
- Flexible scheduling—days, evenings, weekends.
- Classes delivered at your worksite or on campus.



Tech Workforce within Greater Portland-Brunswick area:

Occupation Title	Est. Employment	Average Wage
Computer Network Architects	380	\$98,935
Computer Network Support Specialists	510	\$56,833
Computer Occupations, All Other	490	\$77,229
Computer Programmers	400	\$71,003
Computer Systems Analysts	1,270	\$83,314
Computer User Support Specialists	1,100	\$52,172
Database Administrators	200	\$71,996
Information Security Analysts	190	\$118,642
Network and Computer Systems Administrators	890	\$72,495
Operations Research Analysts	240	\$72,645
Software Developers, Applications	1,210	\$85,137
Software Developers, Systems Software	250	\$94,094
Statisticians	30	\$82,949
Web Developers	180	\$67,672



Higher Education: More than 50K undergrads within 50-mile radius

Bowdoin College, Brunswick

Enrollment: 1,806

Bates College, Lewiston

Enrollment: 1,792

University of Maine, Augusta

Enrollment: 5,652

Colby College, Waterville

Enrollment: 1,800

Thomas College, Waterville

Enrollment: 984

University of Southern Maine, Portland / Gorham

Enrollment: 7,855

Southern Maine Community College, Brunswick Landing / South Portland

Enrollment: 7,006 (900 in Brunswick)

St. Joseph's College, Standish

Enrollment: 2,775

University of New England, Biddeford

Enrollment: 12,245

Central Maine Community College, Lewiston

Enrollment: 3,109

Unity College, Unity

Enrollment: 665

Farther Afield: University of Maine, Orono (100 miles)

Enrollment: 11,286

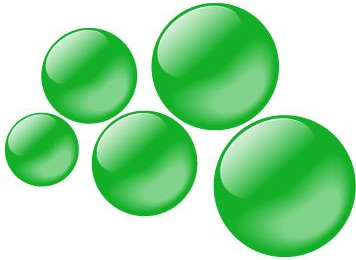


Bowdoin



In Good Company...

A few of the companies during business at Brunswick Landing:



MÖLNLYCKE
HEALTH CARE



L.L.Bean



FLIGHT DECK
Brewing



SaviLinx

Bowdoin



Site 1: 130 acres

- Interchange and on/off ramps from U.S. Route 1 in planning stages for direct access to Amazon business park
- Direct access to Brunswick Landing perimeter trail system and pedestrian bike path to Bowdoin College, downtown Brunswick
- Direct access to Brunswick Executive Airport flight line
- Shovel-ready parcel with infrastructure and utilities in place; includes several buildings that may be suitable for redevelopment



Site 2: 45 acres

- Includes ideal secure facility for UAS/drone R&D, other special projects
- Direct access to Brunswick Executive Airport flight line



Thank You Very Much Indeed for Considering Us!

Best of Luck with HQ2!

