

## Maine's Food-Based Business and Farm Succession Technical Support and Planning Service Providers

Service Provider	Services	Fees	Contact Information
Farm Credit East	Farm Credit East is an agricultural lender that also has staff on hand for tax preparation, appraisal and farm consulting. The farm consultants specialize in Farm Business transfers. A Farm Business transfer might be from one family member to another or from farmer to unrelated buyer; it includes awareness of farm goals, retirement planning, affordability and tax consequences. Farm Credit Business consultants can quarterback this process from family meetings to organization of your team of professionals.	Fee for service or hourly	Ethan Robertson, Business Consultant ethan.robertson@farmcrediteast.com (207) 784-0193, ext. 4322 www.farmcrediteast.com
CEI	CEI has business advisors that can work with farms or food-based businesses in Maine to plan for succession through one-on-one meetings. Services and topics could include recordkeeping to maximize valuation, identifying an internal successor and training them for the next step, and cash flow projections.	No fees	Gray Harris, Senior Program Director gray.harris@ceimaine.org Brad Swanson, Center Director bradshaw.swanson@ceimaine.org (207) 504-5900 www.ceimaine.org
Cooperative Development Institute (CDI)	CDI works with established and start-up cooperatives and with existing businesses that are interested in converting to a cooperative. Staff brings years of food industry experience along with our cooperative values and business experience to support the success of existing and new cooperatives in our food system. They assist co-ops with a range of services including organizational development, business planning, feasibility research, market research and development and connections to financing and funding.	Free technical assistance to cooperatives in rural areas and fee-for-service contracted assistance	Jonah Fertig-Burd, Cooperative Development Specialist jfertig-burd@cdi.coop Rob Brown, Director of Business Ownership Solutions rbrown@cdi.coop (413) 665-1271 www.cdi.coop
Maine Farmland Trust	MFT provides confidential assistance with business planning, cash flow analysis and financial projections; product and service pricing; personnel planning; and funding.	Initial services are provided free of cost. Ongoing services and assistance may come with a fee.	Erica Buswell, President and CEO ebuswell@mainefarmlandtrust.org (207) 338-6575 www.mainefarmlandtrust.org/farm-viability-new/farm-business-planning/

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Land For Good	Land For Good takes a systems approach to tackling farmland access, tenure and transfer challenges. Our field agents provide direct assistance to individuals, farm families and communities, while building the capacity of farm service providers and strengthening public policies. Land For Good offers educational resources and one-on-one consultations to farmers, landowners and communities.	2 hours of complimentary consultation by phone or email; then fee for service	Abby Sadauckas info@landforgood.org (603) 357-1600 www.landforgood.org
University of Maine Cooperative Extension	Farm communication planning for couples, teams, and staff; farm family meetings and best practices; intergenerational communication tips; consultations, educational workshops, or speaking engagements as availability permits as part of the University of Maine Cooperative Extension's educational outreach mission	Minimal or no fees for service	Leslie Forstadt, Human Development Specialist leslie.forstadt@maine.edu (207) 581-3487 www.umaine.edu
Slow Money Maine	SMM helps connect farms and food-based business owners to individuals who can support their technical assistance, business planning and finance-related needs.	No fees	Bonnie Rukin bonnierukin@slowmoneymaine.org www.slowmoneymaine.org
Point to Point Business Specialists	Point to Point Business Specialists is a "hard consultant," relying on the numbers of the business to demonstrate tangible value. They work closely with entrepreneurs and owners to examine the historical and likely future financial performance of the business.	First consultation is free; all subsequent consultant pricing based on size and scope of project	Raynor Large Raynor@PtPBS.com (207) 440-0103 www.PtPBS.com
Small Business Development Center (SBDC)/Androscoggin Valley Council of Governments (AVCOG)			Rose Creps, Center Director rcreps@avcog.org Auburn
SCORE	SCORE has an MOU with USDA to provide one-on-one mentoring services to assist farmers and food-based businesses with business planning, financial projections, marketing plans, financial management, loan applications, growth strategies, exit planning and other business management activities. SCORE also provides free educational workshops for farmers and agribusiness owners.	Free	Stephen Veazey stephen.veazey@scorevolunteer.org
Jed Beach	Consultant specializing in farm accounting and financial analysis		jed@farmSMARTmaine.com
Beginning Farmer Resource Network	BFRN is a coalition of Maine agriculture agencies and organizations working together to connect aspiring and beginning farms to resources for farm business success.		<a href="https://extension.umaine.edu/beginning-farmer-resource-network/">https://extension.umaine.edu/beginning-farmer-resource-network/</a>

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Maine Agricultural Mediation Program	MAMP provides alternative dispute resolution through mediation to agricultural producers, their lenders, and other directly affected by the actions of certain USDA agencies.		maineagmediation@maine.edu <a href="https://extension.umaine.edu/agriculture/agricultural-mediation/">https://extension.umaine.edu/agriculture/agricultural-mediation/</a>
Maine Organic Farmers and Gardeners Association (MOFGA)	MOFGA supports farm and food-based businesses (specializing in certified organic businesses and markets) in business and market planning, market research, and recordkeeping through some one-on-one assistance, online resources (such as price reporting) and through workshops and training.	No fees for initial services, but some fees may apply depending on the depth of assistance requested.	Heather Omand homand@mofga.org (207) 568-6024 mofga.org