The Maine Real Estate & Development Association (MEREDA) is an organization of commercial real estate owners, developers and related service providers, whose mission is to promote an environment for responsible development and ownership of real estate throughout the State of Maine. MEREDA accomplishes its mission through legislative advocacy, regulatory oversight, sponsorship of programs and conferences, and by serving as a unified and proactive representative for real estate and economic development interests. MEREDA has developed into a widely respected and influential voice in Augusta on real estate issues and our objective is the same as it was when MEREDA was founded over 30 years ago.

MEREDA’s officers and Board of Directors focus their efforts in three areas to help achieve our objective.

Advocacy. Our Public Policy Committee keeps a watchful eye on dozens of bills during every legislative session. This is a complicated and time consuming effort, but MEREDA has established itself as a voice of reason and an organization that can help Legislators understand the potential implications, both good and bad, of a particular piece of legislation or amendment.

Education. We host timely and informative events throughout the year that attract members and other professionals who have an interest in working with us. Our annual forecast conference and member showcase in January attracts 700+ attendees, and our spring conference has brought industry experts like noted Futurist and Wharton School Professor, Dr. Susan Wachter, land use strategist, teacher, developer, researcher and author, Christopher Leinberger of the Brookings Institute, and nationally renowned architect, Ellen Dunham-Jones to Maine. Our educational seminars around the state cover a wide range of topics from financing options to environmental due diligence and new urbanism.

Networking. As a member you have the opportunity to connect with a diverse network of real estate professionals and related service providers. Over the years, many beneficial business relationships have been established through networking opportunities like our annual fall social.

Upon receipt of your dues contribution, your company will be listed in our Membership Directory located within the MEREDA website at www.mereda.org and you will receive the password to the Members-Only Section of the website.

As a MEREDA Member, you will be eligible to participate on any of MEREDA’s three standing committees – Public Policy, Conference & Seminar, and Membership & Marketing. This not only gives members an opportunity to raise their profile within Maine’s real estate community, but also helps the Association meet its targeted goals. Committee work allows members to play an active role in the association’s affairs and all members are encouraged to participate.

Thank you for your interest in MEREDA. We remain committed to maintaining our influence and effectively advocating on our members’ behalf. Thanks to the generous support of our 300+ members, we are making a difference! If you should have any questions, please do not hesitate to contact us at (207) 874-0801.
The **Maine Real Estate & Development Association (MEREDA)** is the state’s leading organization of commercial real estate owners, developers and related service providers. Founded in 1985, MEREDA now has nearly 340 members who employ thousands of Maine citizens and invest millions of dollars in the Maine economy each year.

Our mission is to promote an environment for responsible development and ownership of real estate throughout the state of Maine. MEREDA achieves its mission through legislative advocacy, regulatory oversight, educational programs and conferences, and networking opportunities for members of the commercial real estate industry.

Our membership encompasses a wide array of companies and organizations, including developers, builders, property managers, brokers, attorneys, lenders, engineers, land use consultants, architects, appraisers, affordable housing advocates, housing authorities and municipalities.

In uncertain times like these it is more important than ever that we work together as real estate professionals. MEREDA makes sure our legislators understand the role of responsible real estate development in the overall health of our economy. We are a valuable business development and networking tool for our members. And our monthly educational seminars provide members with timely and useful information.

**Join MEREDA today.** Visit us at [www.mereda.org](http://www.mereda.org) or call Shelly Clark at (207) 874-0801.
The Maine Real Estate & Development Association (MEREDA) is an organization whose mission is to promote an environment for responsible development and ownership of real estate throughout the State.

MEREDA accomplishes its mission through legislative advocacy, regulatory oversight, sponsorship of programs and conferences, and by serving as a unified and proactive representative for real estate and economic development interests.

MEREDA’s Guiding Principle: Practicality, Predictability, and Clarity in Regulation

MEREDA is the only voice for the real estate development industry in Maine, and our success is dependent upon bringing together the many different trades that are vitally interested in promoting positive growth in our great state. MEREDA advocates for fair, consistent, predictable regulations to create a healthy economic climate. Our efforts to promote responsible growth through fair and predictable legislation and regulation are vital for a return to a healthy, thriving economy.

Our members, from large corporations to small, one-person consulting firms, have found membership invaluable. Our membership network provides an optimal forum for addressing the mutual concerns of our industry and provides you great access to the top experts in their field. MEREDA membership will connect you with this network and keep you informed of the issues and initiatives we are pursuing on your behalf.

Contact the MEREDA office at (207) 874-0801 to learn more about becoming part of Maine’s leading organization of commercial real estate owners, developers and related service providers.

www.mereda.org
6 City Center, 3rd Floor • Portland, Maine 04101 • Tel: (207) 874-0801 • Fax: (207) 899-4870
MEREDA SERVICES & BENEFITS

Advocacy
Every day legislators and regulators make important decisions that impact Maine’s real estate industry. That’s why MEREDA makes such a commitment to advocacy on your behalf. We stay on top of the issues, build relationships with key policy-makers, and fight for laws and regulations that encourage responsible development and sensible planning.

Education
The real estate industry is constantly changing, especially in these uncertain and challenging economic times. Our timely seminars and conferences keep you up to date on important trends and provide you with expert information on a wide range of topics such as financing options, tax policy, environmental issues and market forecasts.

Networking Opportunities
While members value our legislative advocacy and educational programs, they also tell us repeatedly that they really appreciate the networking opportunities we provide. Every committee meeting, conference, seminar and member social is an opportunity to renew friendships and develop valuable business relationships with industry professionals.

Other benefits
In addition to advocacy, education and networking, MEREDA members can take advantage of:

- Complimentary One-Year Subscription to Mainebiz Magazine
- Ability to provide content to the Maine Real Estate Insider e-Newsletter distributed by Mainebiz
- Online membership directory with links to your site & company profile
- Sponsorship opportunities to promote your business
- Speaking opportunities where you can share your expertise
- Awards program that recognize excellence in the industry
- Committee participation (See Reverse Side)
- Discount registration fees for all programs
- Continuing Education Credits for conferences and seminars

www.mereda.org
6 City Center, 3rd Floor • Portland, Maine 04101 • Tel: (207) 874-0801 • Fax: (207) 899-4870
The *Maine Real Estate Insider* e-newsletter is distributed weekly by Mainebiz and covers the latest news in the real estate industry in Maine.

The Maine Real Estate & Development Association (MEREDA) provides weekly content to the *Maine Real Estate Insider*. As a MEREDA Member, your company would have the opportunity to provide content through MEREDA to this newsletter. With a distribution list in the thousands, it is a great opportunity for both MEREDA and our members to get exposure.

Articles are not intended to be promotional in nature, but rather informational / educational items, trends, etc. that would be useful to the membership or general reader. The articles should be around 500 – 750 words, along with a photo or two (*as appropriate*).

Feel free to take a look at the articles archived on our website located at [https://mereda.org/news/maine-real-estate-insider/](https://mereda.org/news/maine-real-estate-insider/). If you are interested in providing content to the *Maine Real Estate Insider*, please send your submissions for consideration to Shelly R. Clark at the MEREDA office at info@mereda.org.

**Questions:** 207-874-0801
Committee Participation

Participation on any one of MEREDA’s four standing committees – Public Policy, Conference & Seminar, Membership & Marketing and DevelopME - gives members yet another opportunity to raise their profile within Maine’s real estate community, and help the association meet its goals.

Committee work allows members to play an active role in the association’s affairs and all members are encouraged to participate. Committee work also provides an opportunity to work alongside others in the real estate industry and is a good networking opportunity in itself.

♦ Our Public Policy Committee meets bi-weekly during legislative sessions. This committee reviews pending bills and regulations, identifying those of interest to our members, and works to ensure the real estate industry’s concerns are considered. The committee labors to influence and shape the final form of proposed laws and regulations, and initiates new ones when circumstances warrant.

♦ The Conference & Seminar Committee meets monthly to develop ideas for upcoming conferences, seminars, and social events, suggesting possible topics, guest speakers, sponsors, formats, venues, and so on.

♦ Our Membership & Marketing Committee meets monthly to review membership statistics and trends, develops ways to retain current and recruit new members, looks for ways to further enhance the effectiveness of MEREDA’s publications and other communications media and entertains ideas for new products and services that could be offered to the membership.

♦ The DevelopME Committee meets monthly to engage membership and create professional development opportunities within MEREDA for the next generation of industry professionals.

Please contact the MEREDA office if you would like to become involved in one, or more, of our committees.
"There is a ton of benefits to becoming a member of MEREDA. MEREDA is an advocate so it’s helping the industry. I’m on the commercial lending side so to the extent we’re able to develop; I’m able to finance those things, so that’s good. The educational piece, and this is an example of it [the 2011 Spring Conference], you learn an awful lot from the best people in the industry through what MEREDA does. There’s also a very good networking capability here. Again you take a look at the breaks here, they have breakfast sessions as well, and social gatherings and anybody really who’s involved in the commercial real estate business, it’s not just the developers, it’s the brokers, it’s the bankers, it’s the architects, it’s everybody, they’re all there, all in one spot and so that’s a huge benefit."

Noel Graydon, Regional Vice President and Commercial Lender at Norway Savings Bank
Saco, ME

"Being outsiders, MEREDA has been a great introduction to the real estate community in Maine. It’s been a very good thing for us."

Robert Gordon, Managing Director of City North Development
Haverill, MA

"The thing I liked most about the (2011) Spring Conference so far was listening to former Governor King and listening to Gunnar (Hubbard) talk about sustainability and talk about in a very thoughtful way the trends that are facing us, and not just recycling another presentation but really engaging with the audience and really putting some thought behind what they were doing. The thing I like best about being a member of MEREDA is it’s an organization that’s looking out for me in Augusta and other places while I’m out doing what I do. I can go be a developer and still a lot of the stuff that I would advocate for if I had more time, I can rest easy knowing that MEREDA is advocating for it, for me."

Kevin Bunker, Founding Principal of Developers Collaborative
Portland, ME
MEREDA Legislation Receives Unanimous Vote to Advance from the Environment and Natural Resources Committee

On May 30, 2019, Governor Mills signed into law LD 550, An Act to Amend the Definition of “Subdivision” in the Laws Governing Planning and Land Use Regulation for Subdivisions and a Provision Excepting the Division of a New or Existing Structure from Those Laws Beginning July 1, 2018. LD 550 is chaptered law at 2019Public Law, Chapter 174, and will take effect 90 days from the date of final legislative adjournment – likely sometime early this fall.

MEREDA submitted LD 550 to correct a technical error in a law that created a waiver from subdivision review for projects dividing a building into three or more dwelling units. LD 550 corrects an erroneous statutory reference to restore the original intent of the law, which is to allow those projects to receive a waiver from subdivision law so long as they have been approved under a municipal site plan review ordinance.

MEREDA Work on Non-Residential Property Transaction Disclosure for Abutting Roads

This session, two bills were submitted dealing with the non-residential property disclosure enacted in 2018 as part of a law dealing with discontinued roads. The law enacted in 2018 requires the seller of non-residential real property to disclose to the buyer information, if known, regarding the existence and maintenance (including the existence of any responsible road association) of abandoned or discontinued town ways, the existence of public easements and the existence of any private roads located on or abutting the property. MEREDA submitted a bill, LD 1181, proposing to repeal all the required disclosures for non-residential property transactions. The Maine Association of Realtors (MAR) submitted a bill, LD 848, that proposed to narrow the non-residential property disclosures to mirror residential property disclosures as they relate to public ways and maintenance of the public ways. Ultimately, the Committee adopted LD 848 as a compromise measure. This new law will limit the scope of non-residential disclosure to information, if known, describing the means of accessing the property by a public way, and to information related to the maintenance of the public way, or to any relevant road association. It will remove the requirement to disclose the existence of
abandoned or discontinued town ways and public easements. The new law was signed by the Governor on May 23 and is chaptered at 2019 Public Laws, Chapter 142. It will take effect 90 days from the date of legislative adjournment – sometime early this fall.

**MEREDA Legislative Reception on March 13, 2019 at the Senator Inn**

- The event was **well-attended by legislators from a number of committees**, including Environment and Natural Resources, Taxation, Innovation, Development, Economic Advancement and Business, and Labor and Housing.

- Members of the **MEREDA Board as well as other members were on hand to greet legislators**, share information about the commercial real estate and development industry, and get updates on the events under the dome.

**MEREDA Supports Historic Preservation Bonds**

**Historic Preservation Bonds**

On February 12, **MEREDA testified before the Appropriations and Financial Affairs Committee** in support of two bonds to support historic preservation in Maine.

- **LD 126** would authorize a **$2 million bond issue** to establish a fund to allow the Maine Preservation Commission to purchase historic properties and match and sell them to private purchasers who are willing to restore the property.

- **LD 423**, would authorize a **$5 million bond issue** for the purchase of historic properties listed or eligible to be listed on the National Register of Historic Places at the time of Maine’s Bicentennial.

The Appropriations and Financial Affairs Committee will vote on which bond measures to advance once a final budget agreement has been reached. These historical property bond bills will be competing with a multitude of other bond requests that have been submitted to the 129th Legislature.

**Help Us Make A Difference**

We encourage all those who are interested in rolling-up their sleeves and helping to further MEREDA’s mission and vision in policymaking to contact Shelly R. Clark, MEREDA’s Vice President of Operations at (207) 874-0801.
The Maine Real Estate and Development Association’s annual outlook conference attracted more than 1,000 people on Thursday.

Coming off a particularly strong year, the forecast in various sectors was cautiously optimistic. There is business on the books for contractors, home prices are still on the rise and commercial and industrial space are in demand. The MEREDA Index was up slightly.

But there was also a good deal of discussion about when the next economic downturn might start and what that will look like. Consequently, most experts who spoke Thursday expect modest growth for the year.

In any case, the ballroom at the Holiday Inn by the Bay was packed, with considerable interest in each speaker’s assessment of the real estate market.

Gary Vogel, president of MEREDAs board and an attorney at Drummond Woodsum, said the fact that more than 1,000 people had registered for Thursday’s event “is a good leading indicator of real estate today in Maine.”

**Economic outlook**

Leslie Preston, senior economist at TD Economics, said she’s calling for modest growth this year. She said wage growth has challenged companies, especially combined with the labor shortage, making it harder for companies to expand. After a strong year, more modest growth in home prices is expected this year. Maine’s economy grew at a rate of 2% last year, and she’s forecasting somewhat less growth this year. “The economy is slowing, but it’s not a recession,” she said.
Pierce Atwood partner Andrea Cianchette Maker spoke of a “mood and a wave of cautious optimism” in Augusta under a new governor and a sense that the bipartisan gridlock is over with Democrats now the majority in both houses.

As for the work ahead she said that 2,041 bills had been submitted, but noted that the devil will be in the details of what’s actually in them.

She also said that in 2019 MEREDA will seek a repeal of a bill that “slipped by last year” requiring commercial brokers to disclose the presence of abandoned or discontinued roads or easements across or abutting a piece of property they are selling. She later told Mainebiz the bill pertained to mail carriers and rural access roads.

**Hospitality forecast**

Steve Hewins, president and CEO of Hospitality Maine, said the hospitality industry in Maine is “dynamic and growing,” as indicated by slow growth in occupancy rates and a strong hotel build-out.

The numbers are positive from Bangor north due to draws like revitalized downtowns, he said. Midcoast is also positive, but “a bit of a disappointment” due to a flattening of average room rates. York County is Maine’s strongest market, with double-digit revenue growth, driven by increasing demand and expanded seasonality. Greater Portland, one of the nation’s most expensive hotel markets at peak season, sees continued hotel, meeting space and eatery development that draws strong visitation year-round.

For 2019 and 2020, “we feel the market will continue to be strong,” with Portland continuing to be a draw from the south, Hewins said. Based on sales tax receipts for restaurants and hotels, the industry topped $4 billion in 2018, up from $2.5 billion in 2009. Overall economic impact, with ancillary services, was $6.5 billion.

But local and foreign workforce availability is a significant problem limiting growth, along with affordable housing availability and pressures from the short-term rental industry.

**Residential forecast**

Vitalius Real Estate Group Principal Brit Vitalius called the multi-family market of 2018 “incredibly active” with sales volume and median sales prices up from 2017 but seeing considerable variability.

South Portland and Westbrook saw substantial volume increases, Vitalius said, but the rise in Portland and Saco-Biddeford slowed. Year-over-year price increases were “pretty staggering” in many instances, he said, with Portland two-units up 57% from 2005 and four-units up 54%. But 2018 began to see a shift from a previous climate of multiple offers to fewer buyers.

That resulted, for the first time in year, to price reductions. The multi-family market may be nearing its peak, he said.

For 2019, market and political volatility could impact buyer confidence overall. In Portland, he predicted values will flatten for prime locations, but could drop for sub-par properties. Regionally, he expected Westbrook and South Portland prices to flatten, but Sac/o/Biddeford and Lewiston/Auburn will see continued price increases and activity as their affordability attracts investors.

Portland Real Estate Group Principal Dava Davin said single-family residential inventory was tight and buyer demand strong through 2018.

A South Portland property, for example, drew 18 offers and sold 35% over asking price. Prices softened toward late 2018, but she expected value to pick up this spring. For 2019, millennial demand will surge and the number of homes for sale will increase, she predicted. But there will be fewer bidding wars and multiple offers.

That’s good news, she said, because it leaves room for negotiations between buyer and seller. Davin predicted a future industry shift with the advent of technology called PropTech.

“This sector is the future of the real estate market,” she said. New technology provides automated and virtual reality showings. The technology is taking hold outside of Maine; she predicted it will show up more in Maine in 2019.

**Midcoast commercial transactions**

Kevin Fletcher, a broker with Northeast Commercial Brokers at Keller Williams Realty, said 2018 was a great year, with the number of transactions up overall, although the inventory was tightening in certain areas and sectors like Class A office space and retail space. Development throughout the midcoast — like a 24-unit apartment project in Auburn that just broke ground; the nearly complete Hartley Block in Lewiston; the Marketplace at Augusta, the largest open-air shopping mall north of Boston; and Colby College’s mixed-use Bill & Joan Alfond Main Street Commons in downtown Waterville — are helping to drive local economies and jobs, he said.

“I continue to remain extremely optimistic for 2019,” he said.

Continued pockets of opportunities, he predicted, will include new residential construction and deals in service industries like medical and niche retail.

“I think we have a stable and healthy marketplace for the central Maine market,” he said. “I think investment in that region will continue through 2019.” Opportunities continue to exist despite tightening inventory, he said.

**Bangor area outlook**

Bev Uhlenhake of Epstein Commercial Real Estate said Bangor Savings Bank’s new waterfront campus is the city’s most important development, linking the downtown office market to the waterfront entertainment district.

Apart from that, in Bangor itself there hadn’t been a lot of change in the office, retail and industrial markets since last year, though office vacancy has started to drop.

On retail, she spoke of “significant vacancy” at the Bangor Mall but said it shouldn’t be written off, insisting it still “has a lot of chapters in its future.”

She also sees a very vibrant and active retail community downtown. Elsewhere in the region, she highlighted developments including the Brewer Riverwalk and aquaculture in Bucksport and Belfast, saying, “These are the rising tides that float all the boats.”

**Southern Maine retail forecast**

Experiential retail will lead the way in 2019, said Karen Rich, of Malone Commercial Brokers.

Retailers have found that brick and mortar stores are still viable, when combined with technology and other apps, in a lot of cases “bringing the [retail] experience to you,” Rich said.

“I think it’s an important distinction to make that it’s now no longer ‘us versus them’, it’s no longer bricks and mortar versus e-commerce,” she said.

Retailers are finding that it doesn’t matter if a customer buys online and gets the goods delivered, picks them up in the store, or goes to the store to buy — it’s about “creating a loyalty factor.”

She said retailers are also finding creative ways to change their sales approach to meet consumer expectations. An example is Kohl’s department stores pairing with grocery stores.

“I think the key to bricks and mortar success is adapt, adapt, adapt,” she said.

In 2018, southern Maine’s retail climate was strong, with vacancy rate of 5.66% in Portland, South Portland, Scarborough, Falmouth, Westbrook and Cape Elizabeth. Average lease rates rose 19.32% across both prime and secondary markets, from an overall average of $15.11 a square foot in 2017 to $18.03 in 2018.
She said she thinks 2019 “will be a very good year” for southern Maine retail, but “landlords would do well to hold onto the larger tenants they have,” because a lot of retailers are downsizing and filling that space may be a problem.

**Southern Maine office forecast**

Office space transactions dropped sharply for the second year in a row, Nate Stevens of The Boulos Co. said. Flat demand and a lack of inventory accounted for fewer transactions in 2017 and 2018 combined than in 2016, he said. Given that, “large deals shaped the market.”

After a steady several years of asking rates dropping, they increased in 2018 by about $2 a square foot.

“I’m not sure what that says about the market, but it says something about landlord confidence in the market,” he said.

Landlords are also putting work into class B space to attract tenants as demand stays low, he said.

Things will change this year as Portland’s development boom and some large sales transactions, including the Time and Temperature building downtown, put more class A space into circulation.

**Southern Maine industrial forecast**

The industrial space vacancy rate has risen, as well as lease rates, said Justin Lamontagne, of NAI The Dunham Group.

The 3.47% southern Maine vacancy rate “is historically pretty low, but significantly higher than last year” when it dipped below 2%, he said.

The trend isn’t just true for southern Maine. “Every municipality and town [surveyed] saw an increase in the vacancy rate,” he said.

He said while a lack of land inventory to building on and increased construction costs, many owners/users who can are building their own space, a trend that will continue in 2019.

But he said it’s “still good to be a landlord.”

He said that while marijuana grower use of industrial buildings has slowed because of lack of regulatory direction, craft brewing use will continue.

“Is it slowing down? Yes. Is it coming to an end? I don’t think so,” he said. Craft brewers are leveraging their real estate in a way that combines industrial and retail, and the trend is also focusing on hyper-local, he said.

“Instead of the neighborhood bar, you have the neighborhood craft brewery,” he said. The model is proving economically sustainable. “It’s catering to a specific crowd, a niche area,” he said.

**Editor’s note:** Peter Van Allen, Renee Cordes, Maureen Milliken and Laurie Schreiber contributed to this report.
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<tr>
<th>Date</th>
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<tr>
<td>September 10, 2019</td>
<td>7:30 - 9:00 AM</td>
<td>Portland Area Breakfast Seminar&lt;br&gt;Hotel Development in Portland and in Maine: Opportunities, Challenges and Forecasts</td>
<td>Portland Regency Hotel&lt;br&gt;20 Milk Street&lt;br&gt;Portland, ME</td>
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<td>September 18, 2019</td>
<td>11:30 - 1:00 PM</td>
<td>DevelopME &quot;Lunch &amp; Learn&quot; Seminar&lt;br&gt;Topic to be Determined</td>
<td>Portland Public Library&lt;br&gt;Rines Auditorium&lt;br&gt;5 Monument Square&lt;br&gt;Portland, ME</td>
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<td>October 8, 2019</td>
<td>7:30 - 9:00 AM</td>
<td>(tentative) Bangor Area Breakfast Seminar&lt;br&gt;Topic to be Determined</td>
<td>Venue to be Determined</td>
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<tr>
<td>October 17, 2019</td>
<td>5:00 - 7:00 PM</td>
<td>MEREDA’s Annual Fall Networking Social&lt;br&gt;Another great “meet-and-greet” opportunity, this time on Portland’s Waterfront. This must-attend event sells out every year, so sign up early!</td>
<td>Hilton Garden Inn, Portland Downtown Waterfront&lt;br&gt;65 Commercial Street&lt;br&gt;Portland, ME</td>
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<tr>
<td>November 14, 2019</td>
<td>7:30 - 9:00 AM</td>
<td>Portland Area Breakfast Seminar&lt;br&gt;Developing Over a Century in Maine</td>
<td>Clarion Hotel&lt;br&gt;1230 Congress Street&lt;br&gt;Portland, ME</td>
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<td>November 21, 2019</td>
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<td>(tentative) York County-Area Breakfast Seminar&lt;br&gt;Topic to be Determined</td>
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<td>December 12, 2019</td>
<td>7:30 - 9:00 AM</td>
<td>(tentative) Portland Area Breakfast Seminar&lt;br&gt;Topic to be Determined</td>
<td>Venue to be Determined</td>
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<tr>
<td>January 16, 2020</td>
<td>9:00 AM - 5:00 PM</td>
<td>MEREDA’s Signature Event&lt;br&gt;2020 Annual Real Estate Forecast Conference &amp; Member Showcase&lt;br&gt;Holiday Inn By the Bay, 88 Spring Street, Portland, ME</td>
<td>Along with the annual economic overview and outlook on Maine’s economy, the conference also provides the popular market overview by property type focusing on both commercial and residential forecasts. MEREDA’s Member Showcase provides an excellent opportunity for exhibitors to network and market their products and services.</td>
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Dates Subject to Change - Please visit [www.mereda.org](http://www.mereda.org) for the latest updates.
MEREDA’s strength has always come from the support and participation of its valued members. Thanks to their continued support, we have become the leading voice for responsible real estate development in Maine, representing hundreds of commercial real estate owners, developers and related businesses, from architects and engineers to property managers.

We are pleased to give special recognition to our Cornerstone and Sustainer Level Members. If you are interested in learning more about these levels of membership, please contact the MEREDA office.

Cornerstone Level Members:

AAA Energy Service Co.
Androscoggin Bank
Baker Newman Noyes
Bangor Savings Bank
Bank of New Hampshire
Bar Harbor Bank & Trust
Berry Dunn
Camden National Bank
Drummond Woodsum
East Brown Cow
Eaton Peabody
Epstein Commercial Real Estate

Sustainer Level Members:

Gorham Savings Bank
Malone Commercial Brokers
Mascoma Bank
NBT Bank
Norway Savings Bank
People’s United Bank
Pierce Atwood, LLP
Saco & Biddeford Savings
Stantec
St. Germain Collins
SVN | The Urbanek Group

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6 City Center, 3rd Floor  •  Portland, Maine 04101  •  Tel: (207) 874-0801  •  Fax: (207) 899-4870
MEREDA’s Cornerstone membership level includes exclusive benefits to member organizations that contribute significant amounts of both time and money to support MEREDA and its mission. For more information on the Cornerstone membership, please contact the MEREDA office at (207) 874-0801.

Members at this level receive Advocate benefits, PLUS:
- Up to 2 attendees FREE per annual conference
- Logo displayed at all MEREDA events
- Forecast Conference Exhibitor booth at a reduced price of $350 (regularly $800)
- Logo on website / social media promotion
- Name listed on MEREDA letterhead

Members at this level receive Supporter benefits, PLUS:
- Forecast Conference Exhibitor booth at a reduced price of $650 (regularly $800)
- Eligibility to be considered for the MEREDA Board of Directors
- Logo on website
- Unlimited attendees at the member rate for MEREDA events

All members at the Supporter level and above receive:
- Advocacy – Legislative and regulatory lobbying efforts
- Education & Insight – Breakfast events and annual conference, Mainebiz Real Estate Insider newsletter and MEREDA Index
- Networking – Breakfast events, annual conferences and socials
- Inclusion in members-only events
- Opportunity to submit and place an article for consideration in the Mainebiz Real Estate Insider newsletter
- Opportunity to reserve a Forecast Conference Exhibitor booth at $800

See over for details.
## Membership Benefits

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<td></td>
<td>Logo displayed at all MEREDA events</td>
</tr>
<tr>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>Social media promotion</td>
</tr>
<tr>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>Logo or name listed on letterhead</td>
</tr>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>Logo on website</td>
</tr>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Eligibility for consideration for MEREDA Board of Directors</td>
</tr>
<tr>
<td>FREE</td>
<td>$350</td>
<td>$650</td>
<td>$800</td>
<td>Opportunity to reserve a Forecast Conference Exhibitor Booth ($800 value)</td>
</tr>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Advocacy – Legislative and regulatory lobbying efforts</td>
</tr>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Education – Breakfast events and annual conferences</td>
</tr>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Industry Insight – Mainebiz Real Estate Insider newsletter and MEREDA Index</td>
</tr>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Inclusion in members-only events</td>
</tr>
<tr>
<td>UNLIMITED</td>
<td>UNLIMITED</td>
<td>UNLIMITED</td>
<td>5</td>
<td>Networking – Member rate for attendees to MEREDA events</td>
</tr>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>Opportunity to submit an article for consideration in the Mainebiz Real Estate Insider newsletter</td>
</tr>
</tbody>
</table>

*See over for details.*
### Membership Application

**Maine Real Estate & Development Association**  
*Supporting Responsible Development*

<table>
<thead>
<tr>
<th>Date / /</th>
</tr>
</thead>
</table>

**Name of Company or Organization**

<table>
<thead>
<tr>
<th>Mailing Address</th>
<th>City</th>
<th>State</th>
<th>Zip</th>
</tr>
</thead>
<tbody>
<tr>
<td>Street Address</td>
<td>City</td>
<td>State</td>
<td>Zip</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>( )</th>
<th>--</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Telephone</th>
<th>Fax</th>
</tr>
</thead>
</table>

**Type of Business**  
(See Key to Business Type Categories)  
**Number of Employees**

<table>
<thead>
<tr>
<th>Contact Person / Title</th>
<th>Authorized By</th>
</tr>
</thead>
</table>

| Contact Person Email Address | Web Site Address / Twitter Handle |

Feel free to list others in your company (with email addresses) interested in receiving MEREDA Mailings.

**Business Type Categories:**
- AC Accountants
- AD Advertising & Marketing
- AP Appraisers
- AR Architects
- AR / CM Architects / Construction Management
- AR / EN Architects / Engineers
- AU Auction Companies
- BA Banks/Mortgage/Finance Companies
- BR Brokers
- BR / DE Brokers / Developers
- CB Contractors/Builders
- CLN Cleaning Services
- CM Construction Management
- CO Consultants
- DE Developers
- EN Engineers
- ENV Environmental
- ENV / CO Environmental Consulting Services
- GH Gasoline & Heating Products Distribution
- INS Insurance/Securities
- LA Law Firms
- LSA Landscape Architects
- ME Media
- MO Membership Organizations
- MU Municipalities
- NPD Non-Profit & Economic Development Corp.
- PC Paper Companies
- PMG Property Management
- PMT Property Maintenance
- REI Real Estate Investment/Management
- RSE Research/Education
- RET Retailers
- SP Suppliers
- ST State
- SUR Surveyors
- SVC Service Companies
- TTL Title Companies
- TTL / INS Title / Insurance Companies
- UTIL Utilities
- WD Wholesale Distributors
- WM Waste Management/Recycling
- Other: Please Describe

**New Member Interests**
Please state your reasons for joining MEREDA and emphasize any issues that are of particular concern to you and your company. *Attach additional sheet if necessary.*

(please complete reverse side)
**Membership Directory**  Active member companies will be featured in our Membership Directory located on the MEREDA website at www.mereda.org, with a brief description of the company’s products and services. There is no additional fee for this listing. (Only member companies with current dues are eligible to be featured in our Membership Directory.) Please use the space below for your company’s profile. *Attach additional sheet if necessary.*

_____________________________________________________________________________________
_____________________________________________________________________________________
_____________________________________________________________________________________
_____________________________________________________________________________________
_____________________________________________________________________________________

**MEREDA Dues Structure:** MEREDA has four levels of membership: Supporter, Advocate, Sustainer and Cornerstone. All members will receive the same foundational benefits of a MEREDA membership: Advocacy, Networking, and Education & Insight, however, this structure rewards members for their support of the organization with added benefits at each level. *Please see attached for details.*

<table>
<thead>
<tr>
<th>2019 Membership Benefit Levels</th>
<th>Minimum Annual Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐ I  = Full Time Student</td>
<td>$50</td>
</tr>
<tr>
<td>☐ II = Municipal / Government</td>
<td>$300</td>
</tr>
<tr>
<td>☐ III = Individual</td>
<td>$385</td>
</tr>
<tr>
<td>☐ IV = Corporate <em>(Includes up to 5 individual members)</em></td>
<td>$550</td>
</tr>
<tr>
<td>☐ V  = Advocate</td>
<td>$1200</td>
</tr>
<tr>
<td>☐ VI = Sustainer</td>
<td>$2500</td>
</tr>
<tr>
<td>☐ VII = Cornerstone</td>
<td>$5000+</td>
</tr>
</tbody>
</table>

☐ Check Here to Request an Invoice be Emailed to the Address Provided on Front

For Your Convenience, we also Accept Visa or MasterCard
Card # _____________________________ Exp. _______________

**Committee Participation**  Committee work allows members to play an active role in the association’s affairs. I (and/or one of my colleagues) would like to join one or more committee.

☐ Conference & Seminar  ☐ Membership & Marketing  ☐ Public Policy  ☐ DevelopME

Name(s) & Email(s) ____________________________

MEREDA expects members to adhere to its mission of developing Maine responsibly. Application is subject to review of MEREDA Board and/or executive committee. MEREDA is organized under IRS Section 501 (c) (6) rules.

For federal income tax purposes, dues paid to the Maine Real Estate & Development Association (MEREDA) are deductible as a business expense, not as a charitable contribution. A portion of dues, however, is not deductible as an ordinary and necessary business expense to the extent that MEREDA engages in lobbying. The non-deductible portion of dues is 30 percent. MEREDA is tax exempt under IRS Section 501(c)(6).