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 350 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 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.
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
Participation on any one of MEREDA’s five standing committees 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.

♦ The Local Issues Committee meets up to six-times per year to monitor and timely engage on local land use and development matters.

Please contact the MEREDA office if you would like to become involved in one, or more, of our committees.
While much has changed in the world in the past months, the MEREDA Public Policy Committee has continued to stay engaged on critical matters impacting our members. From ensuring a last-minute enactment of an extension to the Maine Historic Rehabilitation Tax Credit (MHRTC), to advocacy before the Governor’s office on state action related to COVID-19, the past few weeks have been active.

Before COVID-19
Before COVID-19 upended our lives, the Second Regular Session of the 129th Legislature was set to adjourn on April 15, 2020. However, as confirmed US cases began to rise in early March, the Legislature moved to adjourn on March 17, 2020. The early adjournment forced the Legislature to carry-over hundreds of bills to a future special session. Fortunately, working diligently with the Governor’s Office and Maine Revenue Services, MEREDA and the MHRTC Coalition were able to ensure passage of a two-year extension of the MHRTC. The extension also ensures that projects can continue construction and claim the credit past the sunset date, so long as they’ve been certified. The MHRTC extension was enacted in LD 2047, which became Public Law 2019, Chapter 659 on March 18, 2020. It will take effect on June 16, 2020.

Commercial Real Estate as an Essential Business
Though there has been no legislation action since adjournment, the Governor’s Office and her administration have issued a number of orders related to COVID-19 that have significantly impacted Maine businesses, including MEREDA. To represent its members’ interests in some of these crucial policy decisions, MEREDA engaged directly with the Governor’s administration on ensuring the role of commercial real estate as an essential business, the need for flexibility in notarization requirements, and limitations on evictions during the COVID-19 pandemic.

More specifically on rent and evictions, on April 14, 2020, MEREDA sent a letter to Governor Mills regarding her decision to impose limitations on eviction actions on both residential and commercial landlords. MEREDA encouraged the Governor not to take overbroad action, and emphasized that most commercial real estate landlords in Maine are small businesses who must also maintain a positive cash flow to meet financial obligations. Ultimately, the Governor placed a moratorium on evictions arising solely from failure to pay rent while continuing to allow evictions in cases of tenant misuse or misbehavior. MEREDA recently hosted a webinar on real estate issues during COVID-19, including...
discussion of the Governor’s order on eviction limitations. We will continue to stay engaged on this issue as it evolves and affects commercial real estate landlords, and will continue to responsibly advocate for our members as other issues arise in this rapidly changing environment.

The Maine Economy
While much has occurred in the past weeks, there is even more to be done as Maine considers reopening the economy. On April 28, 2020, Governor Mills released a four-phase plan to slowly restart the economy, with the first phase starting on May 1 and enabling some businesses to reopen. The Department of Economic and Community Development (DECD) will be posting checklist for businesses to follow in determining steps to secure their workplace for COVID-19 safety – check the DECD website for more news soon. The Governor’s complete plan for reopening the economy can be found here. In short, decisions about re-opening the economy in the phased plan will be based on the following four principles:

- Protecting Public Health;
- Maintaining Health Care Readiness;
- Building Reliable and Accessible Testing; and
- Prioritizing Public-Public Collaboration.

Even as businesses start to reopen under the phased plan, the state government must turn to facing the realities of the economic downfall on the state budget – which are likely to be dramatic and far-reaching. To help lawmakers understand just how much the budget is likely to be affected, Governor Mills has called upon the State’s economic forecasting officials to meet in July and August (instead of November and December), to examine the economic ramifications of the pandemic on Maine’s revenues. The Governor is likely to call legislators for a special session to address the anticipated budget shortfalls, but she may wait until after the July economic forecast to enable decision-making based on the new information about the state’s fiscal health.

**MEREDA will continue to remain diligent in protecting its members’ interests** as the state looks to reopen and the legislature looks for ways to address the anticipated revenue shortfall caused by this current pause in our state’s economic activity. Our members represent a critical pillar of the state economy, and we will continue to advocate for policies that are fair, practical, and predictable even as we navigate a new, post COVID-19 environment.
The **Maine Real Estate Insider** e-newsletter is distributed weekly by Mainebiz and covers the latest news in the real estate industry in Maine. To subscribe, click here [https://www.mainebiz.biz/enewletters](https://www.mainebiz.biz/enewletters).

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.
"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’s Upcoming Events**

**Keeping Members Informed**

MEREDA has responded to the Coronavirus pandemic as most organizations have by postponing our regularly scheduled events. We have established new dates for our 35th Anniversary Gala, our 8th Annual Strikes for Scholars Bowl-a-Thon Fundraiser, and our Annual Spring Conference.

In the meantime, we are also looking at ways to keep our members up-to-date on evolving real estate and development events in light of the changing economic landscape by offering virtual events. Be watching for information to come on these soon!

<table>
<thead>
<tr>
<th>April 24, 2020 - 9:00 - 10:00 AM</th>
<th>September 3, 2020 - 1:00 - 5:00 PM</th>
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<tbody>
<tr>
<td>Virtual Event - How to Manage Commercial Leases in a Worldwide Pandemic</td>
<td>NEW DATE — MEREDA’s Annual Real Estate Spring Conference</td>
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<td>A discussion of the issues currently facing commercial property owners, tenants, and lenders due to the COVID-19 pandemic.</td>
<td>The Chamberlain Model - Developing Maine’s Future: Then &amp; Now</td>
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<td><strong>NEW DATE —</strong></td>
<td>Holiday Inn By the Bay</td>
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<tr>
<td><strong>MEREDA’s 8th Annual “Strikes for Scholars” Bowl-a-Thon Fundraising Event</strong></td>
<td>88 Spring Street, Portland, ME</td>
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<td>Bayside Bowl</td>
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<td>58 Alder Street</td>
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<td>Portland, ME</td>
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<tr>
<th>September 16, 2020 - 5:00 - 7:00 PM</th>
<th>November 5, 2020 - 5:00 - 8:00 PM</th>
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<tbody>
<tr>
<td><strong>NEW DATE —</strong></td>
<td><strong>NEW DATE —</strong></td>
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<tr>
<td><strong>MEREDA’s 8th Annual “Strikes for Scholars” Bowl-a-Thon Fundraising Event</strong></td>
<td><strong>MEREDA will celebrate this milestone at a Gala Reception!</strong></td>
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<tr>
<td><strong>NEW DATE —</strong></td>
<td><strong>MEREDA’s 35th Anniversary Gala</strong></td>
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<tr>
<td><strong>Date to Be Determined, 2020 - 7:30 - 9:00 AM</strong></td>
<td><strong>Date to Be Determined, 2020 - 7:30 - 9:00 AM</strong></td>
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<tr>
<td><strong>POSTPONED—Stay tuned for rescheduled date</strong></td>
<td><strong>POSTPONED—Stay tuned for rescheduled date</strong></td>
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<td><strong>Town Hall with the Mayor</strong></td>
<td><strong>Lewiston/Auburn-Area Breakfast Seminar</strong></td>
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<td>Kate Snyder, City of Portland</td>
<td>Town Hall with the Mayors of the Cities of Lewiston and Auburn</td>
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<td>Webinar or Venue To Be Determined</td>
<td>Webinar or Venue To Be Determined</td>
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**Dates Subject to Change - Please visit 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
BerryDunn
Camden National Bank
cPort Credit Union
Drummond Woodsum
East Brown Cow
Eaton Peabody

Sustainer Level Members:

Epstein Commercial Real Estate
Gorham Savings Bank
Machias Savings Bank
Malone Commercial Brokers
Mascoma Bank
NBT Bank
Norway Savings Bank
People’s United Bank
Pierce Atwood, LLP
Saco & Biddeford Savings
St. Germain
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.

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**Cornerstone $5,000+**

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

**Sustainer $2,500**

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

**Advocate $1,200**

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

**Supporter**

**Corporate $550 (includes up to 5 individual members at the member rate)**

**Individual $385 | Municipal / Government $300 | Full-Time Student $50**

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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<tr>
<th>Cornerstone $5,000+</th>
<th>Sustainer $2,500</th>
<th>Advocate $1,200</th>
<th>Supporter $50-$550*</th>
<th>Benefits</th>
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<td>Thanks/mention at all MEREDA events</td>
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<td>Exclusive invitation to “Cornerstone Circle” events</td>
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<td>Legislative monitoring and updates on real estate-related bills</td>
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<td>First right of refusal for sponsorship opportunities</td>
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<td>Number of attendees FREE per annual conference</td>
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<td>Logo displayed at all MEREDA events</td>
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<td>Social media promotion</td>
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<td>Logo or name listed on letterhead</td>
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<td>Logo on website</td>
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<td>Eligibility for consideration for MEREDA Board of Directors</td>
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<td>FREE</td>
<td>$350</td>
<td>$650</td>
<td>$800</td>
<td>Opportunity to reserve a Forecast Conference Exhibitor Booth ($800 value)</td>
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<td></td>
<td>Advocacy – Legislative and regulatory lobbying efforts</td>
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<td>Education – Breakfast events and annual conferences</td>
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<td></td>
<td>Industry Insight – Mainebiz Real Estate Insider newsletter and MEREDA Index</td>
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<td>Inclusion in members-only events</td>
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<tr>
<td>UNLIMITED</td>
<td>UNLIMITED</td>
<td>UNLIMITED</td>
<td>5</td>
<td>Networking – Member rate for attendees to MEREDA events</td>
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<td>Opportunity to submit an article for consideration in the Mainebiz Real Estate Insider newsletter</td>
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*See over for details.*
**Membership Directory**  
Active member companies will be featured in our Membership Directory located on the MEREDA web site 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>2020 Membership Benefit Levels</th>
<th>Minimum Annual Dues</th>
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<tr>
<td>☐ I = Full Time Student</td>
<td>$50</td>
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<tr>
<td>☐ II = Municipal / Government</td>
<td>$300</td>
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<tr>
<td>☐ III = Individual</td>
<td>$385</td>
</tr>
<tr>
<td>☐ IV = Corporate (Includes up to 5 individual members)</td>
<td>$550</td>
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<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>
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</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 Committee  
☐ DevelopME  ☐ Local Issues Committee

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).
Name of Company or Organization

Mailing Address      City      State      Zip

Street Address      City      State      Zip

(              ) --  (              ) --

Telephone        Fax

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

Contact Person / Title  Authorized By

Contact Person Email Address  Company Web Site / Twitter Handle

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

Business Type Categories:

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)